

# Year in Review

2024 was a milestone year for Harvey. We grew ARR 4x, now with 235 customers in 42 countries, and we've only just begun.

More importantly, we helped redefine how firms operate, earned the trust of 28% of Am Law 100 firms, and empowered customers to analyze over 2 million documents with precision and speed.

To everyone who believed in us—our customers, partners, practitioners, and investors—thank you. 2024 set the stage for even greater achievements ahead.

# Built for the World's Best Firms

Harvey's partnerships with legal and tax professionals gained momentum in 2024, driving measurable impact and efficiency.



A&O SHEARMAN

BRIDGEWATER



Vinson&Elkins

MACFARLANES

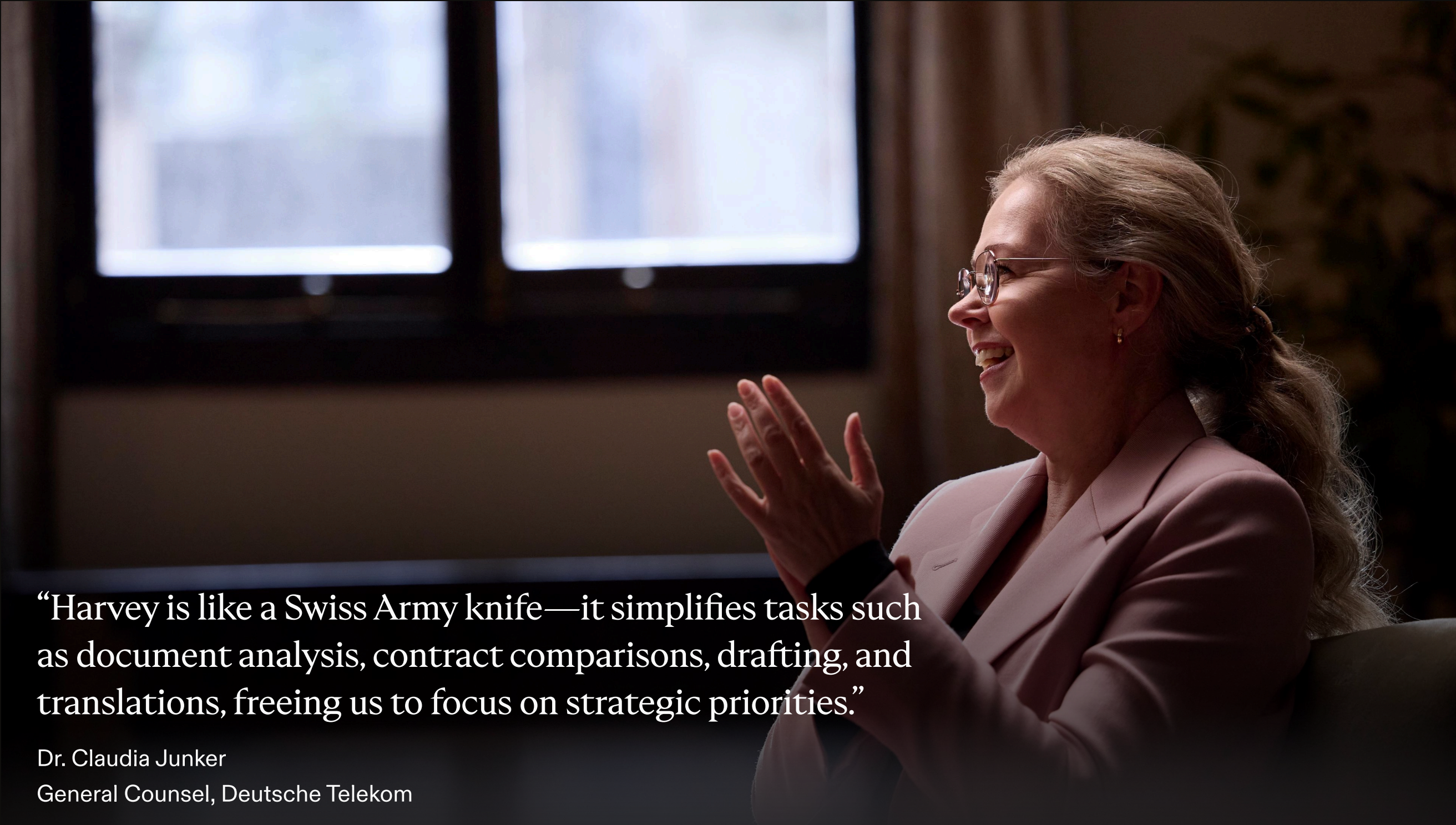
