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TRANSACTIONS & DEALS

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EXCLUSIVE INTERVIEWS WITH LEADERS
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RANKINGS

Mergers & Acquisitions
Private Equity
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Real Estate
Energy & Infrastructure

2024-'25



TERESA PASTOR ALONSO
BRIDGEPOINT



MARCUS TELES
LIVRARIA LEITURA



MARIA SOL TACHELLA
MONDELEZ INTERNATIONAL



MANUEL LUÍS GONÇALVES
GRUPO CASAIS



STEPHANIE DE WILDE
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SIMON MCGEADY
Managing Editor

CHECKBOOKS AT THE READY

2024 was a bounce-back year for global M&A activity. Cross-border M&A involving companies in the Asia-Pacific region recovered considerably this past year, with total announced value having risen 25% year-on-year to \$286 billion by the close of Q3 2024. M&A volume in Europe, meanwhile, was up 7% to \$160 billion through Q3.

These results are a welcome shot in the arm for the market after a catastrophically bad 2023 during which, for the first time since 2013, global M&A deal volume failed to break the \$3 trillion mark.

2024 also marked the return of the blockbuster deal. A snapshot of some of the biggest ones of the year include the Abu Dhabi National Oil Company's \$13 billion purchase of German plastics producer Covestro, Cisco Systems' \$28 billion acquisition of US data-analytics software developer, Splunk and Mars' \$36 billion takeover of Kellanova (formerly Kellogg's).

Usually the main driver of global M&A growth, in the United States deal volume contracted by 8% in 2024, as companies hit the pause button on their purchases in Q3 and Q4 pending the outcome of November's presidential election. Confidence, and with it deal volume, may well return in the new year which, if markets in Asia, Europe and Latin America remain buoyant, bodes well for the long-anticipated return to pre-Covid rates of consistently high M&A levels.

Those who envisage a rosier global M&A picture in 2025 point to the September decision by the US Federal Reserve to cut interest rates by half a percentage point – the first interest-rate cut of any kind in America in four years – with the Fed widely tipped to announce further cuts in the coming months.

Private equity backed deals had a strong year, up 38% on 2023 levels, and recent cuts to interest rates in the US, EU and UK should allow private equity firms of all sizes to up their levels of investment in the next 12 months.

The guide you are about to read covers key topics related to transactions across numerous sectors of the economy and features exclusive interviews with top names in the corporate world, as well as numerous rankings of leading law firms, investors, investment banks and consultancies, by country and practice area, to help you find the right professionals to help your business thrive. ♦



LEADERS LEAGUE

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M&A

May Jun Jul Aug Sep Oct Nov Dec

The private equity industry in Spain and Portugal is thriving



Interview with
TERESA PASTOR ALONSO
Investment Director, **BRIDGEPOINT**

"2024 has brought some optimism based on decreasing interest rates, plenty of dry powder and aging sponsors' portfolios"

Teresa Pastor Alonso explores the key trends shaping Spain's private equity landscape in 2024, including major transactions by international funds and the emphasis on value creation by sponsors due to reduced sales in the small and mid-market sectors. She also discusses Bridgepoint's strategic approach to exits, highlighting the key factors influencing their timing.

LEADERS LEAGUE: What trends are currently shaping the private equity landscape in Spain?

Teresa Pastor Alonso: The private equity industry in Spain seems finally ready for the resurgence of M&A activity. After a couple of quieter years from mid-2022 – during which the market was hit by the high cost of capital, inflation and geopolitical instability – 2024 has finally brought some cautious optimism based on decreasing interest rates, plenty of dry powder and aging sponsors' portfolios.

In the first half of 2024 we saw some pick-up in activity, but the key contributor to higher deal values year-on-year have been large transactions by international funds (e.g. the acquisition of Idealista by Cinven, Wendel's investment in Globeducate alongside Providence, or the de-listing of Applus by a private equity consortium). The small and mid-market have had a slower start, with most sponsors focusing on delivering the value creation plans of their portfolio companies given fewer sale processes and most of them taking longer than usual to close or even failing to complete.

In the second half of the year, I see signs of acceleration with an increasing number of sale processes either ongoing or preparing to launch soon. I expect the majority of the private equity activity to focus on highly resilient industries such as IT and digital transformation, sustainability & energy transition and healthcare.

Also, given the fragmented nature of some industry segments, we should continue to see build-up strategies where private equity firms acquire smaller businesses in order to consolidate that industry and create a major market lead-

er; a strategy that has been particularly effective in industries like healthcare and technology.

How does Bridgepoint approach exit strategies in the Iberian market, and what factors influence the timing of exits?

Our approach to exit strategies is highly tailored to the specific asset and related market conditions. We focus on balancing the need to return capital to our investors with maximizing the long-term value of our portfolio companies.

We typically aim to hold investments for 3-5 years, however several factors influence our timing. Firstly, the growth and maturity of the businesses we invest in is crucial. During our investment tenure, we focus on growing and professionalizing the company.

Once we have helped a business execute its value creation plan and delivered the vision outlined in the plan, we look for the best exit opportunity.

Nevertheless, we always keep a close eye on market conditions, including buyer appetite and sector-specific trends. If the sector a company operates in is experiencing strong tailwinds, that can drive better valuations and increase buyer interest, which often prompts us to move forward. We pursue exits either through other private equity buyers or through strategic acquirers, whichever makes the most sense at the time.

Our exit of Dorna Sports is a good example, where we sold to Liberty Media for more than €4 billion, having worked with the management team for many years in realizing an ambitious value creation plan. The completion of the sale is subject to regulatory approvals expected in H2 2024. ♦

Printed books will remain dominant for the next 30 years



Interview with

MARCUS TELES,
CEO, LIVRARIA LEITURA

“As many advantages as e-commerce offers, the experience of going to a physical bookstore is different”

Marcus Teles is the CEO of Livraria Leitura, Brazil's largest chain of physical bookstores with 117 locations nationwide. He discusses the company's growth prospects, the book market's evolution over the past few decades, and what the future holds for the industry.

LEADERS LEAGUE: What are Livraria Leitura's main sources of revenue?

Marcus Teles: While many of the country's large bookstores have closed their doors, as happened with Cultura and Saraiva, in the four and a half years since the pandemic, we have opened eight more megastores, which means that although the market has seen a reduction in the number of large bookstores, we have continued to grow in this segment.

Livraria has larger stores, an average of 450 to 500 square meters per unit. In addition, we have 28 megastores, each around 1,000 square meters. This larger format allows for significant diversification.

Despite this diversification in store format, books are still our main product, accounting for around 60% to 61% of sales. Although we don't disclose turnover, we estimate that we will sell more than 10 million books in our physical stores this year, and a further 1.5 million books online.

In addition to books, which continue to be our mainstay, we have other segments that are also important to our product mix. The stationery and school supplies area, for example, accounts for around 29% of our sales. This category includes magazines, games and toys, with a focus on educational toys and smart games.

Twenty years ago, 100% of our sales were books. Over time, other products have gained ground, but in recent years, books have remained in the spotlight, regaining their importance. We used to have only 56% of sales represented by books, but that percentage has gone back up. Today, books account for more than 60% of our sales, even boosted by the strength we have on the internet.

We believe that the printed book will remain dominant for the next 30 years. It's worth remembering that the digital book market in Brazil began around 2010, and in almost 15 years, it has only reached a 6.5% to 7% share. This is partly due to the

fact that reading books is a longer, more immersive experience than reading a quick item in a newspaper. Many people find it more comfortable to read a physical book.

What can we expect from Leitura over the next 12 months?

We currently have 117 stores and, by the end of this year, we're going to open three more, which could rise to four. Over the next 12 months, we are set to open around 8 to 9 stores. This year, there will be at least three new stores, and next year, around six or seven. Of the 80 largest cities in the country, we are present in 60, and the plan is to continue this growth.

As long as we continue to open stores and close those that become loss-making, we should continue to grow, albeit at a slightly slower pace over the next few years, especially in 2025 and 2026. In Brazil, it's risky to make projections for more than five years, but we believe that growth will continue in the coming years.

What can we expect from the bookshop market as a whole?

The bookstore market is more stable than you might think. In 2013, Brazil had 3,030 bookstores, and now, in 2023, that number is 2,970. In other words, there has only been a 2% reduction in ten years.

A curious point is that, some time ago, it was said that sales of books to young people would fall the most, but the exact opposite has happened. In the last 10 to 15 years, this has been the category that has grown the most.

As many advantages as e-commerce offers, the experience of going to a physical bookstore is different. People can wander around, discover new books, attend launches and events with authors. Printed books still account for 93% of sales in Brazil, and around half of these sales take place in physical bookstores. That's why we continue to invest in them. ♦

Logistics is a crucial component of the equipment-rental business



Interview with
SÉRGIO KARIYA,
CEO, MILLS

“Recent acquisitions are part of a long-term plan to increase Mills’ operational capacity, diversify our offerings and enter new geographic markets”

Sérgio Kariya is the CEO of Mills, one of Brazil’s leading rental companies of construction and industrial equipment. In this interview, he discusses Mills’ M&A strategy and business model.

LEADERS LEAGUE: How would you describe Mills’ business model?

Sérgio Kariya: Mills aims to become increasingly comprehensive in its operations within the equipment rental sector by offering a wide range of products and solutions for various economic sectors, including mining, agribusiness, services, consumer goods, and construction. Currently, we have more than 10,000 active customers. Our business model is centered on equipment rental: we offer aerial work platforms, generators, compressors, earth-moving equipment, trucks, forklifts, etc. These items are essential for various stages of industry, construction projects and maintenance works. We focus on ensuring the availability, safety and efficiency of the equipment, allowing clients to carry out their activities without the need to invest in owning assets, thereby reducing costs and increasing operational flexibility.

How does the company manage the logistical challenges of transporting, maintaining and ensuring the availability of its equipment?

Logistics is a crucial component of our business. Mills has a well-structured network of strategically located distribution and maintenance centers, which allows us to quickly meet the needs of customers in various regions. We possess a diverse and constantly renewed fleet, ensuring that our equipment is always in good working condition. Additionally, our maintenance teams are almost entirely insourced and highly skilled. They are responsible for carrying out preventive and corrective work to ensure the maximum availability and safety of the equipment rented.

Advanced technology allows us to monitor the usage and location of the equipment in real-time, optimizing logistics and resource allocation. We also continuously invest in training and development for our teams to ensure that all maintenance operations are carried out with maximum efficiency and safety. Our proactive approach to fleet

management helps minimize equipment downtime and maximize our clients’ productivity.

How would you describe the company’s approach to M&A?

Our growth strategy combines organic and inorganic efforts, aiming to expand our market presence and strengthen our portfolio of products and services. Recent acquisitions are part of a long-term plan to increase our operational capacity, diversify our offerings, and enter new geographic markets. By integrating companies that share our values and commitment to quality, we are able to create synergies that add value both to our clients and to our shareholders.

We seek sustainable growth, aligning all acquisitions and expansions with our long-term vision and strategic objectives. By strengthening our internal capabilities and technical expertise, we are better positioned to meet market demands with innovation and excellence, offering an increasingly wide range of solutions.

What can we expect from Mills in the near future?

Mills will continue to focus on operational excellence and sustainable growth. We plan to invest in making the company increasingly comprehensive and more technologically advanced. Additionally, we are alert to opportunities for expansion and innovation, whether through new strategic acquisitions or partnerships that allow us to expand our operations and offer new solutions to the market.

We are also committed to ESG practices, adopting measures that promote environmental sustainability, social development and transparency in our corporate governance. We have already set climate targets aligned with the Science Based Targets initiative (SBTi) and reinforced our commitment to reducing greenhouse gas emissions. Our goal is to remain a benchmark in the sector, always with a focus on safety, quality and customer service. ♦

Mondelez is determined to produce snacks the right way



Interview with

MARIA SOL TACCHELLA
Government, Public Affairs & Sustainability Manager (Southern Cone),
MONDELEZ INTERNATIONAL

"Innovation is present in our growth strategy, always with the consumer at the center and sustainability as the fourth growth driver"

Maria Sol Tacchella discusses the strategy and growth prospects of Mondelez International, an American multinational confectionery, food, and beverage company, whose brands include Oreo, Terrabusi and Tang and which employs approximately 80,000 individuals around the world.

LEADERS LEAGUE: Tell us briefly about your role at Mondelez

Maria Sol Tacchella: I joined Mondelez in August 2020 in the position of legal manager. I had been working for more than 10 years in the food industry holding different positions in the legal area. At the end of 2023, I covered the interim position of public affairs, handling issues related mainly to government relations, in a complex time in the midst of presidential elections and the subsequent change of Argentinian government. After this experience, I was offered the chance to lead the public affairs and sustainability division, a position I currently hold.

I mainly handle relations with government and public entities, as well as the management and monitoring of the company's sustainability strategy. My role is nourished by all the technical information handled by other departments at the company, which I analyze and verify based on our different sustainability objectives, which are divided into four categories: climate, packaging, ingredients and social. We then make proposals to different departments in the company of steps that can be taken to generate contributions to our main mission: to lead the future of snacking, offering the right snack, for the right time, made in the right way – what we like to call "snacking made right".

What contribution do you feel you, personally, have made to the company?

I consider myself a proactive and versatile person, which allows me to raise initiatives and innovative measures with proposals, especially given my experience in the food industry.

I give great importance to human connections and good communication; this has allowed me to generate links between departments which are very different from each other and to achieve trust both internally and with external stakeholders.

What concrete sustainability impact action is Mondelez currently developing?

In 2021, Mondelez established sustainability as the fourth pillar of its global long-term growth strategy. That is why the objectives pursued are to improve efficiency and reduce environmental impact mainly through:

- Utilizing 100% renewable energy
- Achieving carbon neutrality by 2050
- Minimizing food waste
- Recycling and recovering materials within our plants
- Fostering inclusion and support for the communities where we operate

Mondelez is determined to produce snacks the right way, in order to preserve our planet while meeting the needs of consumers every day. The goal is to make a positive impact on the world and the communities in which we operate.

What can we expect from Mondelez in the near future?

Our mission is to lead the future of snacking by offering the right snack, for the right time, made the right way.

- The right snack is about offering a wide range of snacks to choose from
- The right time relates to providing snacks that can be consumed anywhere, at any time of the day, and in a mindful way.
- Made the right way means snacks that are not only good for people, but also good for the planet, from the ingredients chosen, the communities in which we live and work and the climate we care for.

Linked to this purpose, at Mondelez we encourage our consumers to practice mindful snacking: the application of mindfulness when consuming a product – being aware of what we want to eat, why we eat it and how that food makes us feel.

Innovation is at the heart of our growth strategy, with the consumer at the center and sustainability as the fourth growth driver. Mondelez will continue to delight and surprise with innovative new proposals, which, as always, meet high standards of quality. ♦

France Invest is on the lookout for companies with innovative expertise



Interview with
BERTRAND RAMBAUD
President, **FRANCE INVEST**

"We work tirelessly to identify the potential applications of artificial intelligence in the private equity industry"

France Invest is a professional organization that brings together around 400 French management companies and 180 consulting firms. Its president since 2023, Bertrand Rambaud, spoke to Leaders League about the major trends in private equity in 2024.

LEADERS LEAGUE: 2023 was a down year for fundraising, to put it mildly, with the logic of portfolio management prevailing over reinvestment. Do you see this trend continuing in the short term?

Bertrand Rambaud: The financial climate is going to remain one in which fundraising is complicated as the market is going to need time to readjust, but there have been some positive signs of late.

The raising of key interest rates has had a considerable bearing on the entire economy and restricted the volume of investment made by our members, but today we have a clearer picture. Interest rates have peaked, however, and could even start to fall, which will reassure investors and provide them with more room to maneuver.

Many have adopted a redistribution strategy while continuing to analyze the market for promising opportunities. Private equity is still a highly sought-after asset class among family offices and entrepreneurs, who are not subject to the same constraints as institutional investors and, as a consequence, are able to invest in unlisted funds.

Subject to the macroeconomic and geopolitical environment, I am confident about the prospects of entering – slowly but surely – a more advantageous period for fundraising.

What do funds need to achieve to satisfy the demands of their LPs?

Cash is King, as the saying goes, and there's always going to be a need to provide return on investment. In 2024, environmental and social requirements continue to grow in importance. And while, previously, we were exclusively in the market for "green" assets, nowadays we are also looking to invest in the transition of impact companies.

Our financial backers also want us to build vehicles tailored to specific sectoral and operational requirements. They pay close attention to the process we have put in place to support companies, notably on the challenges of going carbon neutral.

Which sectors are seeing the highest levels of demand?

Healthcare and the energy transition remain in-demand sectors. As regards venture capital, investment strategies will become increasingly centered on artificial intelligence, energy and cyber security, and we will be on the lookout for companies with innovative and exceptional expertise.

As investors, this approach requires that we have a keen understanding of the business models of each company we invest in, in order to ensure optimal operations by our dedicated teams. This is the new reality in private equity. Our goal is not to take the place of the company director, but to assist them in the best way possible with their development. For several years now, the role of finance in value creation has diminished, which is why, to ensure performance levels remain high, we must promote the know-how of these companies, but also the savoir faire of France Invest itself. An ability to improve the results and the standing of the companies we represent is France Invest's calling-card.

The artificial intelligence tidal wave has reached all sectors. What impact will it have on the private equity industry.

We work tirelessly to identify the potential applications of artificial intelligence in our industry. It's vital to be aware of its importance, but even more crucial is not to lose sight of the fact that we are only at the early stages of the AI revolution, and can't yet appreciate all the ways in which it will benefit us.

For us specifically, AI has begun to play a part in identifying investment opportunities, especially in the area of venture capital, and is also proving useful for detecting weaknesses in certain companies, which helps speed up the decision-making process on an investment.

Lastly, the name of the game for 2024 and the years to follow is the efficient exploitation of data, in order to maximize via AI, the pertinence of all the data we generate, while also preserving confidentiality. ♦

IN-HOUSE

The head of legal should have a significant impact on corporate strategy



Interview with

FEDERICA CELORIA

Head of Legal, Integrity & Compliance (Italy), **ADECCO GROUP**

"Adapting to changing regulations requires strategic vision and the ability to rapidly update business practices"

Federica Celoria talks about the main challenges involved in her job at the recruitment specialist, market trends in the legal and corporate landscape and the importance of a legal director playing the role of business partner to their company.

LEADERS LEAGUE: Why did you decide to move in-house?

Federica Celoria: My decision to move from the traditional law firm environment to a corporate legal department stemmed from a desire to be an active part of the decision-making process, to work closely with the various departments, and to see concretely how my contribution could influence business decisions and their success. This transition was a natural step for me, driven by a desire to combine my legal experience with a broader and more integrated view of business, in a situation that I felt was closer to my way of thinking and acting.

After spending some years dedicated to training and preparatory work experience in law firms, I realized that my vocation lay in corporate law. Indeed, this role allowed me to combine my analytical and problem-solving skills with the need to support the organization in its daily challenges. Each new experience enriched me with technical skills in the legal field, from contracting to regulatory compliance, and fostered my personal growth. In house, have learned how to handle complex situations, work under pressure, and find solutions that balance business needs with the needs of the individuals within the group.

What trends have you noticed in the last couple of years in the legal and corporate landscape?

In recent years we have noticed some significant trends that are affecting the legal and corporate landscape, including:

1. Increasing regulations and compliance: the increasing complexity of regulations, especially in areas such as data-protection, privacy, anti-money laundering and sustainability (ESG), has made the role of the legal officer even more critical. Companies must comply with an increasing number of regulations, and the need to monitor and implement these regulations requires increased specialization within legal teams.

2. Focus on ethics and sustainability: there is an increasing focus on sustainability and social responsibility. Investors and clients are demanding transparency and ethical behavior, leading legal managers to play a key role in managing ESG issues. This includes overseeing business practices that are in line with ethical values and stakeholder expectations.

3. Digitalization and automation of legal processes: digitalization has transformed the way legal departments operate. The adoption of contract management software, e-discovery tools and artificial intelligence for analyzing legal data is on the rise. This transformation has improved efficiency, but it has also required legal leaders to acquire new technological skills.

4. Growing importance of risk management: risk management has become central to the role of the legal officer. With the increase in cyberthreats, reputational risks and global legal issues, there is a greater emphasis on risk prediction and mitigation. The role of the legal officer has shifted from being reactive to being proactive, with a strong focus on crisis prevention.

5. Evolving stakeholder relations: legal officers are taking on more strategic roles, actively participating in business decisions and collaborating with various stakeholders, including investors, regulators and customers. This requires not only legal expertise, but also a deep understanding of business dynamics and market expectations.

How can the head of legal play a strategic role in defining corporate objectives?

The role of the head of a legal department in a company can and should have a significant impact on corporate goal setting and overall strategy, through taking a strategic role in identifying and assessing legal risks that could affect corporate goals so that they are achievable and sustainable in the long run.

I believe that informed decisions can positively influence the goals and future direction of a company. ♦

The legal department acts in every aspect of Immobel's real-estate projects



Interview with

STEPHANIE DE WILDE
Chief Legal Officer, IMMObEL

"The legal department's active involvement in acquisition, sale, or leasing transactions enables us to accelerate processes and positively impact the results of company"

Stephanie De Wilde discusses how the legal department at Belgian property developer Immobel promotes value by working in close collaboration with project teams, helping the firm navigate regulatory challenges and infuse innovation into every stage of the legal processes.

LEADERS LEAGUE: Putting your business-partner hat on for a moment, how does the legal department create value for Immobel?

Stephanie De Wilde: Our legal department creates value by getting involved in every aspect of Immobel's real-estate projects, from acquisition, throughout the development process until exit and post-closing follow-up. We have dedicated project teams composed of developers, technical directors, legal counsel and other experts who collaborate closely. This approach allows us to anticipate risks and optimize outcomes, commercially, financially and legally. Our active involvement in acquisition, sale or leasing transactions enables us to accelerate processes and positively impact the company's results.

How does the legal department deal with potential friction between greater regulatory compliance and business development?

The constant increase in regulations has a significant impact on our activities, especially as we develop more mixed-use projects combining several functions such as offices, residential buildings, condominiums and hotels. Added to this are ESG issues, such as the use of geothermal energy, and the trend towards renovation rather than new construction, with a significant impact on the applicable VAT and tax regimes.

Faced with these challenges, our legal department must demonstrate agility and find solutions that reconcile compliance with new regulations on the one hand and safeguarding the continuation of our activities on the other hand.

How is innovation integrated into legal processes at Immobel?

Innovation is at the heart of our legal processes, whether through the integration of digital tools, AI or the continuous improvement of our collaboration methods. For example, we have deployed a Deloitte

solution (MyInsight) that allows us to automate the monitoring of group companies and corporate housekeeping. This represents a considerable decrease in the required resources.

We also use electronic signatures, as well as litigation management software and tax monitoring tools. We are currently exploring the integration of the Henschman AI-solution in our contracting process, which seems very promising. Beyond tools, innovation also involves an open mindset and sharing experiences within the team. We cultivate this start-up spirit with a desire to always go further in service quality and problem-solving.

The constant need to reinvent our legal processes and solutions makes it a very attractive working environment for young, dynamic and ambitious legal professionals. A significant part of our team consists of former lawyers active in various disciplines (real estate, M&A, finance, etc.) creating a perfect mix of expertise and enhancing cooperation between team members.

With teams present in several European countries, how do you ensure everyone is pulling in the same direction?

With teams present in several European countries, creating adherence to common goals while valuing complementarity is both a challenge and a richness. Everything revolves around human contact, creating bonds, understanding and accepting each other's differences and sensitivities. We seek to draw the best from each culture to enrich each other mutually and strive to reach common goals. Even with today's remote communication tools, nothing replaces the moments spent together. This is how we build a vision and create team spirit. Since the pandemic, we have strengthened the bonds between our teams in all countries we are active (France, Luxembourg, Germany, Poland and Spain), with a desire to enhance their skills and spread our corporate culture. It is a long-term but essential task. ♦

The engineering and construction sectors are undergoing profound change



Interview with

MANUEL LUÍS GONÇALVES
Head of Legal, **GRUPO CASAIS**

"In a highly regulated sector such as engineering and construction, an integrated approach to legal risk is essential to mitigate the impact of regulation"

Manuel Luís Gonçalves explores the latest trends in the construction and engineering sectors, emphasizing the critical role the legal team plays in shaping the company's global strategy, particularly in response to new legal challenges relating to sustainability, ESG and compliance.

LEADERS LEAGUE: How does the legal department contribute to the overall strategy and success of Grupo Casais?

Manuel Luís Gonçalves: Essentially, the legal department contributes to the overall strategy and success of Grupo Casais through the development of preventive management and risk analysis processes.

In a highly regulated sector such as engineering and construction, an integrated approach to legal risk is essential to mitigate the impact of regulation. On the other hand, this sector is extremely sensitive to economic cycles, which requires all the core areas of the organization, and particularly the legal area, to carry out preventive management to mitigate the impact of less favorable economic cycles.

As Grupo Casais currently operates in 16 markets, through dozens of companies engaged in various areas of activity, and with more than 6,000 employees in all markets, there are legal areas that need greater focus, such as contract law or labor law, among others.

In light of this fact, last year we restructured the legal department, reinforcing the legal team in the areas of greatest expansion, such as real estate law and employment law, but also increasing support for some international markets with a greater volume of activity, such as Angola and Gibraltar.

What are the most significant legal issues currently impacting Grupo Casais?

Fortunately, despite the number of markets in which Grupo Casais acts, we have a relatively low volume of litigation, given our way of acting, which is to seek, whenever possible, to reach consensus and an out-of-court and amicable resolution of any disputes that may arise.

Currently, in Portugal, the legal issues with the greatest impact are related to the pub-

lic sector, namely public projects related to the implementation of the PPR (*Plano de Recuperação e Resiliência*), or public housing policies and university residences, as these are priority public-sector issues, and fundamental ones at that. These are sectors where there has been some public investment, although clearly insufficient.

Internationally, I would particularly highlight the support provided by the legal department not only in the main international engineering projects, but also in the real estate area related to our ongoing projects in Spain and Angola.

What legal trends are currently shaping the construction and engineering sectors?

The engineering and construction sectors are currently undergoing profound change. Innovation in industrialization processes combined with a workforce shortage is radically transforming the sector. Traditional construction is giving way to industrialized or off-site construction, changing the way work is done. What was once produced on building sites is now produced in a factory environment.

This paradigm shift comes with many operational and logistical challenges and, at the same time, requires the legal department to constantly align itself with issues that were not traditionally of a legal nature. I'm referring to the new legal challenges related to sustainability, ESG or even the sustainability indicators of the European taxonomy.

In addition, we are currently striving to promote a culture of compliance, and Grupo Casais is making a significant investment in this area, not only to respond to regulatory requirements (e.g. RGPC), but also because one of our cornerstones as an organization is the development of ethical and collaborative businesses. ♦

RANKINGS 2024-'25

NORTH AMERICA	24
CENTRAL AMERICA	60
SOUTH AMERICA	64
EUROPE	149
AFRICA	242
ASIA	244

NORTH AMERICA

CANADA

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LBOs & INVESTMENTS

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
BDC Capital Inc.	Genevieve Bouthillier
Desjardins Capital Management	Claude Delège, Éric Veilleux
Fonds De Solidarite FTQ	Dany Pelletier
EXCELLENT	
Export Development Canada (EDC)	Pierre Boivin
Fondaction	Stephan Morency
Investissement Québec	Bicha Ngo
Madison Dearborn Capital Partners	Richard H. Copans
Peloton Capital Management	Steve Faraone, Mike Murray
HIGHLY RECOMMENDED	
Caisse de dépôt et placement du Québec (CDPQ)	Charles Emond
Coatue Management	Aaron Weiner
Novacap Investments	Jacques Foisy, Pascal Tremblay
Ontario Teaches' Pensions Plan (OTPP)	Romeo Leemrijse
Persistence Capital Partners	Stuart Elman
Seafort Capital	Rob Normandeau
Viking Global Investors	Brian Kaufmann
RECOMMENDED	
ARC Financial	Kevin Brown, Lauchlan Currie
Blackstone Group	Joseph Baratta, Martin Brand
BMO Capital Partners	Andrew Hockin
Canadian Business Growth Fund	Dale Tingley, Hai Tran-Viet
Gryphon Investors	Mark Abatto
Instar Asset Management	George So



M&A

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Barclays	Geoffrey Belsher
BMO Capital Markets	Sarfraz Visram
Goldman Sachs	Michael Klym
J.P. Morgan	Marc Gagnon
RBC Capital Markets	Vito Sperduto
EXCELLENT	
1 Evercore	Jonathan Bassani, Ian Sin
Morgan Stanley	Richard Tory
2	
Bank of America Merrill Lynch	Haley Mann
Citigroup	John Hastings
HSBC	Linda Seymour
TD Securities	Larry Wieseneck
HIGHLY RECOMMENDED	
BNP Paribas	J.J. McHale
Canadian Imperial Bank Of Commerce	Roman Dubczak
National Bank Financial	Thomas Bachand, Brad Spruin
Royal Bank of Canada	Trevor Gardner
Scotiabank	Dany Beauchemin, Andrew McLenan

M&A: ENERGY

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
BMO Capital Markets	David Warkentin
Canadian Imperial Bank Of Commerce	Roman Dubczak
EXCELLENT	
ATB Capital Markets	Trevor Guinard
Citigroup	Kasey Fukada
Goldman Sachs	Michael Klym
Macquarie Group	Michael Silverton
National Bank Financial	Chuck Warnica
Peters & Co.	Christopher Potter
RBC Capital Markets	Matthew Stopnik
Scotiabank	Dany Beauchemin
TD Securities	Alec Clark
HIGHLY RECOMMENDED	
Cormark Securities	Erik Pederson
Haywood Securities Inc.	Clark Andrews
J.P. Morgan	David Rawlings
Raymond James Financial	Gavin McOuat, Ross Prokopy, John Willett



M&A: TMT

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Bank of America Merrill Lynch	Drew McDonald
BMO Capital Markets	David Wismer
Goldman Sachs	Kim Posnett
J.P. Morgan	David Rawlings
Morgan Stanley	Dougal Macdonald
EXCELLENT	
Barclays	Ryan Voegeli
Canadian Imperial Bank Of Commerce	Roman Dubczak
PwC	Anita McOuat
RBC Capital Markets	Brian Wang
TD Securities	Sandeep Kandola
HIGHLY RECOMMENDED	
Citigroup	Keith Lukasavich
Evercore	Jonathan Bassani
KPMG	Shez Bandukwala
National Bank Financial	Benoit Veronneau
Scotiabank	Jim Kelly

M&A: LARGE-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Blake, Cassels & Graydon	Geoffrey Belsher, David Kruse, Eric Moncik
Davies Ward Phillips & Vineberg	Richard Cherney, Vincent Mercier, Patricia Olasker, Hillel Rosen, Franziska Ruf, Melanie Shishler
Goodmans	Stephen Halperin, Dale Lastman, Neill May, Stephen Pincus, Robert Vaux
Osler, Hoskin & Harcourt	Shahir Guindi, Emmanuel Pressman
Stikeman Elliott	William Braithwaite, John Ciardullo, Sidney Horn, Stewart Sutcliffe
Torys	Michael Amm, John Emanoilidis, Karrin Powys-Lybbe
EXCELLENT	
Bennett Jones	Curtis Cusinato, Christian Gauthier, Kristopher Hanc, Jeffrey Kerbel, Brent Kraus, John Piasta
McCarthy Tétrault	Cameron Belsher, Jonathan See, Shea Small
Norton Rose Fulbright	Stephen Kelly
HIGHLY RECOMMENDED	
Borden Ladner Gervais	Pascale Dionne, Neil Ezra Hazan, Fred Pletcher, Manoj Pundit, Melissa Smith, Stefan Timms
Cassels Brock & Blackwell	Jason Bullen, Paul Stein
Fasken	John Turner
RECOMMENDED	
Aird & Berlis	Paige Backman
Baker McKenzie	Nancy Hamzo, Chuck Magerman, David Palumbo
Burnet, Duckworth & Palmer	Syd Abougoush, Bruce Allford, Brian Borich
Dentons	Kimberly Burns, Alex Farcas, Andrea Johnson, Bennett Wong
DLA Piper	Ted Maduri
Gowling WLG	Frank Sur
Lawson Lundell	David Allard, Valerie Mann
McMillan	John Clifford, Paul Davis



M&A: SMALL TO MID-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Aird & Berlis	Martin Kovnats
BCF	Richard Epstein, Nathalie Gagnon
Lavery	Christian Dumoulin
EXCELLENT	
DS-Avocats	V.E. Dale Burstall, Jay Zammit
Field Law	Melissa Cook
Labarge Weinstein	Debbie Weinstein
Lapointe Rosenstein Marchand Melançon	Bruno Floriani
McMillan	John Clifford, Paul Davis, David Dunlop, Leo Raffin, Brett Stewart
Stein Monast	Jean Brunet
Torkin Manes	Matthew Tevlin
HIGHLY RECOMMENDED	
McInnes Cooper	Danielle Daigle
Miller Thomson	Jay Hoffman
Wildeboer Dellelce	Perry Dellelce

PRIVATE EQUITY TRANSACTIONS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Stikeman Elliott	Ron Ferguson, Samantha Horn, Steward Sutcliffe
Torys	Michael Akkawi, Matthew Cockburn
EXCELLENT	
Blake, Cassels & Graydon	Patrick Menda, Susan Tomaine
Davies Ward Phillips & Vineberg	Patrick Barry, Cameron Rusaw
HIGHLY RECOMMENDED	
Goodmans	John Connon
McCarthy Tétrault	Shevaun McGrath
Osler, Hoskin & Harcourt	Brian Gray
RECOMMENDED	
Bennett Jones	John Mercury
McMillan	Bruce Chapple, Michael Withcombe
Fasken	Jean-Pierre Chamberland

MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Blake, Cassels & Graydon	Brian Facey, Navin Joneja, Julie Soloway
Davies Ward Phillips & Vineberg	Anita Banicevic, John Bodrug, Elisa Kearney, Charles Tingley
McCarthy Tétrault	Jason Gudofsky
Stikeman Elliott	Paul Collins
EXCELLENT	
Bennett Jones	Melanie Aitken, Randal Hughes
McMillan	Neil Campbell, James Musgrove, Mark Opashinov
Osler, Hoskin & Harcourt	Michelle Lally, Shuli Rodal
HIGHLY RECOMMENDED	
Fasken	Antonio Di Domenico, Huy Do
Goodmans	David Rosner
Norton Rose Fulbright	Chris Hersh
Torys	Dany Assaf, Omar Wakil
RECOMMENDED	
Baker McKenzie	Arlan Gates
Borden Ladner Gervais	Robert Russell
Cassels Brock & Blackwell	Davit Akman
Dentons	Sandy Walker, Barry Zalmonowitz
DLA Piper	David Neave, Kevin Wright

MEXICO

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M&A

Best International Investment Banks

Banks are ordered alphabetically

BANK	KEY FIGURE(S)
HIGHLY RECOMMENDED	
B.A.M&A	Pedro Renner
Barclays Capital	Pedro Tejero Sandoval
BBVA Bancomer	Carlos Vargas Rodríguez, Ismael de la Garza
BTG Pactual	Javier Artigas
Citi	Alexander Oechler
Crédit Suisse	Pedro Jorge Villarreal
Deutsche Bank Mexico	Claudio Curtius
Goldman Sachs	Samuel Villegas
JP Morgan	Nelson Ocampo
Morgan Stanley	Miguel Ángel Pérez Zamorano
Santander	Alejandro Capote
Seale & Associates	Sergio Garcia del Bosque

M&A

Best Local Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
ADS - Alfaro, Dávila & Scherer	Ricardo Davila
FGA Investment Banking	Fausto García, Javier Arce
Fimecap	Leopoldo Burillo, Carlos Garrido Gomez
Serficor	Gabriel Millán
Vace Partners	Carlos Vara
EXCELLENT	
414 Capital Inc	Ariel Fischman
CFSM Corporate Finance Services Mexico	Miguel Alonzo
PC Capital (Clairfield International)	Pablo Coballasi, Pablo Cervantes, Luis Coria
RIoN M&A	Martin Plettner
Sinergia Capital	Jose Antonio Moranchel Pocaterra
Zimma Corporate Finance	Arseny Lepiavka, Andrei Lepiavka
HIGHLY RECOMMENDED	
Alea Capital	Agustín Gómez del Campo, Gilberto Sotelo
Argovia Capital	Hugo García de la Vega
Bie Asesores	Gustavo Meillon San Miguel
BSI Capital Group	Alejandra Paredones
LCA Latam Capital Advisors	Eugenio Mendoza
New Way Capital	Miguel Quirós
RECOMMENDED	
AP[x] Capital	Jesús Ordaz
Dadoo & Asociados	Harish Dadoo
Kpitalia	Nathan Moussan, Iñigo Cossio, Jorge Ibarra
Tactiv	Augusto Arellano, Arturo Ramirez



CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Creel, García-Cuéllar, Aiza y Enríquez	Carlos del Rio, Jean Michel Enriquez
Galicia Abogados	Manuel Galicia, José Galicia, Ricardo García, Hector Kuri, Christian Lippert
Mijares, Angoitia, Cortés y Fuentes	Francisco Fuentes, Ricardo Maldonado, Pablo Mijares
Nader Hayaux & Goebel	Hans Goebel, Michel Nader
Pérez-Llorca	Gonzalo Vargas, Jorge Mondragón, Jorge Cervantes, Alfredo Chávez, Rodrigo Rojas
Ritch, Mueller y Nicolau	Luis Nicolau Gutiérrez, Federico Santacruz
EXCELLENT	
Basham Ringe y Correa	Carlos Velázquez de León, Juan López de Silanes, Juan Serra, Jesús Colunga, Luis Luján
Hogan Lovells	Juan Torres Landa
Santamarina y Steta	Jorge Barrero, Jorge Leon-Orantes
Von Wobeser y Sierra	Luis Burgueño
White & Case	Henri Capin-Gally, Manuel Groenewold
HIGHLY RECOMMENDED	
Aziz & Kaye	Allan Kaye Trueba
Baker McKenzie	Gaspar Gutierrez-Centeno, Jorge Ruiz
Creel Abogados	Carlos Creel, Gustavo Struck
Cuatrecasas Mexico	Iván Libenson, Santiago Ferrer
DLA Piper Mexico	Álvaro Garza, Mauricio Valdespino, Diego Martinez
Garrigues México	Gerardo Lemus, Gabriela Pérez, Mario Juárez
Greenberg Traurig	Arturo Pérez-Estrada, José Raz Guzman
Jones Day	Mauricio Castilla, Javier Martinez del Campo
Kuri Breña, Sánchez Ugarte y Aznar	Daniel Kuri Breña, Luis Octavio Nuñez
Robles Miaja Abogados	Rafael Robles Miaja
RECOMMENDED	
Acedo Santamarina	Andres Acedo, Pedro Santamarina, Enrique Lopez, Jose Luis Mejía
Bgbg - Bello, Gallardo, Bonequi y García, S.c.	Federico De Palacio, Juan Sancho, Marcela Arellano, Miguel Gallardo, Benjamin Escamilla
Blanco Carrillo	Diego Blanco
DeForest Abogados	Wilberg García, Jaime Lopez y Porras, Rodrigo Marquez, Alejandro Salas
Del Castillo y Castro Abogados	Alfonso Castro
Deloitte Legal Mexico	Ramón Bravo, Mauricio Oropeza, Diego Valdés

EY Mexico	Pablo Enriquez, Barbara Fernandez, Leonora Olmedo, Tatiana Treviño
GarciaMingo & Tejedo Abogados	Carlos Acle, Alfonso Garcia-Mingo
Haynes And Boone	Jorge Sanchez
Holland & Knight	Luis Rubio Barnetche
Ibarra, Del Paso y Gallego	Gerardo Gallego
Jáuregui y Del Valle	Justo Fernández del Valle, María Fernanda Acevedo, Luis Flores
Kavanagh Gorozpe	Patricio Gorozpe
Macdonel, Uribe y Esquivel Abogados	Luis Cuesta, Bernardo Llaca
Müggenburg, Gorchs y Peñalosa	Pablo Gómez, Luis Ramírez
Olivares	Gustavo Alcocer
PBP Abogados	Francisco Pérez
Pérez Correa Gonzalez	Omar Aguilar, Fernando Eraña, Luis Gonzalez
Sainz Abogados	Alejandro Sainz
SMPS Legal	Daniel Del Rio, Maria Esther Rey, Iván Pérez Correa, Eduardo Pizarro
VALUABLE PRACTICE	
Anaya Abogados	Edgar Anaya
Becerril, Coca & Becerril	Emilio Garate, Juan Carlos Amaro, Roxana Aispuro
Cacheaux Cavazos & Newton	Felipe Chapula, Sergio Mario Ostos
Cannizzo	Carlo Cannizzo, Marco Cannizzo, Stefano Amato, Enrique García, Mauricio Moreno
Caype Abogados	Almudena Ariza, Eduardo Camelo, Pablo Carrillo, Kristin Furnish, Mauricio Gleva
CDA - Cervantes Díaz Abogados	Luis Cervantes, Alejandro Díaz
Chávez Vargas Abogados	Fernando Serrallonga, Alejandro Carreño
Cuesta Campos	Hugo Cuesta, Fernando Cuesta, Vinicio Estrada
GLZ Abogados	José Luis Lavin
Goodrich Riquelme y Asociados	Jorge Sandoval
Ibáñez Parkman	Manuel Escalante, Manuel Garcia, Beatriz Gastinel
Martín, Isla & Pickering abogados	Pablo Isla, Victor Escobar, Gisela Navarrete, Maria Muñoz
Noriega + Escobedo Abogados	Sergio Olivar
Ramirez Gutierrez Azpe Rodriguez Rivero y Hurtado	Jose Gutierrez-Azpe, Enrique Manuel Ramirez
Rapa - Ruiz Ahumada Palazuelos	José Ruíz López
Sánchez-Labrador & López Martínez	Diego Sánchez-Labrador, Víctor López
Tavares & Tavares Law Firm	Alejandro Burgueño
Todd y Asociados	Jorge Garcia, Fernando Todd
Villar & Villar Abogados	Juan José Villar



MEXICO

Analysis

**BASHAM, RINGE Y CORREA:
MEXICAN POWERHOUSE**



Juan José López de Silanes

Key Figure(s): Juan López de Silanes, Miguel Ángel Peralta, Victor Barajas, Alejandro Barrera, Gerardo Nieto, Eduardo Kleinberg, Gil Zenteno and Amílcar Peredo

Established: 1912

Track record: Basham is a full-service law firm specializing in tailored corporate and M&A solutions, delivering thorough guidance on due diligence assessments. Renowned for its private wealth law practice, Basham supports high-net-worth families with strategic tax and legal advice to maximize their transactions. Additionally, the firm's expertise in labor and tax law ensures effective resolution of tax disputes and boosts client efficiency.

Team & differentiation: The team has consistently secured favorable outcomes in Mexican courts, earning high praise from public officials. With three strategically located offices across Mexico and a strong national network, Basham excels at enhancing clients' operations. The firm's notable strengths include its interdisciplinary approach to case evaluation and the active involvement of its core practices.

**TODD Y ASOCIADOS:
EXPERT LEGAL REPRESENTATION**



Fernando Todd Dip

Key Figure(s): Fernando Todd Dip and Jorge Abraham Garcia Diaz

Established: 2006

Track record: Todd y Asociados is a key player in the mining sector, offering essential counsel to First Majestic Silver Corp during the negotiation and execution of multiple transactions, including the acquisition of eight precious-metal royalties from Metalla Royalty & Streaming. The firm also played a crucial role in helping First Majestic Silver Corp become the first Canadian company to list on the Mexican Stock Exchange.

Team & differentiation: Demonstrating deep specialization across various fields, this Mexico City based firm provides extensive expertise in corporate and transactional law, natural resources, banking and finance, foreign investment, corporate governance and litigation. It advises on complex corporate reorganizations, sales, financing, and negotiations, while excelling at due diligence and drafting sophisticated contracts, including joint venture and acquisition agreements for shares or assets.

**DEFORREST ABOGADOS:
REPUTATION FOR EFFICIENCY**



Wilberg García Heres

Key Figure(s): Wilberg García Heres, Eduardo Garduño, Rodrigo Márquez, Jaime G. Lopez y Porras and Andrés Cabrera, Jaime Bustamante, Atzin Vallejo, Edgar Barreto, Edgar Espóndra and Raymundo Carreño

Established: 2011

Track record: The firm showcases its expertise in mergers and acquisitions, with a proven track record of successful transactions both domestically and internationally that highlights its experience and proficiency. DeForest also helps clients navigate the latest regulations related to collective and individual labor relations.

Team & differentiation: DeForest offers tailored legal advice to clients in various industries, employing a holistic approach to corporate law, labor law, and more besides. Present in five Mexican cities, the firm has strengthened its overall market position. The DeForest team consists of highly trained attorneys with extensive experience across multiple legal fields whose dedication to excellence and ethics shines through in each and every case.

**JÁUREGUI Y DEL VALLE:
INNOVATIVE DEFENSE STRATEGIES**



Luis Gerardo Del Valle Torres

Key Figure(s): Luis Gerardo Del Valle Torres, Luis Carballo, Justo Fernández del Valle y Cervantes, Fernando Martínez, María Fernanda Acevedo, Luis Flores and Josemaría Ferez

Established: 1975

Track record: Jáuregui y Del Valle boasts formidable trial-defense expertise in tax, labor, finance and administrative issues. Renowned for its track-record of securing favorable outcomes in high-stakes cases, the firm is widely acknowledged for offering innovative strategies that help create efficient corporate structures, coupled with deep technical expertise in addressing complex challenges.

Team & differentiation: The Jáuregui y Del Valle team is well-known for its skill in developing complex and innovative defense strategies. It excels at formulating strong arguments based on legal precedent, presented clearly and in a way that resonates with judges. From the beginning of legal proceedings, Jáuregui y Del Valle stands ready to provide expert, specialist services across a variety of issues.

**SMPS LEGAL:
PREMIER LEGAL SOLUTIONS**



Eduardo Pizarro

Key Figure(s): Jorge San Martín, Eduardo Pizarro, Iván Pérez Correa, María Teresa Pailles, Daniel Del Río, María Esther Rey and Andrés Pizarro

Established: 2012

Track record: SMPS Legal specializes in key areas such as private equity fund formation, major corporate acquisitions, the launch of multinational company branches in Mexico, corporate restructuring and real estate finance. With strategically located offices in Canada, Colombia and the United States, the firm is well-equipped to offer its expertise on the global stage, delivering international-quality corporate guidance.

Team & differentiation: The firm features a highly proficient corporate negotiation team, skilled in performing thorough risk assessments on potential transactions. With an unmatched understanding of various legal areas, SMPS Legal's partners and attorneys provide deep expertise in corporate, real estate, banking and finance, corporate tax, and much more, guaranteeing clients receive exceptional support at every turn.

**VILLAR & VILLAR ABOGADOS:
COMPREHENSIVE LEGAL SUPPORT**



Juan José Villar Flores

Key Figure(s): Juan José Villar Flores

Established: 2007

Track record: Villar & Villar counsels national and international companies in areas such as company formation, restructuring, share acquisitions, public-private partnerships, liquidations, business sales, due diligence, privatizations, foreign investment and regulatory compliance. The firm supports clients in corporate matters and mergers and acquisitions, facilitating transactions, reorganizations, shareholder agreements and corporate dissolutions.

Team & differentiation: The firm focuses on maximizing the value of clients' investments, particularly through foreign investment and regulatory compliance. Its experienced corporate lawyers take a comprehensive approach to managing operational risks and contingencies. With offices in Mexico City and Queretaro, Villar's teams of specialists conduct thorough legal audits to identify potential risks.

Analysis

BLANCO CARRILLO: TAILORED LEGAL SOLUTIONS



Diego Blanco

Key Figure(s): Diego Blanco
Established: 2012

Track record: Blanco Carrillo applies its extensive professional expertise to navigating the complex legal and regulatory framework of corporate mergers and acquisitions and real estate matters in Mexico. Its skilled team excels in negotiations, drafting agreements and managing a diverse array of real estate and M&A transactions.

Team & differentiation: Blanco Carrillo's team of distinguished corporate and M&A specialists has developed custom-made strategies and legal frameworks that are in perfect alignment with each client's unique business goals and needs. The team excels at providing advisory services, actively engaging in the process to ensure sustainable growth while supporting clients every step of the way.