O'Melveny



ReedSmith



schönherr



“Harvey is like a Swiss Army knife—it simplifies tasks such as document analysis, contract comparisons, drafting, and translations, freeing us to focus on strategic priorities.”

Dr. Claudia Junker  
General Counsel, Deutsche Telekom



## Mastering Legal Complexity: How Deutsche Telekom Leads with AI

Deutsche Telekom's legal team partnered with Harvey to manage rising workloads while controlling costs.

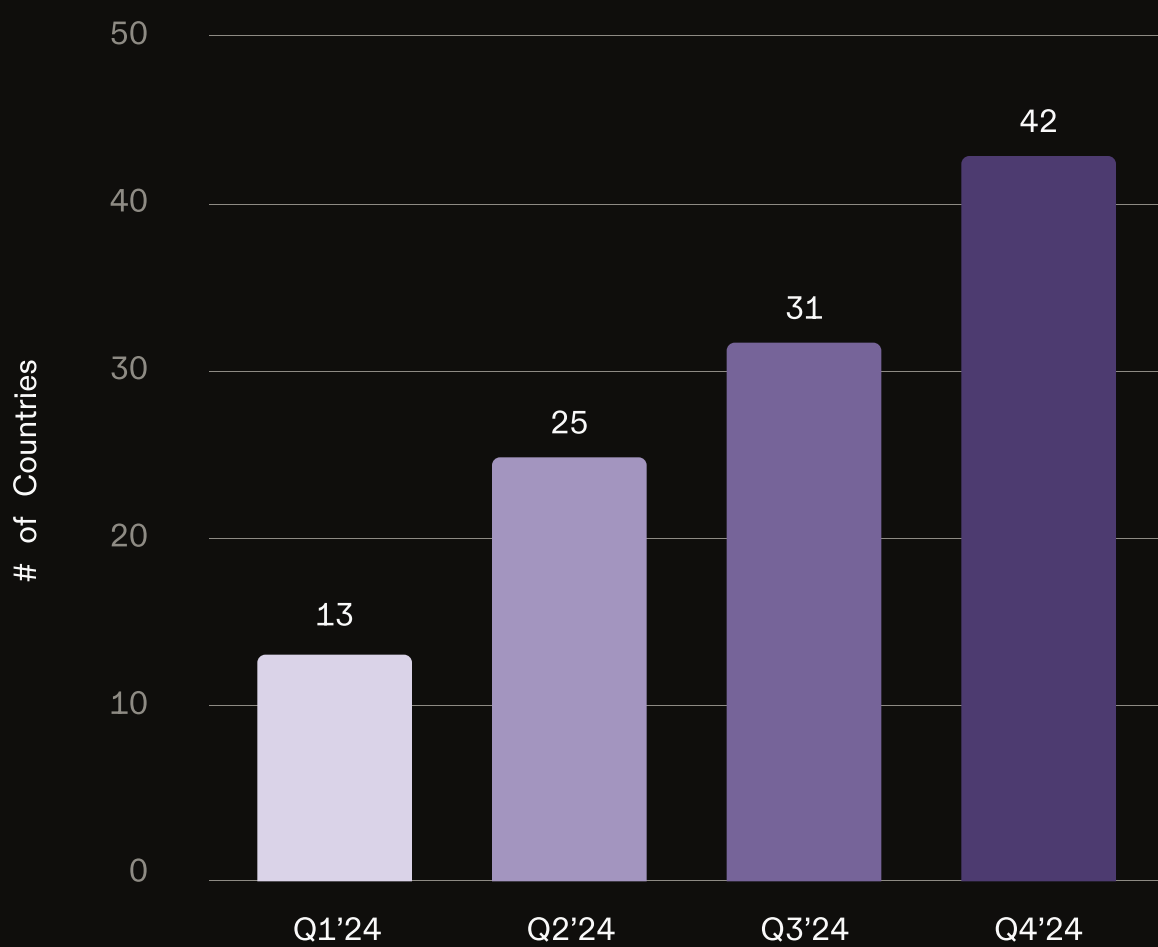
By automating tasks like contract analysis and regulatory summaries, they reclaimed weekly hours, streamlined workflows, and addressed regulatory challenges with precision—delivering greater value in a dynamic environment.