DELOITTE: PROFESSIONALISM AND ATTENTION TO DETAIL



Ramón Bravo

Key Figure(s): Ramón Bravo
Established: 2019

Track record: Deloitte excels at facilitating both domestic and cross-border mergers and acquisitions, corporate restructuring, minority investments, shareholder agreements, due diligence and a range of corporate services. The firm specializes in real estate law, boasting extensive expertise in real estate contracts, trusts, guarantees, and compliance readiness assessments, making it a stand-out choice for clients in the sector.

Team & differentiation: Thanks to a top-notch multidisciplinary team and a business-oriented approach, Deloitte distinguishes itself in the Mexican market. The firm's high-performance M&A practice consistently delivers outstanding results, while its experts provide strategic advice to major clients across various sectors, including banking, electric power, telecommunications, mining and oil & gas.



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MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Creel, García-Cuellar, Aiza y Enriquez	Luis Gerardo García, Mauricio Serralde
Galicia Abogados	Juan Carlos Burgos, Carlos Chavez, Christian Lippert
Hogan Lovells	Omar Guerrero, Ricardo Pons
Pérez-Llorca	Patricio Martínez
SAI Law & Economics	Lucia Ojeda
Valdés Abascal	Rafael Valdés Abascal
EXCELLENT	
Aziz & Kaye	Luis Alberto Aziz Checa, Ismael Henestrosa
Basham Ringe y Correa	Amilcar Peredo
Greenberg Traurig	Miguel Flores Bernés, Víctor Manuel Frías Garcés
Mijares, Angoitia, Cortés y Fuentes	Francisco Fuentes
Von Wobeser y Sierra	Fernando Carreño
HIGHLY RECOMMENDED	
DLA Piper Mexico	Jorge Benejam, Antonio Cárdenas
Jáuregui y Del Valle	David Hurtado
Jones Day	Jesus Gabriel Altamirano, Javier Martinez del Campo
Ledesma Rodriguez Rivero	Claudia de los Rios Olascoaga, Bernardo Ledesma Uribe, Luis Manuel Rodríguez Rivero
López Melih y Estrada	Juan Pablo Estrada Michel
RAPA - Ruiz Ahumada Palazuelos	José Ruiz, Fernando Mejía, Ricardo Ahumada
Santamarina y Steta	Vicente Grau
RECOMMENDED	
Baker McKenzie	Raymundo Enriquez
Cuatrecasas México	Juan Pablo Rico
Cuesta Campos	Azucena Marin
Foley Arena	Marco Antonio Nájera
Garrigues México	Cristina L. Sanchez
Ritch, Mueller y Nicolau	Octavio Olivo Villa

REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Creel, García-Cuéllar, Aiza y Enríquez	Carlos de Icaza, Francisco Montalvo
Nader Hayaux & Goebel	Vanessa Franyutti, Michell Nader
Ritch, Mueller y Nicolau	Rodrigo Conesa, Javier Domínguez Torrado
EXCELLENT	
Cannizzo	Carlo Cannizzo, Roberto Cannizzo, Mauricio Moreno, Marco Cannizzo, Enrique García, Stefano Amato
Greenberg Traurig	Antonio Díez de Bonilla
Mijares, Angoitia, Cortés y Fuentes	Manuel Echave, Lorenza Langarica, Eugenio Macouzet
Pérez-Llorca	Alfredo Chávez
SMPS Legal	Maria Esther Rey, Alejandro Ortiz, Andrés Pizarro, Eduardo Pizarro, Maria Teresa Paillés
HIGHLY RECOMMENDED	
Baker McKenzie	Jose Larroque
Basham, Ringe y Correa	Carlos Velázquez, Juan López de Silanes, Luis Luján, Juan Carlos Serra, Jesús Colunga, Amilcar García, Gerson Vaca, Rodrigo Gardner
Galicia Abogados	Rodrigo Rivera, Ramiro Sandoval
Garrigues México	Rafael Villamar
Hogan Lovells	Ángel Domínguez de Pedro, Juan Torres, Guillermo González
Holland & Knight	Adrián Gay Lasa, Guillermo Uribe
Ibarra, Del Paso y Gallego	Gerardo Gallego, Carlos Ibarra
Jones Day	Manuel Romano
Pérez Correa Gonzalez	Omar Aguilar, Luis Gonzalez
TA Trujillo Abogados	Alejandro Trujillo, Miguel Lopez, Alejandra Boj, Guillermo Christy, Oscar Arroyo, Marian Garcia, Federico Villarreal, Mariana Diaz
RECOMMENDED	
Blanco Carrillo	Diego Blanco
Chávez Vargas Abogados	José Antonio Chávez
CMS Woodhouse Lorente Ludlow	César Lechuga, Enrique Lorente
Creel Abogados	Gustavo Struck
Cuesta Campos y Asociados	Berenice Soto
Kavanagh Gorozpe	Patricio Gorozpe
Kuri Breña, Sánchez Ugarte y Aznar	Luis Octavio Nuñez
O’Gorman & Hagerman	Pablo Gutiérrez de la Peza, Manuel Sainz de la Hidalga
Rapa - Ruiz Ahumada Palazuelos	Bernardo Espinosa
Sainz Abogados	Daniel Saltzberg
Villar & Villar Abogados	Juan José Villar, Juan Carlos Villar, María Leticia Montero
Von Wobeser y Sierra	Alejandro Orellana, Pablo Saez
VALUABLE PRACTICE	
CDA - Cervantes Díaz Abogados	Luis Cervantes, Alejandro Díaz
DeForest Abogados	Mark Vasquez, Rodrigo Márquez, Leonardo Medellín, Mariano Möller
DLA Piper Mexico	Gabriela Alaña
Macari y Gongora	Pedro Góngora
Müggenburg Gorchés y Peñalosa	Pablo Gómez Sáinz, Luis Ramírez
Pérez Correa González	Luis González, Emilio Carrillo, Omar Aguilar



AGRARIAN LAW

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bonfiglio MacBeath	Sergio Bonfiglio MacBeath
Grupo Gap	Gabino Fraga
Odilisa Gutiérrez Mendoza & Asociados	Odilisa Gutiérrez
O’Gorman & Hagerman	Manuel Sainz de la Hidalga, Andrés Armida Moreno Lacalle, Pablo Gutiérrez de la Peza
EXCELLENT	
Rodríguez Dávalos Abogados	Guillermo F Manning Martínez
HIGHLY RECOMMENDED	
Aliar Abogados	Nayar Paredes
Cannizzo	Roberto Cannizzo
Soto Resolve	Javier Soto Morales

BONFIGLIO MACBEATH: CLIENT-CENTRIC SOLUTIONS



Sergio Bonfiglio MacBeath

Key Figure(s): Sergio Bonfiglio MacBeath
Established: 2010

Track record: Bonfiglio MacBeath is a boutique law firm specializing in agrarian law. It provides vital guidance to both domestic and international businesses on regulatory compliance, investment protection and legal insurance. With deep expertise in land regularization, investment risk-assessment, communal land agreements and usufruct contracts, the firm ensures that clients navigate the complexities of agricultural regulations with confidence.

Team & differentiation: With over 14 years’ experience in agrarian law, Sergio Bonfiglio MacBeath has assisted investors in a broad range of issues. The firm provides services that include agrarian registry registrations and critical litigation in unitary agrarian courts and the superior agrarian court. It also plays an active role in negotiations related to *Ejid*os (collective lands) and their various internal structures.

METHODOLOGY



The criteria are:

- Recognition & reputation of the firm in its market
- Team size at partner and senior associate level; seniority and track record of partners
- Nature, quality and volume of matters handled by the firm
- Prestige, diversity and internationalization of the firm’s client base
- Recent team expansions that have proved demonstrably successful

In the course of our research, we gather detailed information from diverse sources:

Law firms: through questionnaires and interviews, our team gets first-hand information about a firm’s history, positioning, expertise and recent activity.

Clients: we solicit the feedback of several thousand General Counsel, CFOs, Tax Managers and CEOs of domestic and multinational companies through anonymous questionnaires, meetings and phone interviews.

Qualified third-parties: we collect the opinion of professionals who are neither clients nor competitors, such as: investment bankers, accountants, arbitrators, expert witnesses.

Peer-review: We ask lawyers for their feedback on their local market and who they recommend when facing a conflict of interest. We also collect their opinion on lawyers they have worked with in other jurisdictions.

PROJECTS & INFRASTRUCTURE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
CMS Woodhouse Lorente Ludlow	Enrique Lorente Ludlow, Marcia Santomé Sánchez
Galicia Abogados	Antonio Borja, Alejandro De La Borbolla, Carlos De Maria y Campos, Francisco Fernandez Cueto, Eduardo García Travesi, Bernardo Martínez-Negrete, Ernesto Partida, Humberto Perez, Eugenio Sepúlveda
Pérez-Llorca	Enrique Gonzalez Calvillo, Jorge Cervantes, Rodrigo Rojas, Oscar Moreno, Hernando Becerra
EXCELLENT	
Creel, García-Cuellar, Aiza y Enríquez	Santiago Sepúlveda
Greenberg Traurig	Juan Manuel González
Mijares, Angoitia, Cortés Y Fuentes	Horacio de Uriarte
Nader Hayaux & Goebel	Javier Arreola, Vanessa Franyutti, Alejandro Rojas
Ritch, Mueller y Nicolau	Jorge Oria y Anaya, Federico Santacruz
HIGHLY RECOMMENDED	
Baker McKenzie	Gaspar Gutiérrez C., Benjamín Torres-Barrón
Basham Ringe y Correa	Juan Carlos Serra, Jesús Colunga, Carlos Velázquez de León
Cannizzo	Carlo Cannizzo, Roberto Cannizzo, Enrique García, Mauricio Moreno
Comad	Roberto Hernández García
Cuatrecasas México	Marco Antonio de la Peña
Dentons Lopez Velarde	Jorge Jiménez, Rogelio Lopez-Velarde
Garrigues México	David Jiménez, Mario Juárez, Gabriela Perez Sierra
Holland & Knight	Alejandro Landa Thierry, Carlos Ochoa
Ibáñez Parkman	Juan Fernando Ibáñez, José Álvarez
O’Gorman & Hagerman	Pablo Gutiérrez de la Peza, Manuel Sainz de la Hidalga
Santamarina y Steta	Juan Carlos Machorro G., Sergio Chagoya D.
RECOMMENDED	
Chávez Vargas Abogados	José Chávez, Cynthia Ibarra
DeForest Abogados	Mark Kelly Vasquez, Rodrigo Márquez Romero, Leonardo Medellín
Deloitte Legal Mexico	Valeria Vázquez
DLA Piper Mexico	Roberto Rios, Edgar Romo
Grupo de asesores y técnicos de la construcción (Galtec)	Roberto Zavala Chavero
Jáuregui y del Valle	Luis Balderas, Luis Flores
SMPS Legal	Andrés Pizarro, Eduardo Pizarro, Maria Teresa Paillés

O’GORMAN & HAGERMAN: INNOVATIVE EXPERTISE



Manuel Sainz de la Hidalga

Key Figure(s):
Pablo Gutiérrez de la Peza and Manuel Sainz de la Hidalga
Established: 2008

Track record: The firm provides expert counsel in agrarian and real estate law, focusing on due diligence and the negotiation and acquisition of property rights in rural areas of the State of Mexico. With partners renowned for their extensive litigation experience, O’Gorman & Hagerman is trusted by leading national and international companies, as well as government entities, to manage complex, high-profile real estate cases.

Team & differentiation: The firm specializes in effectively and creatively negotiating agreements in complex scenarios with various stakeholders. Its interdisciplinary team, which includes engineers and sociologists, provides comprehensive risk management solutions aimed at protecting reputations. Clients value the firm’s profound understanding of the Mexican legal system and innovative approach to consensus-building.

IBÁÑEZ PARKMAN: DEDICATED LEGAL EXCELLENCE



Juan Fernando Ibáñez

Key Figure(s):
Juan Fernando Ibáñez, Manuel García, Manuel Escalante, José Alvarez, Eduardo Castillo, Salvador Corona, Estefania Soberanes
Established: 1992

Track record: With over 30 years’ experience, Ibáñez Parkman has built a strong reputation as a client-centric firm. It provides comprehensive advice to major national and international companies on a wide range of issues, including claims support and strategic guidance. What truly sets the firm apart is its innovative approach to managing and executing assessments, ensuring solutions that fit the needs of every client.

Team & differentiation: The firm prioritizes client relationships and demonstrates a strong commitment to going the extra mile, supported by a versatile full-service team. With deep expertise in infrastructure projects, renewable energy, administrative law and corporate law, the practice excels at delivering optimal solutions. The firm operates from offices in Mexico City and Querétaro.



LABOR

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE (S)
LEADING	
Basham Ringe y Correa	Jorge de Presno, David Puente, Luis Alvarez
Marván, González Graf Y González Larrazolo	Héctor González Graf, Nelson Guerrero, Santiago Marván
EXCELLENT	
Baker McKenzie	Alfonso García-Lozano, Manuel Limón, Salvador Pasquel
De La Vega & Martínez Rojas	Oscar De la Vega, Enrique García Conde, Ricardo Martinez Rojas
Garrigues México	Alfredo Kupfer Domínguez
Natividad Abogados	Tomás Natividad
Santamarina y Steta	Juan Carlos De la Vega, Andrés Rodríguez
HIGHLY RECOMMENDED	
Bufete De Buen	Carlos De Buen Unna
Bufete Diaz Mirón & Asociados	Juan José Díaz, Luis Díaz
Creel, García-Cuellar, Aiza Y Enriquez	Julio Alvarez, Francisco Peniche
Deloitte Legal Mexico	Carlos Martínez
EC Rubio	Ana María Becerra, Javier Canseco, Rogelio Sánchez
Hogan Lovells	Hugo Hernández-Ojeda, Luis Ruíz
Little Mexico	León Rodríguez, Mónica Schiaffino
Maillard Abogados Laborales	Ary Argumedo, Alejandro Cerbon, Raúl Maillard Barquera, César Maillard Canudas, César Maillard Cárdenas, Evelyn Palma
Pérez-Llorca	Luis Enrique Cervantes
Pizá Abogados	Enrique Ballesteros, Pamela Bello, Alejandro Díaz, Susana Flores, Gabriel Pizá
Von Wobeser y Sierra	Javier Lizardi, Rodolfo Trampe, Rafael Vallejo
RECOMMENDED	
Altamirano y Estudillo	Alvaro Altamirano
Chevez Ruiz Zamarripa y Cia.	Mayeli Cabral
DeForest Abogados	Eduardo Garduño, Jaime Bustamante, Atzin Vallejo, Edgar Barreto, Edgar Esponda, Raymundo Carreño, Andres Cabrera Gomez
Ferran Martinez Abogados	Carlos Ferran Martinez
GLZ Abogados	María Alejandra Gómez, María Fernanda López, Andrew Grepe
Greenberg Traurig	Leslie Palma
Ibañez Parkman	Manuel García, Salvador Corona, Estefania Soberanes
Ibarra, Del Paso y Gallego	Jaime Rodriguez
Jáuregui y Del Valle	Fernando Martinez
Mijares, Angoitia, Cortés y Fuentes	Rodrigo del Valle, Claudio Jimenez
Monsalvo Duclaud	Luis Monsalvo Valderrama, Luis Monsalvo Álvarez, Alan Duclaud, Lidia Monsalvo, Isabel Pizarro, Andrés Cámara, Alexia Bravo Jiménez
Rapa - Ruiz Ahumada Palazuelos	Elvia Palazuelos
Roel Abogados	Jorge Enrique Roel
Villar & Villar Abogados	María Montero

VALUABLE PRACTICE

Cannizzo	Stefano Amato, Mauricio Moreno, Marco Cannizzo
Cuatrecasas México	Jorge García de Presno
Cuesta Campos y Asociados	Gerardo Valencia
EY Mexico	Jacqueline Alvarez, Alejandro Caro, Yeshua Gómez
Galicia Abogados	Octavio Cantón
GarciaMingo & Tejedo Abogados	Juan Tejedo
Goodrich Riquelme y Asociados	Gustavo García Cuenca
Ibañez Abogados	Jose Miguel Buendia, Juan José Ibañez
Ogletree Deakins Mexico	Pietro Straulino-Rodríguez
Sainz Abogados.	Alejandro Nila
Santos & Saucedo	Enrique Santos, Mario Saucedo
Vega, Guerrero & Asociados	Oziel Guerrero

MONSALVO DUCLAUD: DEVOTED LABOR LAW SPECIALISTS



Alan Duclaud

Key Figure(s):
 Alan Duclaud, Luis Monsalvo Álvarez, Lidia Monsalvo Valderrama, Isabel Pizarro, Andrés Cámara and Alexia Bravo
Established: 2021

Track record: Known for its exceptional services, Monsalvo Duclaud addresses a wide range of labor, employment and social security law issues, including litigation, appeals (amparo proceedings), and advisory services. With over 50 years' experience, the firm has established itself as a key player in providing expert assessments and guidance to management on labor and employment matters.

Team & differentiation: Driven by a client-focused ethos, Monsalvo Duclaud boasts a diverse and innovative team of highly regarded attorneys known for their exceptional advisory skills and expertise in their respective fields. Committed to diversity, professional ethics and adaptability to global demands, the firm represents a wide range of industry sectors and multinational employers.



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USA

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LBOs

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Apollo Global Management	Marc Rowan
KKR	Henry Kravis, George Roberts
The Blackstone Group	Stephen Schwarzman
EXCELLENT	
1 The Carlyle Group	Joe Bress
Thoma Bravo	Orlando Bravo, Carl Thoma
TPG Capital	Jim Coulter, Jon Winkelried
2 Advent International	David Mussafer
Bain Capital	Joshua Bekenstein, Stephen Pagliuca
Clayton, Dubilier & Rice	Nathan Sleeper
CVC Capital Partners	James Christopoulos
Hellman & Friedman	Patrick Healy
Insight Partners	Cian Cotter, Conrad Gorospe
Silver Lake Partners	Egon Durban, Greg Mondre
Vista Equity Partners	Robert Smith
Warburg Pincus	Chip Kaye
HIGHLY RECOMMENDED	
AEA Investors	Brian Hoesterey
American Securities	Michael Fisch
BDT Capital Partners	Byron Trott
Centerbridge Partners	Jeffrey Aronson
Cerberus Capital Management	Frank Bruno, Stephen Feinberg
Chicago Capital	Michael Solot
Harbourvest Partners	John Toomey
L Catterton	Michael Chu, Scott Dahnke
Leonard Green & Partners	John Danhaki, Jonathan Sokoloff
Neuberger Berman Group	George Walker
Stone Point Capital	Charles Davis
Symphony Technology Group	Marc Bala, William Chisholm, Adam Hendricks
Ta Associates	Brian Conway
Veritas Capital	Ramzi Musallam

INVESTMENTS & EXITS

Best Venture Capital Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Mayfield Fund	Navin Chaddha
Ribbit Capital	Micky Malka
Sequoia Capital	Roelof Botha, Douglas Leone, Alfred Lin, Michael Moritz
EXCELLENT	
Accel	Andrew Braccia, Sameer Gandhi, Ryan Sweeney
Addition	Lee Fixel
Benchmark	Peter Fenton, Chetan Puttagunta, Erick Vishria
Founder Collective	David Frankel
Greylock Partners	Reid Hoffman
Notable Capital	Hans Tung
Redpoint Ventures	Satish Dharmaraj, Elliot Geidt, Scott Raney
Union Square Ventures	Fred Wilson
Y Combinator	Garry Tan
HIGHLY RECOMMENDED	
Andreessen Horowitz	Chris Dixon, David George, Ben Horowitz, Jeff Jordan
Charles River Ventures (CRV)	Murat Bicer, Max Gazor, Saar Gur
Founders Fund	Brian Singerman, Peter Thiel
Pear VC	Mar Hershenson, Pejman Nozad
Primary Ventures Partners	Ben Sun
Tiger Global Management	Chase Coleman
RECOMMENDED	
Emergence Capital	Santi Subotovsky
Felicis Ventures	Aydin Senkut
Firstmark Capital	Rick Heitzmann
Greenoaks Capital	Neil Mehta
Index Ventures	Martin Mignot, Shardul Shah, Mike Volpi
Khosla Ventures	Vinod Khosla
Kleiner Perkins	Mamoon Hamid
New Enterprise Associates	Scott Sandell



PROXY SOLICITATION

Best Proxy Solicitation Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Innisfree	Meredith Cole, Arthur Crozier, Jennifer Shotwell
Okapi Partners	Bruce Goldfarb, Patrick McHugh
2 D.F. King	
MacKenzie Partners	Daniel Burch, Lawrence Denedy, Robert Marese
EXCELLENT	
Georgeson	William Fiske, William Jackson
Harkins Kovler	Peter Harkins, Jordan Kovler
InvestorCom	Michelle Frosch, John Glenn Grau
Morrow Sodali	Donna Corso, Thomas Skulski
Saratoga Proxy Consulting	John Ferguson, Ann Marie Mellone, Joseph Mills
HIGHLY RECOMMENDED	
Alliance Advisors	Abe Borad, Peter Casey
Kingsdale Advisors	Wes Hall, Ian Robertson
Laurel Hill Advisory Group	Joseph Contorno, Joseph Moran

M&A: ENERGY & NATURAL RESOURCES

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
BofA Securities	Randy Bayless, Brad Hutchinson, Jason Satsky
Citi	Michael Jamieson
Goldman Sachs	Suhail Sikhtian
Lazard	Pablo Hernandez Schmidt-Tophoff
UBS	George Manahilov
EXCELLENT	
1 Guggenheim Securities	Allen Otto
J.P. Morgan	Robert Keepers
Moelis & Company	Martin Houston
Royal Bank of Canada	David Levin
2 Jefferies	William Marko
KPMG	Angie Gildea
RBC Capital Markets	Nick Woodruff
Société Générale	Ben Koehler
HIGHLY RECOMMENDED	
Barclays	John Plaster
BMO Capital Markets	Jonathan Hackett, Rahim Bapoo, Shabari Nayak
Evercore	Shaun Finnie
Morgan Stanley	Christopher Mize
Piper Sandler	James Baker, Mike Dillahunt
TD Securities	Robert Pierce
Tenoaks Energy Advisors	BJ Brandenberger, Lindsay Sherrer, Jason Webb
Tudor, Pickering, Holt & Co	Paul Perea



M&A: HEALTHCARE & LIFE SCIENCES

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Centerview Partners	Michael Muntner, Stuart Smith
Citi	Jason Jun
Goldman Sachs	Sonia Gupta, Matthew Leskowitz
J.P. Morgan	Mike Gaito, Christopher Gartin
Morgan Stanley	Joseph Modisett
EXCELLENT	
1 BofA Securities	Bruno Stembaum
Deutsche Bank	Trey Hanlan
Greenhill & Co.	Richard Jacobsen Jr.
Guggenheim Securities	Jeffrey Kirshner, Todd Richter
Jefferies	Real Leclerc
2	
Barclays	Naeem Merchant, Lisa Rogers
Evercore	François Maisonrouge
Lazard	Michael Wiggins
Piper Sandler	Peter Day, J.P. Peltier
PJT Partners	Tom Davidson
UBS Investment Bank	Les Franks, Matt Schainker
HIGHLY RECOMMENDED	
Cain Brothers	Jill Frew, James Moloney
Moelis & Company	Amy Chen, Ryan Bell
Perella Weinberg Partners	Jason Forschler, Philippe McAuliffe, Christopher O'Connor
Raymond James Financial	Eric Francois
Rothschild & Co	Alex Mironov, Matthew O'Donnell
SVB Financial Group	Kale Frank
William Blair	Brent Felitto, Steve Tole

M&A: INDUSTRIALS

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURES(S)
LEADING	
BofA Securities	Joe Messina
Citi	Susan Manuelle
Goldman Sachs	Matt McClure
J.P. Morgan	Charles Bouckaert
Lazard	Robert Frost
EXCELLENT	
Baird	Joel Cohen, Joseph Packee
Barclays	John Lange, Spyros Svoronos
Evercore	Anthony Magro
Guggenheim Securities	Onur Eken, John Welsh
Jefferies	David Bradley
Lincoln International	Tom Williams
Morgan Stanley	John Church, Joe Kistler
HIGHLY RECOMMENDED	
Centerview Partners	Gayle Turk
Deutsche Bank	Mustafa Hafeez
Greenhill & Co.	Stephen Cruise, David Hunt
Harris Williams & Co.	Patrick McNulty
Houlihan Lokey	Bill Peluchowski
Moelis & Company	Greg Starkins
Rothschild & Co	Adam Reeder
UBS Investment Bank	Eric Moskal



USA

M&A: RETAIL & CONSUMER GOODS

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
BofA Securities	Lisa Clyde, Tucker Williamson
Jefferies	Vinay Prabhu
Rothschild & Co	David Mell
EXCELLENT	
1 Centerview Partners	Kenneth Berliner
Goldman Sachs	Karen Levin
2	
Deloitte	Rod Sides, Anthony Waelter
Houlihan Lokey	Jay Novak
Lazard	David Iverson
RBC Capital Markets	Marco Habert, Matthew Stopnik, Jim Wolfe
HIGHLY RECOMMENDED	
Barclays	Lowell Strug
Citi	Craig Vallorano
J.P. Morgan	Dana Weinstein
Morgan Stanley	Kristen Rossi
UBS Investment Bank	Solon Kentas
RECOMMENDED	
Baird	Glen Clarke
Evercore	Wilco Faessen
Guggenheim Partners	Sean Daugherty, Peter Moses
Harris Williams & Co.	John Neuner
Piper Sandler	Damon Chandik, Janica Lane
William Blair	Adam Filkin

M&A: TMT

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Goldman Sachs	Sam Britton, Jason Tofsky
J.P. Morgan	Jennifer Nason, Fred Turpin, Scott Wilcoxon
Morgan Stanley	Michael Grimes
Qatalyst Partners	George Boutros
EXCELLENT	
1 Barclays	Abhishek Singhal
BofA Securities	David Fishman
LionTree Advisors	Aryeh Bourkoff
Raymond James Financial	Brendan Ryan
2	
Citi	Mark Keene
Evercore	Naveen Nataraj
Houlihan Lokey	Keith Skirbe
Lazard	Garrett Baker
Needham & Company	Jack Iacovone, Pooyan Mehdizadeh
Wells Fargo Securities	Gerry Walters
HIGHLY RECOMMENDED	
Centerview Partners	David Hess
Deutsche Bank	Ajay Shah
Jefferies	Phil Berkowitz, Cameron Lester
RBC Capital Markets	Matthew Stopnik, Jim Wolfe



PRIVATE EQUITY

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Goldman Sachs	Andre Alfaro
EXCELLENT	
1 BofA Securities	Jae Lee
J.P. Morgan	Andrew Tuthill
Morgan Stanley	William Sanders
2	
Houlihan Lokey	John Mavredakis, Kevin Salmini
Lazard	Kevan Comstock, Stephen Salyer, Steven Tipler
William Blair	Brandon Lower
HIGHLY RECOMMENDED	
1	
Citi	Cary Kochman
Deutsche Bank	Kent Penwell
Jefferies	Jeffrey Greenip
2	
Evercore	Saul Goodman
Harris Williams & Co.	Bruce Kelleher
Lincoln International	Franklin Harris
Raymond James Financial	David Clark
Truist Securities	Michael Carter
RECOMMENDED	
Guggenheim Securities	Jonathan Cary, Christopher Macios
Moelis & Company	Tarik Rguem
RBC Capital Markets	Matthew Stopnik, Jim Wolfe

SHAREHOLDER ACTIVISM

Best Activist Investor Funds

In each tier, the funds are ordered alphabetically

FUND	KEY FIGURE(S)
LEADING	
Elliott Management Corporation	Jesse Cohn, Paul Singer
Pershing Square Capital Management	Bill Ackman
Third Point	Daniel Loeb
Valueact Capital	Mason Morfit
EXCELLENT	
1 Ancora	Sonia Mintun, David Sowerby
Bluebell	David Calvo Platero, Nicolas Ceron
Icahn Partners	Carl Icahn
Starboard Value	Jeffrey Smith
2 Bridgewater Associates	Greg Jensen, Karen Karniol-Tambour, Bob Prince
Citadel	Kenneth Griffin
Effissimo Capital Management	Hisaaki Sato
Eminence Capital	Ricky Sandler
Pentwater Capital Management	Matthew Halbower
Renaissance Technologies	Peter Brown
Sachem Head Capital Management	Alex Birdsall
Scopia Capital Management	Jeremy Mindich, Matt Sirovich
Trian Partners	Peter May, Nelson Peltz
HIGHLY RECOMMENDED	
1 Amber Capital	Joseph Oughourlian
Barington Capital Group	James Mitarotonda
Corvex Management	Keith Meister
JANA Partners	Barry Rosenstein
Sherborne Investors Management	Edward Bramson
2 Cat Rock Capital Management	Alexander Captain
Gamco Investors	Kevin Dreyer, Christopher Marangi
Oasis Management	Seth Fischer
Saba Capital Management	Boaz Weinstein



M&A: LARGE-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cravath Swaine & Moore	Richard Hall, Faiza Saeed, Robert Townsend
Davis Polk & Wardwell	William H Aaronson, Georges Bason, Louis Goldberg
Kirkland & Ellis	David Fox, Daniel Wolf
Latham & Watkins	Justin Hamill
Simpson Thacher & Bartlett	Eric Swedenburg
Skadden, Arps, Slate, Meagher & Flom	Stephen Arcano, Allison Schneirov
Sullivan & Cromwell	Francis Aquila, Alison Ressler, Melissa Sawyer
Wachtell, Lipton, Rosen & Katz	Andrew Brownstein, Steven Rosenblum
EXCELLENT	
Cleary Gottlieb Steen & Hamilton	David Leinwand
Debevoise & Plimpton	Michael Diz, Kevin Rinker
Paul, Weiss, Rifkind, Wharton & Garrison	Scott Barshay, Steven Williams
Weil, Gotshal & Manges	Michael Aiello, Michael Lubowitz
HIGHLY RECOMMENDED	
Gibson, Dunn & Crutcher	Robert Little, Saeed Muzumdar
Jones Day	James Dougherty, Randi Lesnick, Robert Profusek
Ropes & Gray	Jane Goldstein
White & Case	Gregory Pryor, John Reiss
RECOMMENDED	
A&O Shearman	Scott Petepiece
Baker McKenzie	Alan Zoccolillo
Dechert	Mark Thierfelder
DLA Piper	Christopher Giordano
Freshfields Bruckhaus Deringer	Ethan Klingsberg
Fried, Frank, Harris, Shriver & Jacobson	Steven Epstein, Christopher Ewan, Philip Richter, Steven Steinman
Hogan Lovells	William Curtin
Morgan, Lewis & Bockius	Richard Aldridge, Sheryl Orr, Benjamin Wills
Morrison & Foerster	Spencer Klein, Jackie Liu, Eric McCrath
Paul Hastings	Steve Camahort, Eduardo Gallardo
Proskauer Rose	Lauren Boglivi, Benjamin Wills
Sidley Austin	Paul Choi, Brian Fahrney, Sharon Flanagan, Mark Metts
Vinson & Elkins	Stephen Gill, John Grand, Sarah Morgan
Willkie Farr & Gallagher	David Boston, Steven Seidman
Wilson Sonsini Goodrich & Rosati	Robert Ishii

CRAVATH, SWAIN & MOORE: GO-TO FIRM FOR BLOCKBUSTER TRANSACTIONS



Robert Townsend III

Key Figure(s): Robert Townsend III, Richard Hall and Faiza Saeed
Established: 1819

Track record: Cravath, Swaine & Moore is regularly involved in the very largest M&A deals, acting for the creme de la creme of corporate America. In 2024 Cravath represented Citi in a \$25 billion private credit and direct lending program with Apollo. It also represented Paramount in its \$28 billion merger with Skydance.

Team & differentiation: Cravath's highly trained lawyers exude experience and expertise in a diverse range of areas, including mergers and acquisitions, capital markets, banking and credit and regulatory matters. Global M&A dept. co-head Robert Townsend's niche expertise includes corporate governance and activist defense.

M&A: SMALL TO MID-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Eversheds Sutherland	Bert Adams, Robert Copps, Robert Pile
K&L Gates	Calvina Bostick, Jessica Pearlman, Kevin Stichter
King & Spalding	Raymond Baltz, Rahul Patel
Pillsbury Winthrop Shaw Pittman	Stephen Amdur, Allison Leopold Tilley, Jarrod Murphy
Venable	Robert Bolger, Patricia McGowan, Charles Morton, Bryan Rakes
2	
Akerman	Martin Burkett, Paul Quinn, Kenneth Wiggins
Arnold & Porter	Edward Deibert
Cadwalader, Wickersham & Taft	Richard Brand, William Mills
DLA Piper	Christopher Giordano, Robert Salter
Goodwin	Deborah Birnbach, Lisa Haddad, John Haggerty, Stuart M Cable
Hunton Andrews Kurth	Steven Haas, Steven Patterson
Vedder Price	Michael Nemeroff
WilmerHale	Joseph Conahan, Hal Leibowitz
EXCELLENT	
1 Bakerhostetler	Steven Goldberg, Ronald Stepanovic
Ballard Spahr	Brian Doerner, Maggie Tatton
Bryan Cave Leighton Paisner	John Welge
Fenwick & West	Douglas Cogen, Kris Withrow
Katten Muchin Rosenman	Christopher Atkinson, David Washburn
Kilpatrick Townsend & Stockton	Richard Cicchillo Jr., Christina Gattuso
McDermott Will & Emery	Wilson Chu
McGuireWoods	Michael Woodard
Norton Rose Fulbright	Mark Greenfield, Scarlet McNellie, Sheldon Nussbaum
Orrick, Herrington & Sutcliffe	Matthew Gemello, David Ruff, Mark Seneca
Seward & Kissel	James Abbott, Craig Sklar
Sheppard, Mullin, Richter & Hampton	Jordan Hamburger, Zachary Turke
Winston & Strawn	Matt Stevens
2	
Dentons	Tonya Vachirasomboon
Holland & Knight	David Barkus, Robert Grammig, George Mencio
Neal, Gerber & Eisenberg	John Koenigs knecht
Nixon Peabody	Lori Green, Christopher Keefe, Todd Tidgewell
Thompson Hine	Frank Chaiken
HIGHLY RECOMMENDED	
ArentFox Schiff	Steve Isaacs, David McHugh
Curtis, Mallet-Prevost, Colt & Mosle	Lawrence Goodman
Dickinson Wright	Scot Crow, Amy Kwiatkowski
Dorsey & Whitney	Layne Smith
Duane Morris	Brian Kerwin
Foley & Lardner	Kevin Schulz
Nelson Mullins Riley & Scarborough	Gus Dixon, Michael Hollingsworth II, Rhys Wilson
Stroock & Stroock & Lavan	Christopher Doyle, Jeffrey Lowenthal



PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Kirkland & Ellis	Jon Ballis, Eunu Chun
Paul, Weiss, Rifkind, Wharton & Garrison	Matthew Abbott, Angelo Bonvino, Udi Grofman
Simpson Thacher & Bartlett	Elizabeth Cooper, Marni Lerner
EXCELLENT	
1 Debevoise & Plimpton	Jonathan Adler, Kevin Schmidt
Latham & Watkins	Paul Sheridan Jr.
Ropes & Gray	David Blittner
2 Cleary Gottlieb Steen & Hamilton	Paul Imperatore, John Kupiec, David Leinwand, Matthew Salerno
Weil, Gotshal & Manges	Kevin Sullivan, Douglas Warner
Willkie Farr & Gallagher	Jeffrey Poss, Neil Townsend
HIGHLY RECOMMENDED	
Davis Polk & Wardwell	John Amorosi, William Chudd
Dechert	Henry Nassau, Mark Thierfelder
Fried, Frank, Harris, Shriver & Jacobson	Christopher Ewan, Robert Schwenkel, Steven Steinman
Gibson, Dunn & Crutcher	Sean Griffiths, Ari Lanin, Steven Shoemate
Morgan, Lewis & Bockius	James Loss
Paul Hastings	Brian Richards
Skadden, Arps, Slate, Meagher & Flom	Kenneth Wolff
RECOMMENDED	
Arnold & Porter	Lowell Dashelsky, Stephen Koval
Clifford Chance	Neil Barlow, Kevin Lehpamer
Cravath, Swaine & Moore	Mark I. Greene, Richard Hall
DLA Piper	Joseph Silver
Goodwin	Michael Kendall, John LeClaire, Andrew Weidhaas
Jones Day	Michael Earley, Andrew Levine
King & Spalding	Jonathan Melmed, Rahul Patel
McDermott Will & Emery	Harris Siskind
Morrison & Foerster	Dario Avram, Patrick Huard, Eric McCrath
Proskauer Rose	Lauren Boglivi, Daniel Ganitsky
Sullivan & Cromwell	Brian Hamilton, Rita-Anne O'Neill, Alison Ressler
Vinson & Elkins	Keith Fullenweider, David Palmer Oelman, Matthew Strock
White & Case	Olivier Brahmst, John Reiss
Winston & Strawn	Eva Davis, Bradley Vaiana

VENTURE CAPITAL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cooley	Mike Lincoln
Fenwick & West	Cynthia Hess, Mark Leahy
Goodwin	John Egan, Anthony McCusker
Gunderson Dettmer Stough Villeneuve Franklin & Hachigian	Scott Dettmer, Marc Dupre, Robert Gunderson
EXCELLENT	
1 DLA Piper	Jeffrey Lehrer, Jenifer Smith
Latham & Watkins	John Chory, Benjamin Potter
Orrick, Herrington & Sutcliffe	Amanda Galton, Stephen Venuto
2	
Morgan, Lewis & Bockius	Steven Cohen, Michael Conza
Morrison & Foerster	Murray Indick, Steve Rowles
WilmerHale	Mick Bain, Gary Schall, Daniel Zimmerman
Wilson Sonsini Goodrich & Rosati	Larry Sonsini
HIGHLY RECOMMENDED	
Choate, Hall & Stewart	Brian Goldstein, John Pitfield
Dentons	Victor Boyajian
Gibson, Dunn & Crutcher	Gregory Davidson
Hogan Lovells	Mahvesh Qureshi
Jones Day	Michael Earley
King & Spalding	Charles Katz, Linda Lorenat, Jeremy Schropp
Pillsbury Winthrop Shaw Pittman	Stanley Pierson
Reed Smith	Donald Reinke, Michael Sanders
Stradling Yocca Carlson & Rauth	Ryan Azlein, Mark Skaist



MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Cleary Gottlieb Steen & Hamilton	Jeremy Calsyn, George Cary, Mark Leddy
Latham & Watkins	Belinda Lee, Amanda Reeves
2 Arnold & Porter	Debbie Feinstein, Jonathan Gleklen
Cravath, Swaine & Moore	Christine Varney
Skadden, Arps, Slate, Meagher & Flom	Clifford Aronson, Steven Sunshine
Weil, Gotshal & Manges	Steven Newborn
EXCELLENT	
1 Davis Polk & Wardwell	Arthur Burke
Jones Day	Craig Waldman
Paul, Weiss, Rifkind, Wharton & Garrison	Andrew Finch, Aidan Synnott
2 Baker Botts	John Taladay
Gibson, Dunn & Crutcher	Rachel Brass, Scott Hammond, Daniel Swanson, Stephen Weissman
Kirkland & Ellis	Marin Boney, Ellen Jakovic, Ian John, Michael Thorpe
White & Case	Mark Gidley, George Paul
Wilson Sonsini Goodrich & Rosati	Susan Creighton
HIGHLY RECOMMENDED	
Axinn Veltrop & Harkrider	John Harkrider, Michael Keeley
Covington & Burling	Thomas Barnett, Anne Lee
Crowell & Moring	Shawn Johnson, Jason Murray
Dechert	Steven Bizar, Mike Cowie
Freshfields Bruckhaus Deringer	Mary Lehner, Eric Mahr
Hogan Lovells	Edith Ramirez
McDermott Will & Emery	Raymond Jacobsen
Morgan, Lewis & Bockius	Harry Robins
Simpson Thacher & Bartlett	Peter Guryan, Sara Razi, John Terzaken
Wachtell, Lipton, Rosen & Katz	Damian Didden, Nelson Fitts, Ilene Knable Gotts
RECOMMENDED	
Akin Gump Strauss Hauer & Feld	Corey Roush
A&O Shearman	Jessica Delbaum, David Higbee
Mayer Brown	Andrew Marovitz
Morrison & Foerster	Jeff Jaeckel
O'Melveny & Myers	Ben Bradshaw, Courtney Dyer, Ian Simmons
Ropes & Gray	Mark Popofsky
Sullivan & Cromwell	Renata Hesse
Willkie Farr & Gallagher	Jeffrey Korn, William Rooney
WilmerHale	Thomas Mueller
Winston & Strawn	Jeffrey Kessler

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FRANCE
INVEST
Association des Investisseurs
pour la Croissance

AFFO
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BDGS

BERRY
LAW

CENTRAL AMERICA

COSTA RICA

CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Aguilar Castillo Love	John Aguilar-Osborne, John Aguilar-Quesada, Marco Solano
BLP	Eduardo Calderón, David Gutiérrez
Consortium Legal	Rolando Laclé
EXCELLENT	
1 Arias	Melania Dittel, Andrey Dorado, Vicente Lines
EY Law Central America	Hernán Pacheco, Fernando Vargas
Zurcher, Odio & Raven	Alberto Raven
2 Central Law	Rafael Quiros, Tomás Quirós Jiménez
ECIJA	Guillermo Zuñiga, Mariela Hernández
Facio & Cañas	Carlos Oreamuno, Sergio Solera
Lang & Asociados	Henry Lang
Sfera Legal	Eric Scharf
HIGHLY RECOMMENDED	
Alta Batalla	Rodrigo Zelaya, Sergio Amador
BG&A Abogados Corporativos	Benjamín Gutiérrez
Dentons Muñoz	Jose Antonio Muñoz
Oller Abogados	Pedro Oller, Ricardo Vargas
Soley Saborio & Asociados	Emilia Saborio-Pozuelo
RECOMMENDED	
Colbs Estudio Legal	Sebastián Jiménez
Magnalex Abogados	Marielena Mora
Nassar Abogados	Tomas Nassar
TACTIC Estudio Legal	Javier Escalante

GUATEMALA

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Alta Qil + 4 Abogados	Marcos Iburgüen, María Isabel Luján
Arias Law	Luis Pedro del Valle
BLP Legal	Luis Ruiz
Consortium Legal	Rafael Alvarado
Mayora & Mayora S.C.	Sandra Castillo, Claudia Pereira
EXCELLENT	
Aguilar Castillo Love	Natalia Callejas
Carrillo & Asociados	Alfonso Carrillo
Central Law	Juan Pablo Carrasco
Legalsa	David Font
HIGHLY RECOMMENDED	
A.D. Sosa & Soto S.C.	Juan Sebastián Soto
Alegalis	Juan Antonio Mazariegos
Latamlex Abogados	Alfredo Skinner-Klée
Lexincorp	Gonzalo Menéndez González
García & Bodán	Carlos Eduardo Téllez Páramo
RECOMMENDED	
Bermejo & Bermejo	Juan Carlos Bermejo
BMT Law	Lorena Barrios Pinzón, Jorge Rolando Barrios
EY Law	Hernán Pacheco
Latinalliance	Michelle Sutter, José Adolfo Torres, Andres Lopez
Mollerlaw	Enrique Möller
Novalés Abogados	Cristián Novalés Schlesinger
Palomo Abogados	Héctor Palomo
PPQ Legal	Rodrigo Quevedo
Sfera Legal	Christian Michelangeli

PANAMA

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Alfaro, Ferrer & Ramírez - Afra	Alejandro Alemán, Luis R López Alfaro
Alemán, Cordero, Galindo & Lee - Alcogal	Jaime Aleman, Alejandro Ferrer, Raúl Zuñiga, Rita de la Guardia, Patricia Cordero
Arias, Fábrega & Fábrega - Arifa	Estif Aparicio, Ricardo Arango, Fernando Arias, Andrés Rubinoff
Galindo, Arias & López - Gala	Ramón Ricardo Arias Porras, Diego Herrera Dutari, José Luis Sosa
Morgan & Morgan	Aristides Anguizola, Francisco Arias, Ana Carolina Castillo, Inocencio Galindo, Roberto Vidal
EXCELLENT	
Anzola Robles & Asociados	Ramón Anzola, Erika Villarreal Zorita
Fabrega Molino	Juan Pablo Fabrega, Dani Kuzniecky
HIGHLY RECOMMENDED	
Icaza, González-Ruiz & Alemán	Luis Chalhoub, Gabriel González-Ruiz, Alexis Herrera Jr, Michelle Oteiza de la Guardia
Patton, Moreno & Asvat	Khatiya Asvat, María de Lourdes Marengo
RECOMMENDED	
Arias Law	Maria Cristina Fábrega, Yuri Moreno, Denise Littman
Arias, Alemán & Mora - Aramo	Stella Ballanis, Jaime Mora
Delvalle, Escalona, Levy & Corró - Delco	Diego Corró, Ricardo Delvalle, Felipe Escalona, Alberto Levy
Dentons Muñoz	Gisella Porras
Lovill	Alejandro Fung, Elizabeth Heurtematte
VALUABLE PRACTICE	
Arias, Abrego, Lopez & Noriega	Mario Alberto Arias V., Carlos Ábrego Dávila
Lac Legal	Claudio Lacayo, Diego Lacayo
MDU Legal	David Mizrachi Fidanque
Pardini & Asociados	Juan José Espino, Juan Francisco Pardini
Quijano & Associates	Julio A. Quijano, Jaime E. Sánchez, Carla I. Rojas
Sigma Law Firm	Cecilio Castellero
Sucre, Briceño & Co.	Fernando Sucre
Tapia, Linares Y Alfaro	Eloy Alfaro de Alba, Mario E. Correa
Virtu Atelier Legal	Ana Lucrecia Tovar



SOUTH AMERICA

ARGENTINA

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Beccar Varela	Roberto Crouzel, Ramón Moyano, Alejandro Poletto, María Shakespear
Bruchou & Funes de Rioja	Enrique Bruchou, Mariano Luis Lucchetti, Estanislao Olmos
Marval, O'Farrell & Mairal	Pablo Artagaveytia, Santiago Carregal, Diego Chighizola, Bárbara Ramperti, Pablo Viñals
Mitrani Caballero & Ruiz Moreno Abogados	Siro Astolfi, Diego Parise, Mercedes Rodríguez Giavarini, Aixa Sureda, Verónica Zárate, Carlos Trogolo Elicabe
EXCELLENT	
Allende & Brea	Diego Botana, Tomás Di Cío, Valeriano Guevara Lynch, Santiago Sturla, Raúl Fratantoni, Marcos Patrón Costas, Fernando Martínez Zuviria
Bomchil	Máximo Bomchil, Marcelo Den Toom, Adrián Furman, Tomás M. Araya, Patricio Martin, Florencia Pagani, Francisco Zappa
Pérez Alati, Grondona, Benites & Arntsen	P Eugenio Aramburu, Santiago Daireaux, Jorge Pérez Alati, Mariano Grondona, Diego Serrano Redonnet, Vanina Veiga, Tomás Pérez Alati
HIGHLY RECOMMENDED	
1 Tavarone, Rovelli, Salim & Miani	Camila Evangelista, Federico Otero, Juan Pablo Bove, Julián Razumny, Federico Salim
Zang, Bergel & Viñes Abogados	María Laura Barbosa, Juan Manuel Quintana, Pablo Vergara de Carril
2 Baker McKenzie	Gustavo Boruchowicz
Brons & Salas	Florencia Askenasy, Pablo Daniel Brusco, Guillermo Malm Green, Joaquín Vallebella
DLA Piper Argentina	Antonio Arias, Guillermo Cabanellas, Marcelo Etchebarne, Martín Mittelman
Errecondo Gonzalez & Funes Abogados	Javier Errecondo, Saturnino Funes, Baruki González, Facundo Goslino
Estudio O'Farrell	Juan Pablo Fratantoni, Ernesto Genco
MHR Abogados	Tomás Dellepiane, Fernando Zoppi
Nicholson y Cano Abogados	María Fraguas, Santiago Nicholson
Salaverri, Burgio, Wetzler & Malbrán	Diego Salaverri
TCA Tanoira Cassagne	Alejandro Ciero, Santiago Monti, Manuel Tanoira
RECOMMENDED	
1 Barreiro. Oliva. De Luca. Jaca. Nicastro	Ricardo Barreiro-Deymonnaz, Nicolás Jaca-Otaño, Lucía Lopez Laxague, Gonzalo Oliva Beltrán, Patricio Trench
Bullo Abogados	Gustavo Javier Torassa
Dentons Rattagan Arocena	Juan Arocena, Ricardo Balestra, Roberto Bauzá, Analía M. D'oria, Santiago Oliva Pinto, Michael Rattagan
Estudio Bunge – Bunge, Smith & Luchía Puig	Agustín Bunge, Diego Cesar Bunge, Cristian Lacoste, Silvia Ludtke, Pedro Menendez, Nicolás Repila, Carlos Nogueira
González & Ferraro Mila	Pablo Ferraro Mila, Mariano González
Hope Duggan & Silva	Rufino Arce, Juan Duggan
Richards, Cardinal, Tützer, Zabala & Zaefferer	Jorge Tützer, Matías Zaefferer, Hernán Camarero, Sebastian Borthwick, Mariana Vázquez



ARGENTINA

> 2	A&F Allende & Ferrante Abogados	Lisandro Allende, Mariana Miglino
	Beretta Godoy	Federico Godoy, Juan Sonoda
	Busso & Fariña Abogados	Federico Busso
	Cerolini & Ferrari Abogados	Agustin Cerolini
	Estudio Garrido Abogados	Diego Garrido, Gustavo Garrido
	EY Law	Pablo Bisogno, Jorge Garnier
	Rosso Alba Francia & Asociados	Christian Fleischer, Gerardo Francia
	Salaberren & López-Sanson	Rafael Salaberren-Dupont
	Severgnini Robiola Grinberg & Tombeur	Matías Grinberg, Carlos Tombeur
	Wiener, Soto, Caparrós (WSC)	Mariela del Carmen Caparrós, Gonzalo Manuel Soto, Laurence Wiener
VALUABLE PRACTICE		
	Abeledo Gottheil Abogados	Luis Alberto Erize
	Alfaro Abogados	Carlos Alfaro
	Candioti Gatto Bicain & Ocantos	José Antonio Ocantos, Alejandro Candioti
	Croz Tax & Legal	Hernan Carassai
	Cueto Rua, Mercau Saavedra & Biritos	Gerardo Biritos
	Fiorito Murray & Diaz Cordero	Tomás Fiorito, Pablo Murray
	Jp O'Farrell Abogados	John O'Farrell
	Lanfranco, Castro Madero & Gramajo	Fermín Castro Madero, Mariano Gramajo
	Malis & Asociados	Sergio Malis
	Mayer Remiro Abogados	Jorge Mayer, Cecilia Remiro
	MBP Partners	Victoria Bengochea, Ignacio Meggiolaro

HOPE, DUGGAN & SILVA: HIGHLY QUALIFIED AND EXPERIENCED PROFESSIONALS



Rufino Arce

Key Figure(s):
Juan P. Duggan, Gotardo Pedemnote, José Nelson and Rufino Arce
Established: 1990

Track record: Hope, Duggan, & Silva has 34 years' experience providing specialist corporate and M&A services to local, regional and international clients from banking, port, petrochemical, fintech, water treatment, manufacturing and agriculture companies such as BBVA Bank Argentina, Tecplata, Sabic Innovative Plastics, Informe Argentina, Xylem Inc., Mayekawa Japan and Pyxus International.