[Read full story](#)

# Accelerated Adoption and Customer Growth

Harvey experienced significant customer growth in 2024, now including 28% of the Am Law 100.

## Countries with Harvey Customers



# 235

Total Customers

In 2024, Harvey expanded its international customer base by tailoring its solutions to meet the specific needs of professional services in diverse global markets.

## Used by 28% of Am Law 100

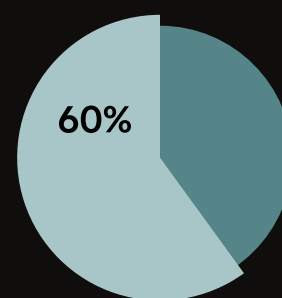
Harvey is transforming the legal industry, now empowering 28% of Am Law firms. Our domain-specific solutions are setting a new standard for excellence across the sector.

### MORI HAMADA & MATSUMOTO

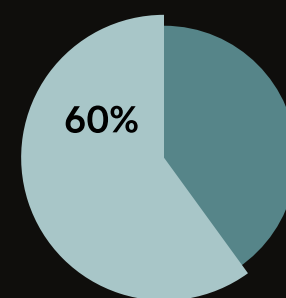
#### Transforming Cross-Border Legal Work with Harvey AI

Mori Hamada & Matsumoto (MHM), a leading Japanese law firm, is leveraging Harvey's AI-driven legal platform to transform cross-border collaboration and streamline workflows. By enabling rapid document analysis, multilingual translation, and seamless communication across Asia-Pacific offices, Harvey allows MHM attorneys to focus on delivering strategic, high-value solutions for clients.

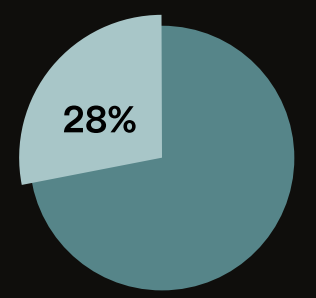
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Vault 10