Team & differentiation: The firm boasts an exceptionally skilled corporate negotiation team, adept at conducting meticulous risk assessment on prospective transactions. With an unparalleled grasp of diverse legal domains, Hope, Duggan & Silva's lawyers offer profound expertise in corporate, M&A, banking & finance, and more, ensuring clients always receive top-tier support.

MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Allende & Brea	Julián Peña, Federico Rossi
Beccar Varela	Agustín Waisman
Bomchil	Marcelo Den Toom, Francisco Gutiérrez, Cristian Galansky, Fernando Brunelli
Marval, O'Farrell & Mairal	Miguel del Pino, Santiago del Rio
EXCELLENT	
Bruchou & Funes de Rioja	Gabriel Lozano, Estanislao Olmos
Mitrani Caballero & Ruiz Moreno Abogados	Cristian Mitrani, Aixa Sureda
Pérez Alati, Grondona, Benites & Arntsen	María Carolina Abdelnabe, Luis Barry, María Clara Rodríguez
HIGHLY RECOMMENDED	
Baker McKenzie	Esteban Rópolo
Brons & Salas	Maria José Rodríguez M.

BRYA Abogados	Gabriel Bouzat, Virginia del Águila
Estudio O'Farrell	Agustín Siboldi
TCA Tanoira Cassagne	Bernardo Cassagne
RECOMMENDED	
MHR Abogados	Juan Cruz
Nicholson y Cano Abogados	Marcela Anchava, María Fraguas
Quevedo Abogados	María Viviana Guadagni
Salaverri, Burgio, Wetzler & Malbrán	Diego Salaverri
Tavarone, Rovelli, Salim & Miani	Julián Razumny
Wiener, Soto, Caparrós (WSC)	Mariela del Carmen Caparrós
VALUABLE PRACTICE	
Bunge – Bunge, Smith & Luchia Puig	Agustin Bunge, Pedro Menendez, Silvia Ludtke

LABOR

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Bruchou & Funes de Rioja	Ignacio Capurro, Ignacio Funes de Rioja, Florencia Funes de Rioja, Guillermo Perego, Eduardo Viñales
2 Marval, O'Farrell & Mairal	José Llano, Javier Patrón, Enrique Stile, Diego Kelly, Rodrigo Solá, Guillermo Osorio (chambers)
EXCELLENT	
Baker McKenzie	Diego Bongiovanni, Alberto González Torres, Felipe Graham, Matías Herrero, Daniel Orlansky
Beccar Varela	Gaspar Aguirre, Alvaro Galli, María Eduarda Noceti
Mitrani Caballero & Ruiz Moreno Abogados	Julio Caballero, Felicitas de Achaval, Lorenzo Gnecco, Ana Clara Gómez Casadei, Rita Payarola, Jorge Pico, Esteban Valansi
Pérez Alati, Grondona, Benites & Arntsen	Enrique Betemps, Julio Lococo, Geraldine Moffat, Julio César Stefanoni
HIGHLY RECOMMENDED	
Allende & Brea	Nicolás Grandi
Bomchil	Esteban Carcavallo, Edgardo Isola, Gabriel Schlosser
RECOMMENDED	
Adrogué Marques Zabala	Javier Adrogué, José Antonio Zabala
Brons & Salas	Javier Fernández Versteegen
De Diego & Asociados	Julián De Diego
Estudio O'Farrell	Ignacio Castiglione, José Luis Zapata
Salvat, Etala, Saravi	Juan José Etala
Zang, Bergel & Viñes Abogados	Rodrigo Bustingorry, Alejandro Mao, Noelia Martins
VALUABLE PRACTICE	
Barreiro, Oliva, De Luca, Jaca & Nicastro Abogados	Pablo Nicastro, Clara Fazio, Sofia Amadeo
Del Carril, Colombres, Vayo & Zavalía Lagos	Gonzalo Vayo
Dentons Rattagan Arocena	Juan Ricardo Larrouy
DLA Piper Argentina	Alberto Rubio
Estudio Bunge – Bunge, Smith & Luchia Puig	Juan Ignacio Campenni, Carlos Nogueira
García, Perez, Boiani & Asociados	Héctor García
Lalanne Abogados	Julio Esteban Lalanne
Marin Perez Abogados	Carlos Gustavo Marin Rodríguez
MBB Abogados	Mercedes Balado Bevilacqua
Nicholson & Cano Abogados	Juan Carlos Etchebehere, Pablo Javier Venarotti
TCA Tanoira Cassagne	Pablo Mastromarino

**ENERGY****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
Martínez de Hoz & Rueda	José Alfredo Martínez de Hoz, Pablo Rueda, Tomás Lanardonne
HIGHLY RECOMMENDED	
Bruchou & Funes de Rioja	Javier S. Rodríguez Galli, Mariano Luchetti, Ignacio Minorini
Marval O'Farrell Mairal	Francisco Macías, Agustina Ranieri, Soledad Riera, Gonzalo Santamaría
Bomchil	Pablo Alliani, Fernando Brunelli, Cristian Galansky, María Ines Corrá
Mitrani Caballero & Ruiz Moreno	Horacio Ruiz, Mariana Ardizzone, María Recondo
Tavarone, Rovelli, Salim & Miani	Nicolás Eliashev, Javier Constanzó
RECOMMENDED	
Baker McKenzie	Adolfo Durañona, Ezequiel Artola
Beccar Varela	José Carlos Cueva
O'Farrell	Uriel O'Farrell, Agustín Siboldi
Pérez Alati, Grondona, Benites y Arntsen	Francisco Romano
VALUABLE PRACTICE	
Alfaro-Abogados	Sebastián Rodrigo, Agustín Negre
Allende y Brea	Florencia Heredia, Marcos Patron Costas
Bazan Cambré y Orts	Nicolás Dilernia, Leandro Orts, Mario Orts
Hope, Duggan & Silva	Jose Nelson, Hugo Vivot
Martelli Abogados	Hugo Martelli
Nicholson y Cano Abogados	Mariana Guzian, Eduardo Koch, Marcelo Lamesa, Alfredo Vitolo
Pozo Gowland Abogados	Héctor Pozo Gowland, Ramón Zubiaurre

BOLIVIA

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LABOR

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Carrasco Firma De Abogados	Pablo Carrasco Quintana
2 Dentons Guevara & Gutiérrez	Primitivo Gutiérrez
Indacochea & Asociados	Andere Indacochea
Moreno Baldivieso	René Claire Veizaga, Paul Aramayo
EXCELLENT	
1 Gumucio & Abogados	Ximena Gumucio, Daniel Gumucio, Karina Jordán
2 PPO	Alejandro Pemintel
Würth Bedoya Costa Du Rels Abogados	Karla Würth
HIGHLY RECOMMENDED	
Bufete Aguirre, Quintanilla, Soria & Nishizawa - BAQSN	Carolina Aguirre
C.R. & F. Rojas – Abogados	Roberto López, Sandra Salinas, Antonio Sanjines
Reinicke Ostria	Enrique Reinicke Ostria
Villegas Aldazosa Y Asociados Soc Civ	Gabriel Villegas Aldazosa
RECOMMENDED	
Araujo & Forgues	Jaime Araujo, Jannine Forgues
Inchauste & Navarro	Juan Inchauste, Fidel Navarro Claros
Mendieta Romero y Asociados	Gonzalo Mendieta
Sanjinés & Asociados	Raúl Sanjinés
Wayar & Von Borries Abogados	Mauricio Dávila Jordan, Fernando Lemaitre Pastor, Iver Von Borries



CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bufete Aguirre, Quintanilla, Soria & Nishizawa - BAQSN	Eduardo Quintanilla Ballivián
Dentons Guevara & Gutiérrez	Enrique Barrios, Mauricio Dalman, Ramiro Guevara, Jorge Luis Inchauste, Rodolfo Mercado
Indacochea & Asociados	Alonso Indacochea, Mariana Pereira, Ana Carola Muñoz, Leonardo Azurduy
Moreno Baldivieso	Ramiro Moreno, Andrés Moreno, Luis Moreno
EXCELLENT	
C.R.& F Rojas Abogados	María del Carmen Ballivian, Elizabeth Landivar, Pablo Rojas, Diego Rojas, Sandra Salinas, Cesar Gonzalez
PPO	Carlos Pinto
Würth Bedoya Costa Du Rels Abogados	Fernando Bedoya, Karla Würth
HIGHLY RECOMMENDED	
Becerra de la Roca Donoso & Asociados	Mauricio Becerra de la Roca
Criales & Urcullo	José Antonio Criales, Daniel Mariaca
Mendieta Romero y Asociados	Gonzalo Mendieta, Daniela Murialdo
Sanjinés & Asociados	Daniela Aragonés, Paola Justiniano, Raúl Sanjinés
Villegas Aldazosa Y Asociados Soc Civ	Sergio Dávila Corrales, Gabriel Villegas Aldazosa
Wayar & Von Borries Abogados	Bernardo A. Wayar Ocampo, Mauricio Dávila Jordan, Javier Romero Mendizabal, Iver Von Borries, Bernardo A. Wayar Caballero
RECOMMENDED	
Estudio Jurídico Gerke	Carlos Gerke Siles
Gumucio & Abogados	Ximena Gumucio, Daniel Gumucio, Julio César Landívar Castro
Lima & Asociados	Juan José Lima, Pablo Marin Salinas
Medina Galindo & Richter.	Rodrigo Galindo Garrett
Reinicke Ostria	Enrique Reinicke Ostria, Benjamín Reinicke Ostria, Erick Reinicke Ostria, Gody Reinicke Ostria
Rigoberto Paredes & Asociados	Rigoberto Paredes Candia
Serrate Paz & Asociados	José Mario Serrate
Urenda Abogados	Mary Isabel Saucedo, Juan Carlos Urenda
Von Borries Blanco	Fernando Krutzfeldt Monasterio, Erwin Von Borries

INDACOCHEA ABOGADOS: BUSINESS-ORIENTED LEGAL TEAM



Alonso Indacochea
Pardo de Zela

Key Figure(s):
Alonso Indacochea Pardo de Zela, Mariana Pereira Nava, Andere Indacochea Pardo de Zela and Anwar Farah Montero

Established: 1991

Track record: The firm has developed redoubtable expertise in complex corporate transactions, advising on foreign investment mandates, including mergers and acquisitions, incorporations and capital increases. It also advises on labor and social security compliance, financial services regulations and provides ongoing tax advice to clients. Banco Nacional De Bolivia S.A., Imcruz Comercial S.A. and EFG Bank are clients.

Team & differentiation: Alonso Indacochea heads the corporate and legaltech departments, and is a key advisor to the financial team. He provides comprehensive strategies for foreign investment and project finance. Mariana Pereira is in charge of the banking & finance area, leading financing projects in the country, as well as incorporations, mergers and acquisitions, corporate restructurings and tax planning.

BRAZIL

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M&A: MID / LARGE CAP

Best Independent Advisors

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 RGS Partners	Guilherme Stuart, Renato Stuart, Fábio Jamra
2 Ártica Investimentos	Luiz Penno, Érico Nikaido
IGC Partners	André Pereira, Flávia Silveira, Ludimila Mangili
EXCELLENT	
Araújo Fontes	Evaldo Fontes, Fábio Salazar, Gederson Ferreira
Fortezza Partners	Sophia Prado, Denis Morante, Daniel Gildin
G5 Partners	Corrado Varoli, Marcelo Lajchter, Tomaz Azevedo
Galapagos Cypress	Carlos Parizotto, Fabio Matsui, Luiz Felipe Alves
JK Capital	Alberto Oliveira, Daniel Damiani, Fabio Sanchez
Laplace	Renato Carvalho, Allan Libman, Marcelo Saad
Lazard	Ana Carolina de Barros Cardoso Lellis, Flavio de Picciotto, Yan Edward Vogel Majewski
Olimpia Partners	Richard Rainer
Seneca Evercore	Daniel Wainstein, Rodrigo Mello
HIGHLY RECOMMENDED	
44 Capital	Guilherme Steagall, Fernando Ruiz
Galapos	Fábio Vitola, Maurício Polesi Bergamaschi, Carlos Morais
UNIO Partners	Marco Dorigon, Marcelo Serro Azul, João Albanese
RECOMMENDED	
Ceres Inteligência Financeira	Alexandre Galvão, Cristiane Delage
Deloitte	João Cardoso Rabelo, Reinaldo Grasson
Estáter	Pércio Freire Rodrigues de Souza
EY	Rodrigo Maluf
Grant Thornton	Marco Aurélio Neves
Inspire Capital Partners	Alexandre Rezende
KPMG	Marco André Almeida, Luiz Renato Pereira
Volt Partners	Jairo Ohno, Henrique Faria



M&A: MID / SMALL CAP

Best Independent Advisors

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Setter	Felipe Camargo, Flávia Pareto Conrado, Judith Toledo Piza Varandas
Vinci Partners	Felipe Sousa Bittencourt
EXCELLENT	
Condere	Mônica Carvalho, Paulo Cury, Luiz Eduardo Andrade
CRG Core Assessoria Financeira	Diego Saito, Gustavo Falciano
IT Investimentos	Gustavo Barros
Pipeline Capital Tech Investment Group	Alon Sochaczewski, Pyr Marcondes, André Zimmermann
HIGHLY RECOMMENDED	
Criteria Partners	João Pedro Maciel, Lutfala Wadhy
Imeri Capital	Carlos Barcellos, Christiano Miguel Moysés, Guilherme Vaconcelos
Lince Partners	Italo Ferrara, Felipe Shinomata, Raul Maeda
Naia Capital	Guilherme Monteiro, João Faloppa, Victor Gomieri
VGRI Partners	Gustavo Vaz
RECOMMENDED	
BR Finance	Oσίας Brito, Mauricio Nozawa
Centria Partners	Ricardo Asse, Fernando Gemi, Camila Shimizu
FC Partners	Ricardo Resende Silva, Lucas Silveira, Henrique Porto
Focus Partners	Fernando Bernacchi, Lucas Ribeiro Spaccaquerche e Gustavo Fumachi
Grafin Partners	Leandro Muniz
Ivory Capital	Mauro C. Fistarol, Luiz C. Estevam Jr., Alexandre F. Fistarol
Kroll	Alexandre Pierantoni, José Thompson
Magma	Juliano Penatti, Marcos Magnani
MMK partners	Jairo Margatho, Gustavo Adolfo Mendes, Cristiane Crucelli
Pulsar Invest	Marco Serra, Daniel Baldin, Alexandre Ivanoff
Stoic Capital	Felipe Manara, Alan Nogales, Artur Schutte
VALUABLE PRACTICE	
Brasilpar	Luiz Eduardo Costa, Tom Waslander
Focal Capital	Rubens Cavalieri
Go2 Capital	Carlos Tristão, José Carlos Tristão, Christian Bubeck
Impacto Hub	Matheus Rigueira
LKC Capital	Leonardo K. Cardoso, Luis Felipe Trovo, Pedro Machado
Northstone	Cynthia Galia, Samuel Oliveira
Otto Partners	Bruno Menicucci, Daniel Quadros, Felipe Mol Eyer Prata
Singular Partners	Armando Sereno, Gregor Martins
StoneCapital	Fernando Magalhães; Ricardo Albert Schmitt
NOTABLE PRACTICE	
Arsenal	José Eduardo de Lacerda Soares
Deal Maker	Claudio Nassur, Arnaldo Rocha, Fernanda Machado
J2L Partners	Lucio Otavio Ferreira, Pedro Lanza
JGP L6 Capital Partners	Rafael Dale
Quatá Confidence Capital	Beatriz Degani, Aleixo Vaquero
Target Advisor	Douglas Carvalho Jr.
Zaxo M&A Partners	Alexandre F. Nunes, Leonardo P. Grisotto

M&A

Best Investment Banks

In each tier, the Banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
1 BTG Pactual	Bruno Amaral, Daniel Anger
Itaú BBA	Cristiano Guimarães, Flavio Souza, Mario Mesquita
2	
BofA Securities	Diogo Aragão, Hans Lin, Marcelo Gervino
Bradesco BBI	Danilo Ene Borges
BR Partners	Jairo Loureiro, Ricardo Lacerda
Citi	Eduardo Miras
Morgan Stanley	Felipe Mattar
Santander	Leonardo Cabral, Thiago Rocha, Renato Ejnisman
EXCELLENT	
JP Morgan	Dimas Megna, Pedro Juliano
XP Investimentos	Andre Quaresma Guillaumon, Diego Mendes
HIGHLY RECOMMENDED	
Banco Safra	Otavio Vasconcelos de Azevedo
Goldman Sachs	Pedro Muzzi, Ricardo Bellissi
Rothschild & Co.	Luiz Muniz
UBS BB Investment Bank	Daniel Bassan
RECOMMENDED	
BNP Paribas	Luís Castro, Thomaz Dreifuss
VALUABLE PRACTICE	
Banco ABC Brasil	César Valdez Mindof, José Eduardo Cintra Laloni
Scotiabank	Paulo Andre Bernardo, Victor Rosa
NOTABLE PRACTICE	
Banco Fator	Ewerton de Souza Henriques
Banco Genial	Ricardo Fonseca
Rabobank	Alexandre Betzios, Bruno Ferreira



TRANSACTION SERVICES: DUE DILIGENCE

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Alvarez & Marsal	Adriano José Ponciano, Emerson Santana
Deloitte	Nivaldo Mello, João Cardoso Rabelo, Mariana Maciel Junqueira Ribeiro, Cristina Hae Soh, Rodrigo Reis Ferreira de Oliveira
EY	Hamilton Junqueira
PwC	Leonardo Dell'oso
2 Grant Thornton	João Rafael Araujo Filho, Glória Lucena, Daniela Teixeira dos Santos
KPMG	José Carlos Simões
EXCELLENT	
BDO	Mauro Johashi
Cosmos Advisors	João Paulo Lipai, Pablo Almeida
IRKO Hirashima	Renata Daré, Sergio Gomes, Eduardo Luque
Mazars	Michel Maluf
MCS Markup	Fabio Jimenez
Rio Novo	Dennis Terassi
RSM Brasil	Carlos Eduardo R. Gerhard, Laércio Soto
HIGHLY RECOMMENDED	
Ática Consultoria	André Lima, Thiago Kühn
Baker Tilly Brasil	Alexandre De Labetta Filho
Ceres Inteligência Financeira	Alexandre Galvão, Cristiane Delage
Crowe Brasil	Marcelo Lico, Marcelo Tommasi, Mario Alves
HLB Brasil	Douglas Locatelli, Eduardo Vaz
PP&C Auditores Independentes	Paulo Carvalho, Ana Gabriela Maia Alves
RECOMMENDED	
BKR - Lopes, Machado Auditores	Paulo César Costa de Araujo Feio
ECOVIS WFA	André Valério, Leandro Cossalter, Antônio Rocha
Kroll	Alexandre Pierantoni
PKF Brazil	Cleverson Lacerda
VALUABLE PRACTICE	
Apsis	Luiz Paulo Silveira, Miguel Monteiro, Bruno Bottino
Berkan	Bradlei Ricardo Moretti
Grounds	Ana Campos
Investor Consulting Partners	Rodrigo Garcia
Moore Brasil	Ruy Gomes da Silva
PlanConsult	Ronald Bryan Salem
UHY Bendoraytes	Carlos Bernardo Gonçalves
NOTABLE PRACTICE	
CLA	Felipe Ferreira de Araújo, Edson Miosso Filho
De Biasi	Luciano De Biasi
Krypton BPO	Rogério Marques Noé
Táticca	Luis Carlos de Souza, João Ricardo Azevedo

TRANSACTION SERVICES: VALUATION

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Apsis	Caio Favero, Miguel Monteiro
Grant Thornton	Rodrigo Nigri, Marco Aurélio P. Neves.
EXCELLENT	
Deloitte	Marcela Yamamoto
EY	Roberta Tedesco
KPMG	Marco André Almeida
Kroll	Valentina Abu Kessm Cerri
Mazars	Kenzo Otsuka
PwC	Leonardo Dell'Oso
HIGHLY RECOMMENDED	
Baker Tilly	Alexandre Labetta
BDO	Alfredo Marques
Crowe	Marcelo Lico
PP&C	Paulo José de Carvalho, Allan Camargo da Torre
RSM	Marcelo Lorenzo-Fernandez, Leonardo Voss



BOARD SERVICES

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Russell Reynolds Associates	Fernando Machado, Tatiana Mereb
2 Egon Zehnder	Andre Abram, Ivan Marc Farber, Bruno Carrasco
Heidrick & Struggles	João Marco Frederico
Spencer Stuart	Karin Karay
EXCELLENT	
EXEC	Lúcio Daniel
Flow Executive Finders	Luiz Mariano, Igor Schultz, Bernardo Cavour
Korn Ferry	Manoel Rebello
HIGHLY RECOMMENDED	
AMROP	Joseph Teperman, Clariana Marega
Better Governance	Sandra Guerra
Fesa Group	Renato Bagnolesi
Mesa Corporate Governance	Luiz Marcatti
Prime Talent	David Braga
Signium	Giovana Cervi, Jorge Kraljevic
Vila Nova Partners	Fernando Carneiro, Norton Lara, Julia Nachim

FINANCIAL TRANSLATION

Best Financial Translation Agencies

In each tier, the agencies are ordered alphabetically

AGENCY	KEY FIGURE(S)
LEADING	
Korn Traduções	Célia Korn
Just Traduções	Eulália de Souza, Sandra Regina Mattos, Fernanda Borghetti
EXCELLENT	
Aliança Traduções	Cristina Gonzales
Bretton Woods	Robert Chanda
Fidelity	Deepak Aildasani
TC Traduções	Adriana Maestrello, Leila Ribeiro
HIGHLY RECOMMENDED	
Brazil Translations	Celia Sposito
BTS - Business Translation Services	Luiz Fernando Doin
Flash Traduções	Ana Cristina Frony
Spark English	Eric John Menau
RECOMMENDED	
All Tasks Serviços de Tradução	Maria Sebastiana Donato
Inside Language Solutions	Paulo Guimarães
Magma Translation	Turian da Silva
Konekto	Diogo Feital



HEADHUNTERS: FINANCIAL POSITIONS

Best Recruitment Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Assetz Expert Recruitment	Felipe Brunieri, Guilherme Federico Malfi
Egon Zehnder	Andre Abram, Ivan Marc Farber, Bruno Carrasco
EXEC	Lúcio Daniel
Flow Executive Finders	Luiz Mariano, Igor Schultz, Bernardo Cavour
Heidrick & Struggles	João Marco Frederico
EXCELLENT	
Korn Ferry	Manoel Rebello
Russell Reynolds Associates	Fernando Machado, Tatiana Mereb
Spencer Stuart	Karin Karay
Tailor Exec	Bruno da Matta Machado, Fernanda Nogueira, Ana Miranda
ZRG Partners Brasil	Darcio Crespi, Aline Larangeira, Geraldo Teixeira
HIGHLY RECOMMENDED	
Bold HRO	Maria Eduarda Silveira
Boyden Brasil	David Sion
Brava Executive Search	Fábio Salomon
Fesa Group	Renato Bagnolesi
For Good	Rui Furtado
Fox Human Capital	Filippe Apolo
Hays	Fernanda Siqueira, André Borges
Options Group	Vinicius Bolotnicki, Bruno Argimon
Talenses Group	Alexandre Benedetti, João Marcio Souza
Vila Nova Partners	Fernando Carneiro, Norton Lara, Julia Nachim
RECOMMENDED	
Demandolx_Furtado	Renato Furtado
Evermonte Executive Search	Felipe Ribeiro, Guilherme Abdala
INWI Consulting	Fátima Zorzato
Michael Page	Ricardo Basaglia
Neo Executive Search	André Peyneau
Plongê	Adriana Orelhana, Renata Fabrini
Robert Half	Maria Sartori
Robert Wong Consultoria Executiva	Robert Wong
TargetRH	Felippe Mendes
Uni.co	Tomas Jafet
Woke People	Fabio Cunha
VALUABLE PRACTICE	
Alexander Hughes	Luis Guilherme Fernandes
Prime Talent	David Braga
Robert Walters	Fabiano Kawano
Vittore Partners	Bruno Lourenço
NOTABLE PRACTICE	
G4 Soluções em Recursos Humanos	Graciela Hetzel
Petra Group Executive Search	André Malheiros
Randstad	Eduardo Silvestre

HEADHUNTERS: HUMAN RESOURCES POSITIONS

Best Recruitment Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Egon Zender	Ângela Pêgas
Elliott Scott	Paulo Exel
Korn Ferry	Deborah Nunes
Spencer Stuart	Laura Menezes
EXCELLENT	
Bold HRO	Maria Eduarda Silveira, Tamara Castrezana, Bianca Cestari
Brava Executive Search	Camila Dable, Fabio Salomon
EXEC	Danylo Hayakawa
Flow Executive Finders	Fabiane Cardoso
Heidrick & Struggles	Ana Paula Bonilha, Ana Paula Chagas
Vertical RH	Priscila Salgado
HIGHLY RECOMMENDED	
For Good	Rui Furtado
Hays	Luis Fernando Martins
Prime Talent	Barbara Nogueira, David Braga
Qwan	Renata Wright, Bia Soares, Thais Teperman
Robert Half	Maria Sartori
Tailor Exec	Bruno da Matta Machado, Fernanda Nogueira
Triade	Leonardo Kurzhals
WePlace	Daniela Pellegrino
RECOMMENDED	
Croma	Marcelo Lico, Bruno Petcov, Rosana Marques
Fesa	Carlos Guilherme Nosé
Find HR	Marynes Medici, Fernanda Amorim, Luisa Veloso Lopes
Fox Human Capital	Fillipe Apolo
Michael Page	Ricardo Basaglia
Talenses	João Marcio Souza
VALUABLE PRACTICE	
Neo Executive Search	Vitor Manzini
Paola Salgado Gestão de Carreira	Paola Salgado
Robert Walters	Fabiano Kawano
NOTABLE PRACTICE	
Naus	Bianca Azzi, Camila Badaró
Perroni Consultoria	Ricardo Oliveira
ZRG Partners	Denys Monteiro



HEADHUNTERS: LEGAL POSITIONS

Best Recruitment Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Laurence Simons	Dennis Mello, Ricardo Chazin
2 Bold HRO	Maria Eduarda Silveira, Bianca Cestari, Tamara Castrezana
BRAVA Executive Search	Fábio Salomon, Camila Dable, Rodrigo Miwa
NAUS Recrutamento e Consultoria	Bianca Azzi, Maria Clara Carmo, Camila Badaró
EXCELLENT	
Egon Zehnder	Ângela Pêgas
Nicolau - Recrutamento especializado	Guilherme Nicolau
Perroni Consultoria	Eduardo Perroni, Ricardo Oliveira, Karine Duarte
Sapiro e Associados	Renato Sapiro
Vittore Partners	Raul Cury Neto, Tauan Mendonça, Erica Andrade
HIGHLY RECOMMENDED	
EXEC	Danylo Hayakawa, Rodrigo Forte, Thais Pegoraro
Flow Executive Finders	Luiz Gustavo Mariano, Bernardo Cavour, Katy Salvador
Heidrick & Struggles	Guilherme Maciel, Guilherme Brandão
Prisma Capital Humano	Bernardo Leite
Robert Half	Mariana Horno
Tailor Exec	Ana Miranda, Bruno da Matta, Fernanda Nogueira
Toller Consulting	Heloisa Toller
RECOMMENDED	
Fesa Group	Fabiana Pita da Rocha
Korn Ferry	Jorge Maluf, Manoel Rebello
Michael Page	Ricardo Basaglia
Russell Reynolds	Flávia Leão Fernandes
Spencer Stuart	Michel Hannas
Woke People	Guilherme Petreche
VALUABLE PRACTICE	
Fox Human Capital	Socrates Melo, Nathalia Marques Duarte Filippelli
Hays	Raphael Falcão
Randstad	Guilherme Filgueiras
Santivo	Andressa Marafon
Selpe	Glaucus Botinha, Robson Fonseca Barbosa
Talenses	João Marcio
Triade Capital Humano	Luciana Matos

PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Mattos Filho	Pedro Whitaker de Souza Dias, Marina Procknor, Ana Carolina Lima Nomura
Lefosse Advogados	Luiz Octavio Lopes, Sérgio Machado
EXCELLENT	
Demarest Advogados	Ana Carolina Botto Audi, Luciana Tornovsky, Thiago Sandim, Paulo Rocha, Thiago Maia, Débora Sejtman Gartner
Machado Meyer Advogados	Guilherme Bueno Malouf, Mauro Leschziner, Arthur Penteado
Pinheiro Neto Advogados	Rodrigo de Almeida Manso Vieira, Enrico Bentivegna, Caio Ferreira Silva
Stocche Forbes Advogados	André Stocche, Flavio Meyer, Fabiano Milani
HIGHLY RECOMMENDED	
BMA – Barbosa Müssnich Aragão	Francisco Müssnich, Monique Mavignier, Luís Flaks
Cescon, Barrieu, Flesch & Barreto Advogados	Maria Cristina Cescon, Marcos Rafael Flesch, Cristina Bueno
Lobo de Rizzo Advogados	Marcela Tavares de Vasconcelos, Guilherme Cooke
Madrona Fialho Advogados	Marcelo Cosac Said, Leonardo Di Cola Nunes
Pinheiro Guimarães Advogados	Plinio Pinheiro Guimarães, Paula Pessôa, Roberta Pimentel
RECOMMENDED	
Bronstein, Zilberberg, Chueiri & Potenza Advogados	André Rainho das Neves
Tauli & Chequer Advogados in association with Mayer Brown	Carlos Motta, Christian Roschmann, Guilherme Tranquillini
Mello Torres	Carlos José Rolim de Mello
TozziniFreire Advogados	Alexei Bonamin, Maria Bofill, Carla do Couto Hellu Battilana
Vidigal Neto Advogados	Rubens Vidigal Neto, Fernanda Mary Sonoki



CORPORATE / M&A: LARGE-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 BMA - Barbosa, Müssnich, Aragão	Amir Bocayuva Cunha, Paulo Cezar Aragão, Luiz Antonio Campos
Lefosse Advogados	Luiz Octavio Lopes
Machado Meyer Advogados	Adriana Pallis, Mauro Cesar Leschziner, Arthur B. Penteadó, Guilherme Malouf, Elie Sherique, Ivandro Maciel Sanchez
Mattos Filho Advogados	Moacir Zilbovicius, João Ricardo de Azevedo Ribeiro, Rodrigo Figueiredo Nascimento
Pinheiro Neto Advogados	Alexandre Bertoldi, Carlos Alberto Moreira Lima Junior, Fernando Meira
2	
Cescon, Barrieu, Flesch & Barreto Advogados	Maria Cristina Cescon, Marcos Rafael Flesch
Demarest Advogados	Ana Carolina Botto Audi, Luciana Tornovsky, Thiago Sandim, Paulo Rocha, Thiago Maia
Stocche Forbes Advogados	André Mestriner Stocche, Flavio Meyer, Fabiano Milani
EXCELLENT	
Campos Mello Advogados	Fabiano Gallo, Miriam Machado Kleissl, Carolina Marcondes Sant'angelo
Lobo de Rizzo Advogados	Guilherme Henke Menegassi, In Hee Cho, José Eduardo Marretti
Madrona Fialho Advogados	Alice Dourado, Danilo Mininel, Luciana Felisbino, Luciano Fialho, Milena Mazzini, Roberto Pary
Pinheiro Guimarães Advogados	Plinio Pinheiro Guimarães Neto, Francisco José Pinheiro Guimarães, Marcelo Lamy Rego
Tauil & Chequer Advogados	Carlos Motta, Alexandre Chequer, Victor Galante
TozziniFreire Advogados	Marcela Waksman Ejnisman, Oswaldo Dalla Torre, Silvia Castro Cunha Zono
Trench Rossi Watanabe	Anna Mello, Daniel Faco, Mauricio Pacheco
Veirano Advogados	Ricardo Veirano, Alberto de Orleans e Bragança, Robson Barreto
HIGHLY RECOMMENDED	
KLA Advogados	Karin Alvo, Mariana Cortez
Mello Torres	Carlos Jose Rolim de Mello, Clovis Torres, Alexandre Simões Pinto, Natalia Teixeira Rabaça, Roberto Panucci, Vinícius Alvarez
Souto Correa Advogados	Carlos Souto, Gilberto Deon Corrêa Junior, Rodrigo Tellechea, Luis Felipe Spinelli, Raquel Stein, Fernanda Girardi Tavares
Spinelli Advogados	Sergio Spinelli Silva Junior, Hiram Pagano Filho, Luis Arthur Terra Alves
Trindade Sociedade de Advogados	Marcelo Trindade

MELLO TORRES ADVOGADOS: HIGH-PERFORMANCE M&A PRACTICE



Carlos José Rolim de Mello

Key Figure(s):
Carlos José Rolim de Mello
Established: 2018

Track record: Prominent M&A practice, known for guiding clients through every phase of business acquisitions and asset deals, from initial negotiations to finalizing transactions and facilitating post-closing integration. Demonstrates strong capabilities in handling tax structuring and navigating regulatory challenges, including antitrust reviews. Regularly trusted by big-name clients for its thorough approach.

Team & differentiation: Based in São Paulo, with a branch in Rio de Janeiro, Mello e Torres was established in 2018 and quickly gained recognition in the corporate law sphere. The firm's M&A team is composed of six partners and eight associates, led by founding partners Carlos José Rolim de Mello and Clovis Torres, who bring extensive experience from the financial and legal sectors. Renowned for its strategic insights and deep industry knowledge.

CORPORATE / M&A: MID-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Bronstein, Zilberberg, Chueiri & Potenza Advogados	Sergio Bronstein, Eduardo Zilberberg, Pedro Chueiri, Guilherme Potenza, Alfredo Neri, Priscila Menezes
2 Felsberg Advogados	Evy Marques, Claudia Maniaci, João Carlos A.C. de Mendonça, Maria Carolina de Souza Guazzelli, Anneliese Eger
EXCELLENT	
1 Azevedo Sette Advogados	Luiz Azevedo Sette, Fernando Azevedo Sette
Cascione Advogados	Eduardo Boulos, Milana Martins, Luiz Eduardo Malta Corradini
FM/Derraik	Fabiana Fagundes, Rodrigo Menezes
Vieira Rezende Advogados	Paulo Albert Weyland Vieira, Cláudio Guerreiro, Ricardo C. Ariani Filho
VPBG - Vella Pugliese Buosi e Guidoni Advogados	Frederico Buosi, Rodrigo Vilaro Vella, Denise Chachamovitz Leão De Salles
2 BRZ Advogados	Pedro Henrique F. Raimundo, Rodrigo Câmara, Julio Barbosa
Dias Carneiro Advogados	Artur Fernandes Andrezo, Paula Seabra Carvalho Reis
Ulhôa Canto Advogados	Aloysio Meirelles, Marcelo Maria Santos
HIGHLY RECOMMENDED	
/asbz	Ricardo Melaré, Gabriela Claro, Ricardo Melaré, Rodrigo Rocha Casarotti, Alexandre B. David
b/luz	Luis Felipe Baptista Luz, Lia Esposito Roston, Jessica Ann Bernstein Heumann
Candido Martins Advogados	Henrique Martins, Daniel Rodrigues Alves, Mateus Lopes da Silva Leite
Castro Barros Advogados	Helen Gaudio Valente Figurelli, Guilherme de Oliveira Santos
CGM Advogados	Adriano Chaves, René Gelman, Martim Machado
Mundic e Advogados	Rodolpho Protasio, Eduardo Zobarán
L.O. Baptista Advogados	Marta Rodrigues, Daniela Zaitz, Sueli de Freitas Veríssimo, Cássia Monteiro, Esther J. Cunha, Renata Castro Veloso
Rolim, Viotti, Goulart, Cardoso Advogados	Fábio Appendino, Daniel Tardelli Pessoa, Luis Gustavo Miranda
RECOMMENDED	
BVA – Barreto Veiga Advogados	Felipe Barreto Veiga, Rafael Teixeira
CMT – Carvalho, Machado e Timm Advogados	Rafael Bicca Machado, Giordano Andrei dos Santos, Henrique Tetsuaki Matsura Misawa
Chediak Advogados	Julian Fonseca Peña Chediak, Luiz Claudio Salles Cristofaro, Caio Machado Filho
Eskenazi Pernidji Advogados	Sergio Eskenazi Pernidji, Carlos Flexa Ribeiro
Gaia Silva Gaede Advogados	Gerson Stocco, Antonio Pacheco, Alberto Mori
Graça Couto, Sequerra, Levitinas, Bicudo, Leal e Abby Sociedade de Advogados	Natalie Sequerra
Miguel Neto Advogados	José Antônio Miguel Neto, Ronaldo M. Assumpção Filho, Décio Andrade





BRAZIL

> Santos Neto Advogados	Bruno Salama, Frederico Favacho
Silveiro Advogados	Pedro Chagas, Bia Kowalewski, Rodrigo Nascimento, Rafael Brunati
Vilas Boas Lopes e Frattari Advogados	Christian Sahb Batista Lopes
VALUABLE PRACTICE	
Bichara Advogados	Luiz Henrique Vieira, Fabio Ramos, Breno Carvalho Ganem
FAS Advogados in cooperation with CMS	Renata Homem De Melo, Carla Anastácio
Freitas Ferraz Capuruço Braichi Riccio Advogados	Adriano Ferraz, Bernardo Freitas
Freitas, Leite e Avvad Advogados	Claudio Fabricio Lima, Pedro Afonso Gutierrez Avvad
GVBG Gentil Monteiro, Vicentini, Beringhs e Gil Sociedade de Advogados	Fernando Gentil Monteiro, Terence Beringhs
Huck Otranto Camargo	Diego Billi Falcão, Priscila Jane dos Santos Minchillo Conde, Amanda Salis Guazzelli
Lacerda Diniz Sena Advogados	Rafael de Lacerda Campos, Rômulo José Martins, Eric Gariglio Nahum
Machado Associados	Mauro Takahashi Mori, Gilberto Cipullo, Rochelle Ricci
Manucci Advogados	Daniel Manucci, Edson Martins, Renato Andrade
Pereira Neto Macedo Advogados	Ricardo Ferreira de Macedo, Mônica Figueiredo de Camargo Arruda,
NOTABLE PRACTICE	
Almeida Advogados	André de Almeida, Pedro Tinoco, Leonardo Barém Leite
Bocater Advogados	Francisco da Costa e Silva, João Laudo Camargo, Maria Isabel Bocater, Jaques Wurman, Carlos Augusto Castelo Branco, José Luiz Braga
Cepeda Advogados	Flavia Anagnostopoulos
De Luca, Derenusson, Schuttoff Advogados	João Claudio De Luca Junior, Guilherme Filardi
Franco Leutewiler Henriques Advogados	Vitor Henriques, Gabriela Sella
Ferraz de Camargo e Matsunaga Advogados (FCAM)	Luciana Godoi Lorenti, Rodrigo de Mello Motta, Silvia Lira
VBSO - Vaz, Buranello, Shingaki & Oioli Advogados	Erik Frederico Oioli, Amanda Visentini Rodrigues, Renata Simon

B/LUZ: INNOVATION AND TECHNOLOGY ROYALTY



Luis Felipe Baptista Luz

Key Figure(s):
Luis Felipe Baptista Luz
Established: 2004

Track record: Leading M&A practice highly regarded for its outstanding expertise in advising tech companies, venture capital, and private equity funds on complex corporate deals. Noted for its multidisciplinary approach and the innovative use of advanced tools that enhance transparency and collaboration. With 15 new clients in its portfolio, b/luz continues expand impressively, a testament to the firm's commitment to excellence.

Team & differentiation: Headquartered in São Paulo, with additional offices in Florianópolis, Londrina, Porto Alegre and Miami, b/luz is a prominent name in the tech and innovation sectors. The M&A team, led by founding partner Luis Felipe Baptista Luz, comprises six partners and 16 associates, all focused on corporate transactions. The firm is also highlighted for its expertise in data protection, IP, tax and labor matters.

MIGUEL NETO ADVOGADOS: ESTABLISHED M&A TEAM



José Antônio Miguel Neto

Key Figure(s):
José Antônio Miguel Neto
Established: 1990

Track record: Renowned firm recognized for its expertise in guiding prominent clients through complex domestic and international M&A transactions in the technology, education, food and drink and real estate sectors. Widely known for its proficiency in post-deal restructuring and corporate governance, the firm also excels at providing tailored solutions for clients in joint ventures and capital investments.

Team & differentiation: Headquartered in São Paulo, Miguel Neto Advogados has nine partners and 29 associates focused on corporate transactions. The practice is spearheaded by founding partner José Antônio Miguel Neto, a 40-year law veteran. The firm recently expanded its client base, adding over 14 new companies to its portfolio, including key names from the pharmaceutical and payment solution industries.

CORPORATE / M&A: SMALL-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Gasparini, Nogueira de Lima e Barbosa Advogados	Marcus Phelipe Barbosa de Souza, Felipe Mavignier, Paula Taira Horiuti
Carvalho, Sica, Muszkat, Vidigal e Carneiro – CSMV Advogados	Graciema Almeida, Octávio Souto Vidigal Filho, André Sica
Monteiro de Castro, Setoguti Advogados	Rodrigo Castro, Guilherme Setoguti, Renato Jabur
EXCELLENT	
BBL Advogados	Victor Hugo Brito, Natalia Dias
Farroco Abreu Guarnieri Zotelli Advogados	Bruno H. S. Guarnieri
PGLaw	Carlos Portugal Gouvêa, Caio Henrique Yoshikawa, Rodrigo Fialho Borges
HIGHLY RECOMMENDED	
Carvalho Borges Araujo Advogados	Rodrigo Caldas de Carvalho Borges, Thiago de Mattos Rhein
Coelho & Dalle Advogados	Eduardo Coelho
Fleischman Advogados	Gustavo Fleischman, Julio Wehrs Fleischman, Rosinei Silvestre Libano, Marina Muniz Washington
Martins Villac Advogados	José Ricardo de Bastos Martins, Rafael Villac Vicente de Carvalho, Renato Oliveira Valença
IW Melcheds Advogados	Rodrigo Mello, Fernanda Passos, Gustavo Taiar
Urbano Vitalino Advogados	Delmar Siqueira, Ricardo Thomazinho, Hermes de Assis, Marcello Junqueira, Nathalia Fernandes
Peixoto & Cury Advogados	Pedro Cury, Claudia Soares Garcia
RECOMMENDED	
Araújo e Policastro Advogados	José Theodoro Alves De Araújo, Camila Araújo, Tania Mara Ferreira, Isabela Martins Xavier, Fernanda Pereira Leite
i2a Advogados	Marcos Sader, Luis Peyser, Alexis Borowik Rosa
Villemor Amaral Advogados	Hermano de Villemor Amaral, Alexandre Montoni, Eduardo Tranjan, Gabriel Bon de Macedo



M&A: RISING FIRMS

Best Law Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
BVZ – Bastos Bari Vilela Zugman Advogados	Ivo Bari, Renato Vilela
Champs Law	Guilherme Champs
Coelho & Dalle Advogados	Eduardo Coelho
Finocchio & Ustra Sociedade de Advogados	José Luis Finocchio Júnior, Felipe Lopes de Faria Cervone, Andrea Ometto Gonçalves Bittar Tincani
HRSA Sociedade de Advogados	Luis Gustavo Haddad, Bruno Robert, Ana Carolina Barbuio Affonso, Camila Marchetti Villares, Tiago Molina Ferreira, Lucas Carneiro Gorgulho Mendes Barros, Ricardo Vercesi Saad, Carolline Silva Soier, João Pedro Riscala Zilio, Ilberto da Silva Junior
Loeser e Hadad Advogados	Enrique Tello Hadad, Daniel Varga, Raphael Valentim
Marcos Martins Advogados	Marcos Martins Da Costa Santos
Marins Bertoldi Advogados	Marcelo Marco Bertoldi, Maurício Ribeiro Maciel, Caio Cesar Corso Quincozes, Carolina Schramm, Felipe Hauagge, Isabel Cristine de Lima Calvario, Vitória Araujo Bilbio Matschulat
Martinelli Advogados	Carolina Scopel, Cintia Meyer, Danie Oliveira, Eirick Merlo, Ettore Botteselli, Fernando Nees, Juliana Martinelli, Roberto Melo Franco Corrêa, Sara Rocha
Moreau Advogados	Pierre Moreau, Jean Pierre Moreau, Juliana Zanotto
Moreira Menezes, Martins Advogados	Mauricio Moreira Menezes, Carlos Martins Neto, Nicholas Furlan Di Biase, Ana Luiza Paes
Novotny Advogados	Paulo Penna, Gabriel Rios Corrêa
Orizzo Marques Gabrilli Coltro Advogados	Alessandro Orizzo, Fabio Marques, Guilherme Coltro, Debora Ribeiro
Rayes & Fagundes Advogados Associados	Carolina Taunay Joop, Tiago Gomes Cunha
Schroeder, Almeida Neto, Rocha, Martins & Mercadante Sociedade de Advogados (SA LAW)	Marcos Monteiro Schroeder, Sérgio Eduardo Marcon Filho
Serur Advogados	Eduardo Montenegro Serur, João Loyo de Meira Lins, Bruno Muzzi, Caio Vinícius Lins Azuirson
Simões Ribeiro Bernardini e Furiati Advogados	Osmar Simoes, Bruno Furiatti, Pedro Bernardini, Mariana Ribeiro
Sperling Advogados	Marcio Sperling, Felipe Garcia de Souza, Thomas Brink, Viviana Chahda Mendes
Tavernard Advogados	Mário Tavernard Martins de Carvalho, Murilo Melo Vale, Guilherme Vinseiro Martins
Terciotti, Andrade, Gomes, Donato Advogados (TAGD)	Patrícia Barcellos, Laercio Pellegrino Jr.