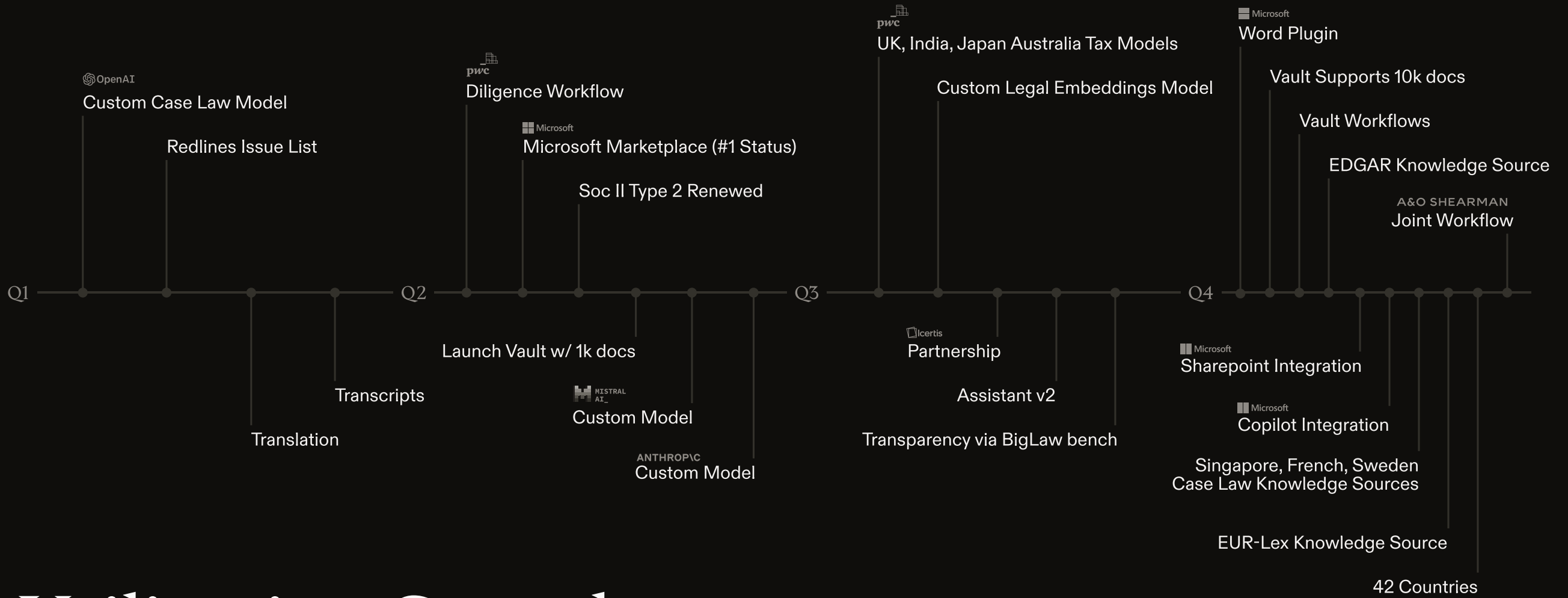
Am Law 10



Am Law 100

# Harvey Product Velocity

Our product and engineering teams achieved exceptional milestones and delivered transformative progress for our customers in 2024.



## Utilization Growth

In 2024, we saw a marked increase in average seat utilization across our customer base, driven by user-focused enhancements that streamlined workflows.

40% → 72%  
Jan '24 Dec '24

2M+  
Documents Analyzed

7M+  
Total Queries

COLE-FRIEMAN & MALLON

Saving Time and Elevating Service: Cole-Frieman & Mallon's Journey with Harvey AI

Cole-Frieman & Mallon, an investment management law firm, saves up to 10 hours per attorney weekly by using Harvey to streamline document analysis, accelerate issue identification, and enhance collaboration.

[Read full story](#)

## World-Class Investors

\$100M Raised at \$1.5B Valuation in our Series C

OpenAI

SEQUOIA

KLEINER PERKINS

G/

Elad Gil

SVAngel

\$100M

Raised at \$1.5B Valuation  
in our Series C

# Team Expansion, Now Across the Atlantic

With our team growing fivefold and the opening of our London office, Harvey is scaling to deliver worldwide impact.

## Beth Lebens

Applied Legal Researcher

Past: Corporate at Gunderson Dettmer, Willkie Farr & Gallagher

Having previously practiced at a law firm, I knew from the moment I joined Harvey that we were building a product that would transform the way lawyers work and think—and that initial conviction has been validated as I've watched our product and team evolve. When I reflect on what we have already accomplished in such a short time, I am excited to see how our talented, dedicated team will continue to reshape the professional landscape.