CORPORATE: REGULATORY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
BMA - Barbosa, Müssnich, Aragão	Paulo Cezar Aragão, Luiz Antonio Campos
Mattos Filho	Moacir Zilbovicius, João Ricardo de Azevedo Ribeiro, Rodrigo Figueiredo Nascimento
Pinheiro Neto Advogados	Fernando Meira, Alexandre Bertoldi, Carlos Alberto Moreira Lima Junior
Trindade Sociedade de Advogados	Marcelo Trindade
EXCELLENT	
1 Bocater, Camargo, Costa e Silva, Rodrigues Advogados	Francisco da Costa e Silva, Maria Isabel do Prado Bocater, João Laudo de Camargo, Maurício Jayme e Silva, Jaques Wurman, Bernardo Costa e Silva
Chediak, Lopes da Costa, Cristofaro - Advogados	Julian Fonseca Peña Chediak, Luiz Claudio Cristofaro, Pedro Paulo Cristofaro
Gustavo Gonzalez Advogados	Gustavo Gonzalez
Eizirik Advogados	Nelson Eizirik
Lefosse Advogados	Carlos Barbosa Mello
Machado Meyer Advogados	Adriana Pallis, Gustavo Rugani, Clarissa Freitas, Alessandra de Souza Pinto
Stocche Forbes Advogados	Fabiano Milani, Alessandra Zequi, Bruna Bellotto, Daphne Minerbo, Ricardo Freoa
Renteria Advogados	Pablo Renteria
Yazbek Advogados	Otavio Yazbek, Lucas Santana, Anelise Paschoal Garcia Duarte
2 Advocacia Von Adamek	Marcelo von Adamek
Cescon, Barrieu, Flesch & Barreto Advogados	Fernanda Cirne Montorfano Gibson, Luciana de Castro Mares Torres
Demarest Advogados	Paula Magalhães, Maiara Madureira Mendes, Luiz Felipe Eustaquio, Thiago Giantomassi, João Paulo Minetto
Trench Rossi Watanabe	Alvaro Schmidt Gallo Neto, Anna Tavares de Mello, Bruno von Dreifus
Spinelli Advogados	Sergio Spinelli Silva Junior
VBSO - Vaz, Buranello, Shingaki & Oioli Advogados	Erik Frederico Oioli, José Alves Ribeiro Jr., Henrique Vicentin Lisboa

ADVOCACIA VON ADAMEK: ARCHITECTS OF CORPORATE SUCCESS



Marcelo Vieira Von Adamek

Key Figure(s):
Marcelo Vieira Von Adamek
Established: 1958

Track record: A well-regarded boutique law firm, Advocacia von Adamek is frequently retained for the quality of its specialist advice on strategic corporate matters, including transactional and contractual structuring. The firm is noted for the exceptional standards of its legal opinions, as well as its strengths in civil and commercial litigation, arbitration and its German desk.

Team & differentiation: Headquartered in São Paulo, Advocacia von Adamek is home to a team of six expert attorneys, guided by experienced founding partner, Marcelo von Adamek. An authority in corporate and litigation law, he teaches commercial law at the University of São Paulo. The firm is widely acknowledged for its proficiency in capital markets and bankruptcy.

CORPORATE / M&A

Best International Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Skadden, Arps, Slate, Meagher & Flom	Paul Schnell, Filipe Areno
White & Case	Donald Baker
EXCELLENT	
Davis Polk & Wardell	Manuel Garciadiaz
Simpson Thacher & Barlett	S. Todd Crider, Grenfel S. Calheiros, Paulo Cardoso
HIGHLY RECOMMENDED	
Cleary Gottlieb Steen & Hamilton	Jeffrey S. Lewis, Francisco L. Cestero, Juan G. Giráldez
Clifford Chance	Anthony Oldfield,
Hogan Lovells	Isabel Costa Carvalho
Paul Hastings	Jonathan Kellner, Filipe Lima
Winston & Strawn	Rodigo Carvalho, Rodrigo Dominguez, Talbert Navia
RECOMMENDED	
DLA Piper	Amadeu Ribeiro, Marcello Hallake, Bruno Soares
Gunderson Dettmer	Christel H. Moreno
Milbank	Fabiana Sakai, Tobias Stirnberg



CORPORATE / COMMERCIAL: SOUTHEAST

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Azevedo Sette Advogados	Luís Ricardo Miraglia, Fernando Azevedo Sette, Ana Paula Terra
Madrona Fialho Advogados	Alice Dourado, Luciano Fialho, Patricia Alvarenga, Érico Andrade, Gustavo Magalhães, Leonardo Canabrava
EXCELLENT	
Cescon, Barrieu, Flesch & Barreto Advogados	Frederico Viana Rodrigues, Alice Fulgêncio Brandão
Machado Meyer Advogados	Gustavo Rugani, Bruno Costa
Rolim, Viotti, Goulart, Cardoso Advogados	Fábio Appendino, Luis Gustavo Miranda, Alessandra Rezende Torres
Vilas Boas Lopes Frattari Advogados	Christian Sahb Batista Lopes, Fernanda Galvão
HIGHLY RECOMMENDED	
Coimbra, Chaves & Batista Advogados	Paula Andrade Ribeiro Chaves, Rafael Costa Zimmer Prados, Francisco Camilo Gruppione Côrtes
Freitas Ferraz Advogados	Adriano Ferraz, Bernardo Freitas
Goulart & Colepicolo Advogados	João Gilberto Freire Goulart, Cristiano Silva Colepicolo, Pedro Paulo Moreira Rodrigues
Lacerda Diniz Sena Advogados	Rafael de Lacerda Campos, Rômulo José Martins, Eric Gariglio Nahum
Manucci Advogados	Daniel Manucci, Edson Martins, Renato Andrade
Portela, Lima, Lobato & Colen Advogados	Júlio de Carvalho Paula Lima, Milton Eduardo Colen, Gustavo de Ávila Rajão
Tavernard Advogados	Mário Tavernard Martins de Carvalho, Murilo Melo Vale, Guilherme Vinseiro Martins
RECOMMENDED	
DCOM - Drumond Cunha Oliveira Milagres	Victor Júlio Oliveira Milagres, Marcus Guimarães Drumond
Geraldo Néry Lopes Advogados	Geraldo Néry Lopes, Geraldo Teixeira Néry Lopes, Mariana Germano Gontijo
Gotlib Massara Rocha Advogados	Renzo Brandão Gotlib, David Massara Joanes, Pedro Figueiredo Rocha
Henrique Mourão Advocacia	Henrique Mourão, Raul de Araujo Filho, Renata Mangualde Felizardo
Maneira Advogados	Pedro Brito, José Elias de Pádua, Eduardo Caixeta
Nankran e Mourão Sociedade de Advogados	Luis Nankran, Pedro Mourão, Vitor Massoli
VALUABLE PRACTICE	
1 Almeida Advogados	Guilherme Doval, David Andrew Taylor, Tarcisio José Moreira Junior
Bernardes & Advogados Associados	Flavio Couto Bernardes, André Tostes
Chenut Oliveira Santiago Advogados	Philippe Bouataud-Sanz, Luiz Gustavo R.O. Rocholi, Iara Peixoto Melo
Sion Advogados	Alexandre Sion, Bernardo Pessoa
2 Loyola Advogados	Mariana Loyola
Marcelo Tostes Advogados	Pedro Vasconcellos, Lorena Castilho
Moura Tavares, Figueiredo, Moreira e Campos Advogados	Alexandre Figueiredo de Andrade Urbano, Leonardo de Almeida Sandes, Marcelo Belico da Cunha, Carolina Ferreira de Carvalho Versiani Caldeira
TPC Advogados	Renato Toledo da Cunha, Rafael Perpetuo de Oliveira, Gustavo Braga, Vinicius de Paula Michel

CORPORATE / COMMERCIAL: SOUTH

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Souto Correa Advogados	Carlos Fernando Souto, Gilberto Deon Corrêa Junior, Rodrigo Tellechea, Luis Felipe Spinelli, Raquel Stein
2 CMT – Carvalho, Machado e Timm Advogados	Rafael Bicca Machado, Giordano Andrei dos Santos, Henrique Tetsuaki Matsura Misawa
Silveiro Advogados	Pedro Chagas, Bia Kowalewski, Rodrigo Nascimento, Rafael Brunati
TozziniFreire Advogados	Maria Bofill, Luis Renato Ferreira da Silva, Fernanda Fossati
EXCELLENT	
Gaia Silva Gaede Advogados	Antonio C. Pacheco Jr, Ivan Alberto Hasse, Enrico Soffiatti, Juliana Joppert Lopes
Lippert Advogados	George Lippert Neto, Juliano Langaro Da Silva
Matter, Boettcher, Zanini e Souza Advogados	Carlos Klein Zanini, Rodrigo Rosa de Souza
Veirano Advogados	Fernando Gava Verzoni, Diego Lerner
Zulmar Neves Advocacia	Zulmar Neves
HIGHLY RECOMMENDED	
Berger, Simões, Plastina e Zouvi Advogados	Fabiano Zouvi
Hapner Kroetz Advogados	Tarcísio Araújo Kroetz
Justen, Pereira, Oliveira & Talamini	Eduardo Talamini, André Guskow Cardoso
Lollato Lopes Rangel Ribeiro Advogados	Felipe Lollato, Francisco Rangel Effting, Aguinaldo Ribeiro Junior
Martinelli Advogados	Carolina Scopel, Cintia Eliane Meyer, Daniel Oliveira, Eirick Merlo, Fernando Nees, Juliana Martinelli
Mosimann-Horn Advogados	Rafael Horn, Douglas Dal Monte, Rodrigo Horn, Lio Bocorny, Fábio Silveira
RECOMMENDED	
Andrade Maia Advogados	Júlio Cesar Goulart Lanes, Fábio Cardoso Machado, Nathália Ceratti Scalco
b/Luz	Rafael Peixoto Abal, Alexandre José de Pauli Santana
Braz, Coelho, Campos, Veras, Lessa e Bueno Advogados	Felipe Henrique Braz
Buzaglo Dantas Advogados	Marcelo Buzaglo Dantas
Cabanellos Advocacia	Luiz Henrique Cabanellos Schuh, Marcelo Lima Bertuol, João Otávio Bacchi Gutinieki, Christian Homero Groff
Goulart e Lamb Advogados	Gustavo Goulart, Felipe Lamb
Marins Bertoldi Advogados Associados	Marcelo Bertoldi, James José Marins de Souza, Maurício Ribeiro Maciel
Trench Rossi Watanabe	Cláudio Moretti
VALUABLE PRACTICE	
1 Araúz Advogados	Carlos Arauz Filho, Rodrigo Laynes Milla, Paulo Roberto Stoberl
Casillo Advogados	Michel Guerios, Luiz Phillip Moreira, João Casillo
Ilarrez Advogados	Lucas Martins Dias, Gabriela Caroline Debarba
Vernalha Pereira Advogados	Luiz Fernando Casagrande Pereira, Bruno Marzullo Zaroni
2 Andersen Ballão Advocacia	Wilson Spinelli Andersen Ballão
De Marck Advogados	Vladimir de Marck
Eichenberg, Lobato, Abreu & Advogados Associados	Lucas Braga Eichenberg
Menezes Niebuhr Sociedade de Advogados	Andre Lipp Pinto Basto Lupi, Gustavo Miranda Schlosser, Aline Guerra
Prolik Advogados	Flávio Oliveira, Heloísa Guarita Souza



BRAZIL

CABANELLOS ADVOCACIA: SHAPING COMMERCIAL GROWTH



Luiz Henrique Cabanellos Schuh

Key Figure(s): Luiz Henrique Cabanellos Schuh, Marcelo Lima Bertuol, João Otávio Bacchi Gutinicki and Christian Homero Groff
Established: 2001

Track record: A prominent regional law firm with a strong focus on business law, Cabanellos Advocacia plays a key role for clients in sectors such as technology, finance, agriculture and professional football. The firm provides expert counsel on corporate, tax, data protection, white-collar crime, regulatory, and antitrust issues, and is well-regarded for handling complex M&A transactions.

Team & differentiation: Cabanellos Advocacia, established in 2001 and headquartered in Porto Alegre, also has offices in São Paulo, Curitiba, and Florianópolis. The firm is led by the distinguished founding partner Luiz Henrique Cabanellos Schuh, who is renowned for his expertise in tax law and corporate law, particularly in corporate governance. The team is comprised of 13 partners.

MOSIMANN-HORN AVOGADOS: CORPORATE LAW EXCELLENCE



Rafael Horn

Key Figure(s): Rafael Horn, Douglas Dal Monte, Rodrigo Horn, Lio Bocorny and Fábio Silveira
Established: 1999

Track record: Recognized for its expertise in areas such as corporate, M&A, estate planning, data protection & privacy, environmental, administrative, real estate, labor and tax law. Also highly regarded for advising on intellectual property and implementing anti-corruption and anti-bribery compliance programs. Trusted by clients for its comprehensive legal services and deep technical knowledge.

Team & differentiation: Florianópolis-based Mosimann-Horn is home to a distinguished team of 44 partners and 16 associates, with deep expertise spanning real estate, tax, international business and environmental law. Under the leadership of CEO Rafael Horn, who also oversees the firm's corporate responsibility program, the firm is recognized for delivering exceptional legal services across these diverse practice areas.

SOUTO CORREA AVOGADOS: LEGAL LEADERS IN SOUTHERN BRAZIL'S CORPORATE LANDSCAPE



Carlos Fernando Souto

Key Figure(s): Carlos Fernando Souto, Gilberto Deon Corrêa Junior, Rodrigo Tellechea, Luis Felipe Spinelli and Raquel Stein
Established: 2013

Track record: Souto Correa Advogados advises major corporations and their shareholders on complex transactions, including high-profile mergers and acquisitions, corporate restructurings and joint venture agreements. The team works in close collaboration with its other practice areas, including bankruptcy, tax, labor, real estate and competition law, to provide comprehensive legal solutions in a prompt and effective manner.

Team & differentiation: With offices in São Paulo, Porto Alegre, Rio de Janeiro and Brasília, the firm comprises 30 partners and 169 associates, delivering expert legal counsel to leading regional, national and international clients. Specializing in corporate establishment and restructuring in Brazil, the firm offers strategic advice on complex matters, helping clients navigate the Brazilian legal landscape and optimize their operations.

CORPORATE / COMMERCIAL: CENTER-WEST

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Mattos Filho	Thiago Luís Sombra, Adriano Drummond Trindade
Pinheiro Neto Advogados	Carlos Vilhena, José Alexandre Buaiz Neto, Daniel Costa Rebello
EXCELLENT	
1 Ana Frazão Advogados	Ana Frazão, Angelo Prata de Carvalho
Piquet, Magaldi e Guedes Advogados	Guilherme Henrique Magaldi Netto, Arthur Lima Guedes, Daniel Bogéa
HIGHLY RECOMMENDED	
BRZ Advogados	Bruno Correa Burini
Dutra e Associados Advocacia	José Dutra Jr.
Hadmann & Dutra Advogados	Eric Hadmann Jasper
Justen, Pereira, Oliveira & Talamini	Eduardo Talamini, André Guskow Cardoso
Tomazette, Franca & Cobucci	Marlon Tomazzete, Henrique Arake
Vieira e Serra Advogados	Eduardo Serra Rossignieux Vieira, Leonardo Serra Rossignieux Vieira

CORPORATE / COMMERCIAL: NORTH

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Silveira, Athias, Soriano de Mello, Guimarães, Pinheiro & Scaff Advogados	Reynaldo Andrade da Silveira, Pedro Bentes Pinheiro Filho, Juarez Soriano de Mello
2 Andrade GC Advogados	Germano Costa Andrade, Armando Cláudio Dias dos Santos Junior, Keyth Yara Pontes Pina
DD&L Advogados Associados	Cláudia Lopes Bernardino, Átila de Oliveira Denys, Adriana Rother
EXCELLENT	
ASJUR - Higino, Sordi, Sousa, Toledano & Advogados Associados	José Higino de Sousa Netto
Cavalcante, Pereira & Advogados Associados	Ophir Cavalcante Júnior
FFV Advogados	Ugo Freire, Daniel Farias, Michel Viana, Saulo Pereira, Gustavo Pereira, Américo Ribeiro
Fonseca Brasil Advogados	Eduardo Brasil, Gustavo Fonseca, Brahim Bitar de Sousa
Mendes Advocacia e Consultoria	Lucca Darwich Mendes, Felipe Prata Mendes, João Paulo Mendes Neto, Arthur Laércio Homci da Costa Silva, Carlos Alberto Schenato Junior, Leonardo Costa Norat
HIGHLY RECOMMENDED	
Brandão Ozores Advogados	Luiz Felipe Brandão Ozores, Fábio Silva Andrade, Rennalt Lessa de Freitas
Nelson Wilians Advogados	Karem Lúcia Corrêa da Silva, Claudine Basilio
RECOMMENDED	
Abdulmassih Advogados	Chedid Abdulmassih
BF:LB Advogados	Bruno Frota, Leandro Benevides, Henrique Ribeiro
Coelho de Souza Sociedade de Advogados	Bruno Coelho de Souza, Roberta Coelho de Souza
Monteiro de Brito e Oliveira	Luis Antonio Monteiro de Brito
Jacob Nogueira, Bastos & Choy	Daniel Jacob Nogueira
SiqueiraCastro	Cassio Chaves Cunha, Gustavo Gonçalves Gomes
Xerfan Advocacia	Roberto Tamer Xerfan Jr., Leonardo Xerfan, Thiago Rezende, Thiago Mendes, Arthur Nobre, Raul Fraiha

FFV ADOVAGADOS: DISTINGUISHED CORPORATE AUTHORITY



Ugo Vasconcelos Freire

Key Figure(s):
Ugo Vasconcelos Freire
Established: 2002

Track record: Belém-headquartered firm known for its strong expertise in environmental, civil, real estate, corporate, labor and tax law. Frequently engaged by major players in the consumer goods, agribusiness, real estate and mining sectors, owing to the firm's high-quality services and the scholarly background of its lawyers. Valued for its ability to handle complex matters across these diverse practice areas.

Team & differentiation: With over 20 years in the Brazilian legal landscape, FFV Advogados boasts a team of 11 partners and 35 associates, led by experienced founders Ugo Freire, Daniel Farias and Michel Viana. The firm is widely respected for its strategic and forward-thinking approach to legal challenges and distinguished by its commitment to innovation and problem-solving strategies.

XERFAN ADVOCACIA: NORTH-BASED POWERHOUSE



Roberto Tamer Xerfan Jr.

Key Figure(s):
Roberto Tamer Xerfan Jr.
Established: 1999

Track record: Prominent North-based firm, well-regarded for its expertise in handling complex dispute resolution and judicial recovery cases. Regularly retained by leading companies across multiple sectors, including construction, real estate and hospitality, due to its tailored and efficient legal services. The firm is also noted for its growing expertise in the agribusiness sector, serving an expanding client base.

Team & differentiation: Belém-headquartered Xerfan Advocacia is led by respected founding partner Roberto Tamer Xerfan Jr. The team, consisting of eight seasoned attorneys, is trusted by key clients such as Agropalma, Sinepe, and Quadra Engenharia. Highlighted for its proficiency in handling complex legal matters, it is known as a go-to firm for clients seeking expert counsel across various corporate law areas.

MENDES ADVOCACIA E CONSULTORIA: TRAILBLAZING LEGAL TEAM



Felipe Prata Mendes

Key Figure(s):
Lucca Darwich Mendes
and Felipe Prata Mendes
Established: 2015

Track record: Top-tier Belém-based law firm, frequently chosen by leading companies in the health-care, agribusiness and real estate industries due to the high quality of its legal services in a range of corporate, labor, civil, real estate and tax matters. Singled out for the strong academic credentials of its attorneys, the firm is known for delivering comprehensive, client-focused solutions.

Team & differentiation: Mendes Advocacia e Consultoria's team consists of 30 skilled lawyers, captained by founding partners Lucca Darwich Mendes and Felipe Prata Mendes. Specializing in both advisory and litigation services, the firm is distinguished by the strong academic background of its professionals and is widely recognized for its tailored approach and deep understanding of client need.



**NELSON WILIANS ADVOGADOS:
MULTI-SECTOR LITIGATION EXCELLENCE**



Nelson Wilians

Key Figure(s):
Nelson Wilians
Established: 1999

Track record: Well-established firm known for providing comprehensive legal services across multiple sectors. The firm is recognized for its expertise in labor, tax, corporate and real estate law, as well as in strategic criminal cases and agribusiness matters. Its proficiency in handling LGPD-related actions in recent years has further solidified its reputation as a versatile legal partner.

Team and differentiation: Nelson Wilians Advogados stands out for its extensive national presence, with branches in each state capital and in other key cities across the country – 29 in all. It also has representative offices across Latin America, North America and Europe. This broad reach, combined with a modern approach, makes NWADV a go-to firm for clients seeking counsel in labor, tax, real estate and other areas of corporate law.

**ASJUR - HIGINO, SORDI, SOUSA, TOLEDANO &
ADVOGADOS ASSOCIADOS: CORPORATE EXPERTS**



José Higino de Sousa Netto

Key Figure(s): José Higino de Sousa Netto
Established: 1975

Track record: Established corporate law firm from the north known for delivering expert counsel on complex labor, environmental, compliance and consumer law matters. Regularly engaged for its comprehensive approach in handling corporate labor issues, offering clients guidance on a wide range of related topics, including risk management and litigation. Recognized for the strong academic background of its professionals.

Team & differentiation: Headquartered in Manaus, ASJUR Advogados Associados boasts a team of 18 skilled associates, led by experienced founding partners José Higino de Sousa Neto, João Bosco Toledano and Marcio Luiz Sordi. The firm is praised for its deep expertise in the healthcare sector and valued by leading companies in the north for its practical, business-focused advice.



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CORPORATE / COMMERCIAL: NORTHEAST

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Da Fonte, Advogados	Alexandre Andrade Da Fonte Filho, Rogério Da Fonte
2 Coelho & Dalle Advogados	Eduardo Coelho
EXCELLENT	
Martorelli Advogados	João Humberto Martorelli, Nathália Grizi
Queiroz Cavalcanti Advocacia	Camila Oliveira, Manuela Moura, Gabriela Figueiras
Serur Advogados	Eduardo Montenegro Serur, João Loyo de Meira Lins, Bruno Muzzi, Caio Vinícius Lins Azuirson
Urbano Vitalino Advogados	Delmar Siqueira, Hermes de Assis, Nathalia Fernandes
Valença & Associados Advocacia e Consultoria	André Parente, Marcio Rafael Gazzineo, Daniel Cidrão, Nelson Valença, Débora Parente Rocha, Saulo Alencar Castro
HIGHLY RECOMMENDED	
Advocacia Galdino & Rebêlo	Luís Felipe De Souza Rebêlo
Mello Pimentel Advocacia	Marcus Heronydes Batista Mello, Márcio Blanc Mendes
Pupe Braga Monteiro Zirpoli Advogados	Marcelo Pupe Braga, Rodrigo Zirpoli
Severien Andrade Advogados	Francisco Loureiro Severien
RECOMMENDED	
Batista, Fazio, Manzi & Milet Advogados	Rafael Fazio
Bomfim Novis Advogados	Elisa Gantois Novis, Rafaela Setenta, Luísa Pinheiro
Colares Advogados	Rodrigo Colares, Débora Vieira
Nunes Costa Advocacia	Fabiana Nunes
Pessoa & Pessoa Advogados Associados	André Pessoa
R. Amaral Huland	Laerte de Castro Alves, Ted Pontes, Raphael Araujo



GENERAL BUSINESS LAW: STATE OF SÃO PAULO

Best Regional Law Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
Andrade Jr. Advogados	Luiz Carlos Andrade Jr., Nathan Pennacchioni, Keythilin Christofolletti
Brasil Salomão e Matthes	Luciana Campregheer Doblaz Baroni
Claudio Zalaf Advogados e Associados	Claudio Felipe Zalaf
Diego Joaquim & Advogados	Diego Joaquim
Emerenciano, Baggio & Associados	Adelmo da Silva Emerenciano, Luiz Augusto Baggio, Robertson Emerenciano
Finochio & Ustra Advogados	José Luis Finocchio Junior
FVA advogados - Fonseca Vannucci Abreu	Geraldo Fonseca, João Victor Carvalho de Barros
Garcia de Lima Sociedade de Advogados	Eduardo Garcia de Lima, Raquel Köberle, Leandro Garcia de Lima
GHP Advogados (Gomes & Hoffmann, Bellucci e Piva Advogados)	Susy Gomes Hoffmann, Mauricio Bellucci, Silvia Helena Gomes Piva
Lima Junior, Domene Advogados	João Lima Junior, Ana Cristina de Castro Ferreira, Fabiano da Rocha Grespi
Marcos Martins Advogados	Leonardo Adriano Ribeiro Dias, Marcos Martins
Martinelli Advogados	André Lara Cardoso Garcia, Bruno Baccan Pereira, Fabio Zanin Rodrigues, Lyzannia De Oliveira Renner, Cláudia Augusto De Freitas, Fernando Plinio Ussem Zacchi
Mattos Filho	João Marcos Colussi
Oliveira e Olivi Advogados Associados	Adirson de Oliveira Beber Junior
Reis Advogados	Felipe Reis
Tortoro, Madureira & Ragazzi Advogados	Caio Medici Madureira, Carlos Augusto Tortoro Junior, Nestor dos Santos Saragiotto
TozziniFreire Advogados	Aloisio Carneiro da Cunha Menegazzo, André Barabino

MARCOS MARTINS ADVOGADOS: DISTINGUISHED SÃO PAULO LAW FIRM



Marcos Martins

Key Figure(s):
Marcos Martins
Established: 1983

Track record: Marcos Martins Advogados is a well-established law firm recognized for its excellence in corporate, tax, litigation, arbitration and labor law. Headquartered in Marília, with an office in São Paulo, the firm is a regional leader in providing strategic legal services and tackling complex legal matters for a wide range of industries.