## A New Home in London

We opened our first international office in London, and the team there is growing by the day—15 and counting! Since over half of our global partnerships are based in EMEA, this new office enables us to meet more of our customers where they are.

[Read full story](#)

# Transforming In-House Legal Operations: Repsol's Success with Harvey

Repsol S.A. is a global, multi-energy company that serves more than 24 million customers and boasts one of Europe's most efficient refining systems.

Repsol's legal team embraced Harvey to drive efficiency and innovation in their operations.

By automating routine tasks like document analysis, drafting, and translation, Harvey has saved lawyers an average of three hours weekly, accelerating service delivery and improving precision across global workflows.

This strategic adoption positions Repsol at the forefront of digital transformation in the legal profession.

[Read full story](#)



“Harvey positions Repsol's lawyers at the forefront of the legal profession's digital transformation—a significant achievement for our legal department.”

Pablo Blanco Perez  
General Counsel, Repsol

Repsol's legal department successfully integrated Harvey into its attorneys' daily workflows across various critical tasks, implementing the Harvey platform across the 150+ attorney department. According to Repsol, the key benefits include:

## Accelerated Service Delivery

Automating routine tasks with Harvey allows the department to deliver faster, more responsive service by reducing document turnaround time and revisions. Attorneys have highlighted significant productivity gains across many use cases, including legal document creation and analysis, template completion for incorporated companies, and brainstorming litigation analysis.

## Drafting Optimization

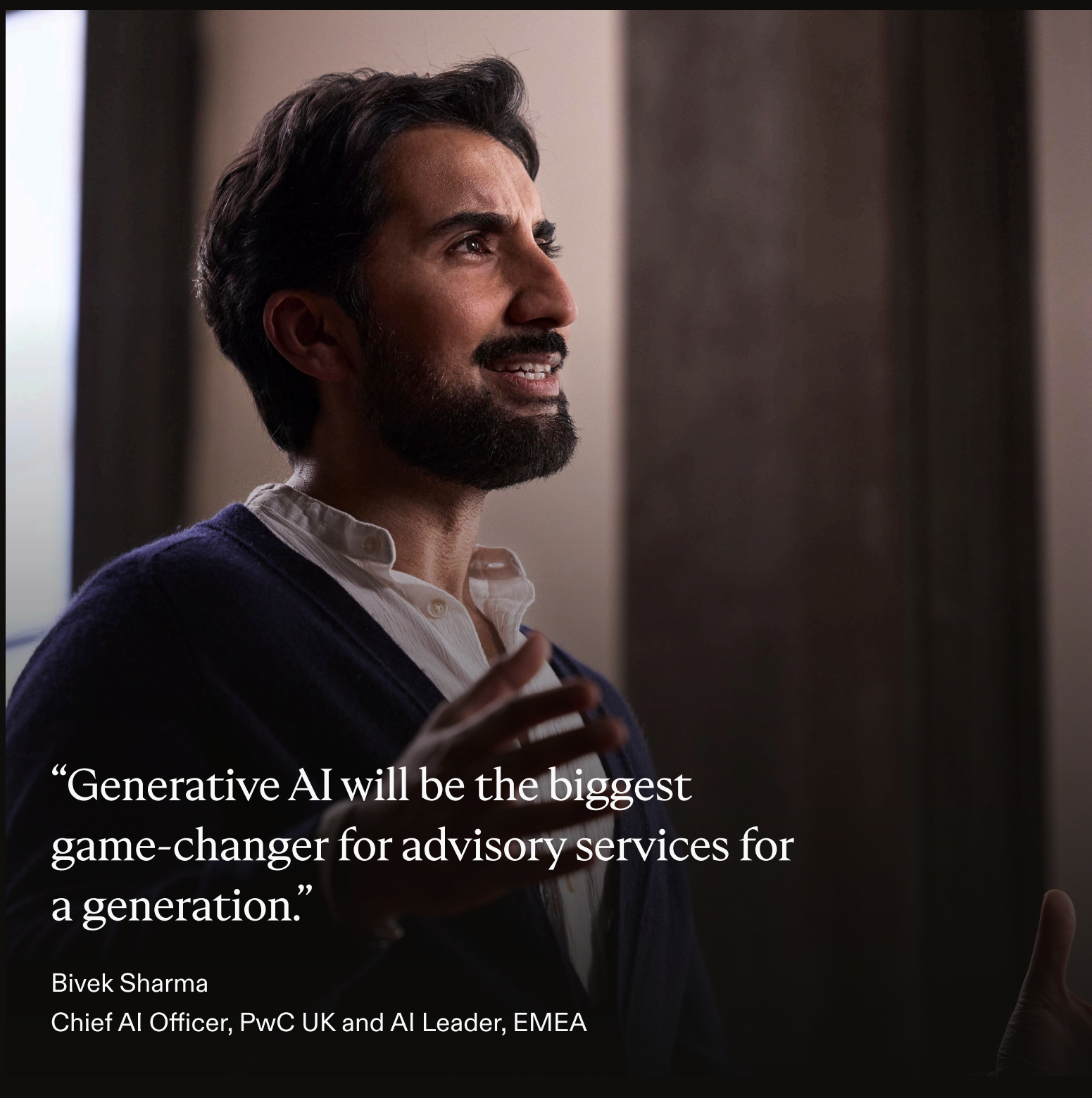
Given Repsol's extensive global operations and diverse legal needs, Harvey has been instrumental in enhancing drafting and consistency of deliverables. Harvey minimizes errors and improves the clarity of documents and arguments. Its translation capabilities provide accurate, law-specific translations, enabling Repsol's global team to draft contracts with optimized context and precision in multiple languages.

## Digital Transformation

Integrating Harvey has been central to Repsol's legal department's digital transformation initiatives, significantly enhancing their operations. This strategic AI adoption positions Repsol's workforce as leading innovators, fostering a culture of continuous learning and technological progress, and embracing cutting-edge advancements.

# PwC UK Partners with Harvey to Harness the Power of AI

For over a century, PwC UK has been a leader in tax, legal, and human resources services, providing expertise to clients worldwide.



“Generative AI will be the biggest game-changer for advisory services for a generation.”

Bivek Sharma  
Chief AI Officer, PwC UK and AI Leader, EMEA

PwC UK partnered with Harvey to integrate its AI platform across tax, legal, and deals practice areas.

By combining Harvey’s advanced technology with market insights, PwC delivers more comprehensive, data-driven solutions while reinforcing the value of human expertise in professional services.

This collaboration represents PwC’s commitment to driving deeper client insights and delivering even greater value in today’s rapidly evolving market.

[Read full story](#)

While the full impact of this partnership is still unfolding, PwC UK and Harvey are working together to further enhance solutions which include:

#### Enhanced capabilities for 5,000+ tax, legal, deals professionals and knowledge workers

PwC’s network of professionals across 60+ countries will have access to leading generative AI technology, enabling them to deliver human-led and technology-enabled solutions more effectively.

#### Streamlined in-house legal processes for clients

PwC plans to work with Harvey to bring the AI platform to market, helping clients optimize their internal legal operations.

#### Development of proprietary AI models

The partnership will allow PwC to develop and train its own AI models, creating customized products and services for internal use and client offerings.

# Humans Behind Mastery

Harvey invited industry leaders for a candid exploration of their paths to mastery, captured in a short film highlighting stories of expertise, adaptability, and dedication to shaping the future.



“In the legal profession, I’ve been waiting for disruption this whole time. I think we are finally at that stage.”

Thomas Laubert  
General Counsel, Bayer



A behind-the-scenes glimpse into the making of the film, capturing the conversations that brought these stories of expertise and innovation to life.





Harvey