Team & differentiation: With decades of experience, the firm stands out for its technical precision and personalized legal solutions that meet the specific needs of its clients. Marcos Martins Advogados has built a reputation as a trusted partner for companies seeking comprehensive legal support and tailored advice.

MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 BMA - Barbosa, Müssnich, Aragão	Barbara Rosenberg, Marcos Exposto, José Inacio Ferraz de Almeida Prado Filho
Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados	Lauro Celidonio Neto, Marcio Soares
2 Machado Meyer Advogados	Tito Amaral de Andrade, Maria Eugenia Novis
Pinheiro Neto Advogados	Cristianne Zarzur, José Alexandre Buaiz Neto, Leonardo Peres da Rocha e Silva
EXCELLENT	
Caminati Bueno Advogados	Eduardo Caminati, Marcio Bueno, Luiz Fernando Coimbra
Cescon, Barriau, Flesch & Barreto Advogados	Joyce Midori Honda, Ricardo Lara Gaillard
Demarest Advogados	Daniel Andreoli, Bruno Drago
Lefosse Advogados	Paola Pugliese, Milena Mundim
Magalhães e Dias Advocacia	Carlos Francisco de Magalhães, Gabriel Nogueira Dias, Fabio Nusdeo
PNM - Pereira Neto Macedo Rocco Advogados	Caio Maio da Silva Pereira Neto, Daniel Douek, Ricardo Ferreira Pastore
HIGHLY RECOMMENDED	
Advocacia José Del Chiaro	José Del Chiaro, Ademir Antonio Pereira Junior
Berardo Advogados	José Carlos Berardo
Grinberg Cordovil Advogados	Mauro Grinberg, Leonor Cordovil, Karen Ruback
Levy & Salomão Advogados	Bolívar Moura Rocha, Ana Paula Martinez, Mariana Tavares de Araujo
Lobo de Rizzo Advogados	Sergio Varello Bruna, Natalia Salzedas Pinheiro da Silveira
Stocche Forbes Advogados	Ana Paula Paschoalini
Todorov, Giannini & Nisiyama Advogados	Francisco Todorov, Adriana Giannini, Lorena Nisiyama
TozziniFreire Advogados	Marcelo Calliari, Guilherme Ribas, Marcel Medon Santos
Trench Rossi Watanabe	Paulo Casagrande, Francisco Niclós Negrão, Tulio Freitas do Egito Coelho
VMCA - Vinicius Marques de Carvalho Advogados	Ticiano Lima, Marcela Mattiuzzo
RECOMMENDED	
Brolio Gonçalves Advogados	Priscila Brolio Gonçalves, Mariana Villela
Campos Mello Advogados	Luciana Martorano
Madrona Fialho Advogados	Luis Nagalli, Julia Haddad Niemeyer
Marcos Veríssimo Advogados (MVA)	Marcos Paulo Verissimo, Ana Carolina Carvalho
Mello Torres	Fabricio A. Cardim de Almeida
Veirano Advogados	Leonardo Maniglia Duarte, Enrico S. Romanielo
VALUABLE PRACTICE	
Cascione Advogados	Denise Junqueira
Dias Carneiro Advogados	Joyce Ruiz Rodrigues Alves
L.O. Baptista Advogados	Patricia Agra Araujo
Marchini Botelho Caselta Advogados	Aurélio Marchini Santos, Ricardo Botelho, Daniel Caselta
Sampaio Ferraz Advogados	Tércio Sampaio Ferraz Jr., Thiago Francisco da Silva Brito
Mudrovitsch Advogados	Victor Santos Rufino
Vilanova Advocacia	Polyanna Vilanova



REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bicalho Navarro Advogados	Rodrigo Cury Bicalho, Renato José Mirisola Rodrigues, Thiago Antonio Dias
Duarte Garcia, Serra Netto e Terra	Marcelo Terra, Guilherme Caffaro Terra, Natália Japur, José Carlos Baptista Puoli, Natalie Collet Feitosa Lange, Helena Mendonça de Toledo Arruda
Pinheiro Neto Advogados	Luciano Garcia Rossi, Franco Musetti Grotti, Gustavo S. Freitas
EXCELLENT	
1 Campos Mello Advogados	Bernardo Buarque Schiller, Ivandro Trevelim, Fabio Perrone Campos Mello
KLA Advogados	Pedro Cortez, Tomaz Matheus, Rodrigo Pontes
PMK Advogados	Fernando Maximiano, Rafael Gobbi, Patricia Monteiro
VBD Advogados	Olivar Lorena Vitale Junior, Rodrigo Antonio Dias, Daniele Brandão Gazel de Araújo, Bruno Sales da Silva, Flávio Coelho de Almeida
2 Machado Meyer Advogados	Maria Flavia Seabra, Fatima Tadea Rombola Fonseca, Bruno Costa
Mattos Filho	Rossana Fernandes Duarte, Mariana Spoto Cobra, Janaína Vargas
Stocche Forbes Advogados	Alexandre Clápis, Vilmar Lima Carreiro Filho, Débora Andrade Stupp Santiago
Tauil & Chequer Advogados	José Paulo Marzagão, Ludmila Braga
HIGHLY RECOMMENDED	
i2a Advogados	Luis Peyser, Ronaldo Ishikawa, Vanessa A. Oliveira
Lefosse Advogados	Andréa Caliento, Mariana Rodrigues
TozziniFreire Advogados	Vladimir Miranda Abreu, Pablo Meira Queiroz
RECOMMENDED	
Amaral e Nicolau Advogados	José Vicente Amaral Filho, Julio Nicolau Filho
BMA - Barbosa, Müssnich, Aragão	Cristiana Moreira, Guilherme Zoghbi Ayala
Caselli Guimarães Advogados	Lúcia Silveira Frias, Fernanda Inhasz
Demarest Advogados	Lucas Tavares Bueno, Marc Stalder, Thiago Giantomassi
Gustavo Padilha Advogados	Gustavo Pinheiro Guimarães Padilha, Celio dos Santos Kelab, Mariana Neves Monteiro
Huck Otranto Camargo	Estela Monteiro Soares de Camargo, Thalita Duarte Henriques Pinto, Paulo Vitor Paula Santos Zampieri
Lacaz Martins, Pereira Neto, Gurevich & Schoueri Advogados	Erica Fernandes Campos Verissimo, Flavia Meira de Castro Checchia
Madrona Fialho Advogados	Eduardo Tristão
Veirano Advogados	Rodrigo de Castro, Raphael Moreira Espírito Santo, Diego Lerner
VALUABLE PRACTICE	
Cascione Advogados	Fábio Cascione
Cescon, Barrieu, Flesch & Barreto Advogados	Marcos Lopes Prado
Lobo & Lira Advogados	José-Ricardo Pereira Lira, Joana Ribeiro, Juliana Zielinsky

Lobo de Rizzo Advogados	Fernanda Christina de Souza Rosa
NFA - Negrão Ferrari Advogados	Ricardo Negrão
Pantano Advogados	Tania Pantano
Portela, Lima, Lobato & Colen Advogados	Humberto Rossetti Portela, Júlio de Carvalho Paula Lima, Milton Eduardo Colen
Silveiro Advogados	Rodrigo Mutti, Nicolas Aires Paiva, Bruna Quintana, Ana Larissa da Rosa Pereira, Giovanni Mendes Ribeiro Pallaoro
Souto Correa Advogados	Gilberto Córrea Jr.

NOTABLE PRACTICE

1 AmatuZZi Advogados	Bruno AmatuZZi, Gabriela Pacela Moraes, Daniel Cardoso Gomes
CGM Advogados	Carolina Penteado da Costa Galvão
Eichenberg, Lobato, Abreu & Advogados Associados	Lucas Braga Eichenberg, Carlos Eduardo Fransceschini Lobato, Theo Keiserman de Abreu
FreitasLeite Advogados	Cristiano da Cruz Leite
Goulart Colepicolo Advogados	João Gilberto Freire Goulart
Martens & Dornaus Advogados	Georges Louis Martens Filho, Victor Dornaus
Romani Advogados	Tarso Romani
2 ALM Advogados	Telmo Arbex Linhares, Rubens Leonardo Marin
Andrade Foz Advogados	Carolina Moura Foz
/asbz	Raquel de Moraes Laudanna
Claudio Mandelblatt Advogados Associados	Claudio Mandelblatt, Ilan Levacov, Carolinne Barcelos, Ananda Ulhoa
Dib, Almeida, Laguna e Manssur	Luis Rodrigo Almeida, William Adib Dib Junior
Isoldi Advogados	Maria Cecilia Guimarães Isoldi
Lange Conti Advogados	Renata Lange Moura, Fabiana Conti Della Manna
VBSO Advogados	Erik Frederico Oioli, José Alves Ribeiro Jr., Henrique Vicentin Lisboa
Viseu Advogados	Giselle Vergal Lopes

GUSTAVO PADILHA ADVOGADOS: STRATEGIC REAL-ESTATE COUNSEL



Gustavo Pinheiro
Guimarães Padilha

Key Figure(s): Celio dos Santos Kelab, Mariana Neves Monteiro and Gustavo Pinheiro Guimarães Padilha
Established: 1997

Track record: Esteemed real estate boutique with over two decades of experience providing tailored legal solutions to both personal and business clients. Recognized for advising on complex construction projects, property acquisitions and built-to-suit agreements. The firm's multidisciplinary approach, combined with the strong academic background of its lawyers, ensures innovative and client-specific strategies.

Team & differentiation: With offices in Rio de Janeiro, São Paulo and Belo Horizonte, the firm boasts a highly qualified team of nine partners and 72 associates. Founding partner Gustavo Padilha is a go-to name in shopping center matters. The firm is known for its personalized client partnerships and offers services in corporate, M&A, capital markets and labor law. Clients include BRMalls, Queiroz Galvão and Cyrela.

CLAUDIO MANDELBLATT ADVOGADOS: SHAPING HIGH-IMPACT REAL ESTATE VENTURES



Claudio Mandelblatt

Key figure(s): Carolinne Barcelos, Ilan Levacov, Claudio Mandelblatt and Ananda Ulhoa
Established: 2007

Track record: Specialized boutique, regularly selected by leading players for its expertise in acquisitions, joint ventures, due diligence, built-to-suit arrangements, and sale-and-leaseback transactions. Valued for its tailored legal solutions, the firm advises on a variety of real estate developments, including shopping centers, residential projects and hotel ventures. Clients include Gafisa, Cyrela, and Cury Construtora.

Team & differentiation: Distinguished Rio-based firm headed by Claudio Mandelblatt, a key figure in city's real estate sector. The team, consisting of four partners and seven specialist associates, provides comprehensive services, including drafting a broad range of real estate contracts and structuring joint ventures. The firm also assists with litigation, arbitration, tax and wealth management matters.



POWER LAW

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Julião Coelho Advocacia	Julião Silveira Coelho, Camila Alves Angoti de Moraes, Pedro Henrique Maciel Fonseca
Lefosse Advogados	Raphael Gomes, Pedro Dante
Ulhôa Canto Advogados	Isabel Lustosa
EXCELLENT	
Edelstein Advogados	André Fabian Edelstein, Ana Clara Brito, Gabriel Faria Bernardes
Machado Meyer Advogados	Ana Karina Esteves de Souza, Paulo Machado, Laura Souza
Mattos Filho	Fabiano Ricardo Luz de Brito, Giovani Loss, Felipe Feres
Pinheiro Neto Advogados	José Roberto Oliva Júnior
Rolim Goulart Cardoso Advogados	Maria João Rolim, Helvécio Franco Maia Júnior, Vitor Sarmento de Mello
Serrão Advogados	André Serrão
SiqueiraCastro	Humberto Negrão
Tauil & Chequer Advogados	Débora Yanasse, Bruno Salzano
HIGHLY RECOMMENDED	
1 Mundie e Advogados	Rafael Fabbri D'Avila
Sergio Bermudes Advogados	Marcio Vieira Souto Costa Ferreira, Vitor Ferreira Alves de Brito, Elena Landau
2 Advocacia Bettiol	Luiz Antonio Bettiol, Marcio Pina
Baggio e Costa Filho Sociedade de Advogados	Guilherme Baggio
Demarest Advogados	Rosi Costa Barros
Madrona Fialho Advogados	Rodrigo Machado
TozziniFreire Advogados	Leonardo Miranda, Jun Makuta
Veirano Advogados	Alberto Büll, Daniel Engel, Ana Carolina Barretto
RECOMMENDED	
/asbz	Daniel H. Ribeiro do Valle, Rafael Janiques, Nicole Alvo
GSA - Girardi & Schmitke Advogados	Claudio Girardi
Lobão Cosenza, Figueiredo Cavalcante Advogados Associados	Caio Figueiredo Cavalcante, Tiago Lobão Cosenza, Valéria De Souza Rosa
LO Baptista	Henrique Reis, Maria Beatriz Grella Vieira
Souto Correa Advogados	Tiago Figueiró, Eduardo Evangelista
Stocche Forbes Advogados	Frederico Moura, Bruno Gandolfo, Mariana Saragoça
Trench Rossi Watanabe	José Roberto Martins, Mauricio Pacheco
VALUABLE PRACTICE	
Braz, Coelho, Campos, Veras, Lessa e Bueno Advogados	Felipe Henrique Braz, Rafael Veras de Freitas
Dias Carneiro Advogados	Thiago Vallandro Flores, Ricardo Sanches, Gustavo Junqueira
Freitas Ferraz Advogados	Thiago Riccio
Furcolin Mitidieri Advogados	Felipe Furcolin, Marcos Mitidieri, Daniela Afonso
Terciotti Andrade Gomes Donato Advogados	Marvin Menezes
VPBG - Vella Pugliese Buosi e Guidoni Advogados	Antonio Carlos Guidoni, Gabriella Maranesi Najjar, Antonio Celso Pugliese

ULHÔA CANTO ADVOGADOS: EXPERT ENERGY SECTOR SOLUTIONS



Isabel Lustosa

Key Figure(s): Isabel Lustosa
Established: 1959

Track record: Ulhôa Canto has played a key role in the legal structuring of federal privatizations, regulatory frameworks, and the creation of institutions such as ANEEL, ONS and CCEE. With over 500 legal opinions on electric power sector-related legislation, the firm is a leading one-stop shop for the most complex and sensitive issues involving generation, distribution, transmission and trading of electricity.

Team & differentiation: The firm's power practice, led by Harvard Law School graduate Isabel Lustosa, boasts extensive experience in regulatory, administrative and judicial disputes, as well as in arbitration and project finance. Lustosa is held in high regard by peers for her leadership in the energy sector. Ulhôa Canto's team provides cutting-edge legal solutions from its offices in Rio de Janeiro, São Paulo and Brasília.

OIL & GAS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Mattos Filho	Giovani Loss, Felipe Feres, Nilton Mattos
Tauil & Chequer Advogados	Alexandre Chequer, Bruno Triani Belchior, Victor Galante
2 Machado Meyer Advogados	Daniel Szyfman, Maria Fernanda Soares, Fernando Xavier
EXCELLENT	
Campos Mello Advogados	Alexandre Calmon, Marcelo Frazão, Rogério Campos
Demarest Advogados	David Meiler, João Almeida, Marina Aidar
Lefosse Advogados	Felipe Boechem, Jayme Freitas
HIGHLY RECOMMENDED	
Pinheiro Neto Advogados	Marcelo Viveiros de Moura, Ricardo Coelho, Bianca Pumar
Schmidt, Valois, Miranda, Ferreira & Agel	Paulo Valois Pires, Rogério Miranda, Sonia Agel
Trench Rossi Watanabe	Danielle Valois
Vieira Rezende Advogados	Daniela Ribeiro Davila, Thiago Luiz Silva, Paula Padilha Cabral
RECOMMENDED	
Cescon, Barrieu, Flesch & Barreto Advogados	Rafael Baleroni
Faveret Tepedino Londres Fraga	José Roberto Faveret Cavalcanti
VALUABLE PRACTICE	
Alexandre Aragão Advogados	Alexandre Santos de Aragão
BRZ Advogados	Bernardo Pedrete
Kincaid Mendes Vianna Advogados	Godofredo Mendes Vianna, Camila Mendes Vianna Cardoso, Paulo Fernandes
SiqueiraCastro	Luis Menezes, Carlos Roberto Siqueira Castro
Stocche Forbes Advogados	Guilherme Forbes, Frederico Moura, Bruno Gandolfo, Mariana Saragoça, Marco Saliba
Veirano Advogados	Ali El Hage Filho, Livia Amorim

PROJECT FINANCE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Machado Meyer Advogados	Jose Virgilio Lopes Enei, Mauro Bardawil Penteado, Jose Prado
Mattos Filho	Marina Anselmo Schneider, Pablo Sorj, Thiago Moreira
2 Stocche Forbes Advogados	Guilherme Forbes, Frederico Moura, Bruno Gandolfo
Lefosse Advogados	Miriam Signor
Lobo de Rizzo Advogados	Andre Ramos Bedim, Gabriela Ponte Machado, Guilherme Cooke
EXCELLENT	
Cescon, Barrieu, Flesch & Barreto Advogados	Maurício Teixeira dos Santos, Rafael Baleroni
Pinheiro Neto Advogados	Júlio César Bueno, Ricardo Coelho, Ricardo Russo
Tauil & Chequer Advogados	Eduardo Lima, Luis Montes, Anna Gouvea
Pinheiro Guimarães Advogados	André Sigelmann, Roberta Pimentel Fonseca, Paloma Lima
HIGHLY RECOMMENDED	
Demarest Advogados	Bruno Aurélio, Thiago Giantomassi, Marina Aidar, Leticia Galdino Wanderley, Izabella Reis, Renan Sona
Dias Carneiro Advogados	Thiago Vallandro Flores, Ricardo Sanches, Gustavo Junqueira
TozziniFreire Advogados	Leonardo Miranda, Jun Makuta, Karin Yamauti Hatanaka
Veirano Advogados	Ana Carolina Barretto, Pedro Aguiar de Freitas, Robson Barreto
RECOMMENDED	
Mello Torres	Clovis Torres
Vieira Rezende Advogados	Cláudio Guerreiro, Claudio Roberto Pieruccetti Marques, Roberto Barros
VALUABLE PRACTICE	
BMA - Barbosa, Müssnich, Aragão	Rafael Dutra
Campos Mello Advogados	Fabiano Gallo
Cascione Advogados	Fábio de Souza Aranha Cascione
Souto Correa Advogados	Tiago Figueiró



PROJECT DEVELOPMENT

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Machado Meyer Advogados	Jose Virgilio Lopes Enei, Mauro Bardawil Penteado, José Prado
Mattos Filho	Marina Anselmo Schneider, Pablo Sorj, Thiago Moreira
EXCELLENT	
1 Stocche Forbes Advogados	Guilherme Forbes, Bruno Gandolfo, Ana Clara Viola Ladeira
Tauil & Chequer Advogados	Bruno Werneck, Alexandre Chequer, Henrique Rocha
Lobo de Rizzo Advogados	Marcelo Lennertz, Rodnei Iazzetta
2 Cescon, Barrieu, Flesch & Barreto Advogados	Maurício Teixeira dos Santos, Rafael Baleroni
Pinheiro Neto Advogados	Júlio César Bueno, Ricardo Coelho, Ricardo Russo
Lefosse Advogados	Miriam Signor
Pinheiro Guimarães Advogados	André Sigelmann, Roberta Pimentel Fonseca, Paloma Lima
HIGHLY RECOMMENDED	
Demarest Advogados	Bruno Aurélio, Renan Sona, Marina Ferraz Aidar, Virgínia Mesquita, Rosi Costa Barros
Dias Carneiro Advogados	Ricardo Sanches, Paulo Leme
Giamundo Neto Advogados	Luiz Felipe Pinto Lima Graziano, Antonio Carlos Bastos, Diogo Albaneze Gomes Ribeiro
Justen, Pereira, Oliveira & Talamini	Cesar Pereira, Rafael Wallbach Schwind
TozziniFreire Advogados	Leonardo Miranda, Jun Makuta, Ana Carolina Calil
Veirano Advogados	Ana Carolina Barretto, Pedro Aguiar de Freitas, Robson Barreto
Vernalha Pereira Advogados	Fernando Vernalha, Angélica Petian, Rodrigo José Oliveira Pinto de Campos
RECOMMENDED	
Arap, Nishi e Uyeda Advogados	Massami Uyeda, Sami Arap
Azevedo Sette Advogados	Frederico Bopp Dieterich, Rafael Adler, Leonardo Moreira
Manesco, Ramires, Perez, Azevedo Marques Sociedade de Advogados	Florianio de Azevedo Marques Neto
Mello Torres	Clovis Torres, Diogo Octavio Nebias
Toledo Marchetti Advogados	Leonardo Toledo da Silva, Marcelo Vicentini Marchetti, Rodrigo Esposito Petrasso
Trench Rossi Watanabe	José Roberto Martins, Danielle Valois, Henrique Frizzo
VALUABLE PRACTICE	
1 Felsberg Advogados	Maria da Graça Pedretti, Marianne Albers, Ligia Schlittler
Rolim Goulart Cardoso Advogados	Luis Gustavo Miranda, Fábio Appendino
Schmidt, Valois, Miranda, Ferreira & Agel	Antonio Luís Ferreira, Paulo Valois Pires, Rogério Miranda
SiqueiraCastro	Carlos Roberto Siqueira Castro, Thiago de Oliveira
Souto Correa Advogados	Tiago Figueiró
Souza Okawa Advogados	Rosane Menezes Lohbauer, Fernando Gallacci
Vieira Rezende Advogados	Cláudio Guerreiro, Claudio Roberto Pieruccetti Marques, Roberto Barros
VPBG - Vella Pugliese Buosi e Guidoni Advogados	Gabriella Maranesi Najjar, Anderson Moura, Pedro G. Seraphim
Xavier Vasconcelos Advogados (XVA)	Eduardo Xavier, Beto Vasconcelos, Ana Luísa Pinto
2 BMA - Barbosa, Müssnich, Aragão	José Guilherme Berman, Ana Cândida de Mello Carvalho
Campos Mello Advogados	Fabiano Gallo
Madrona Fialho Advogados	Rodrigo Machado
Pereira Neto Macedo Rocco Advogados	Caio Mario da Silva Pereira Neto, Mateus Piva Adami, Daniel Douek
Portugal Ribeiro Advogados	Mauricio Portugal Ribeiro
Queiroz Maluf Sociedade de Advogados	Letícia Queiroz de Andrade
Ulhôa Canto Advogados	Isabel Lustosa
NOTABLE PRACTICE	
Aroeira Salles Advogados	Alexandre Aroeira Salles
Braz Campos Advogados	Rafael Vêras, Leonardo Coelho Ribeiro, Felipe Henrique Braz
Dal Pozzo Advogados	Augusto Neves Dal Pozzo, Antonio Araldo Ferraz Dal Pozzo, João Negrini
Lampert Advogados	Claudio Lampert
Piquet, Magaldi e Guedes Advogados	Daniel Bogéa, Gilberto Mendes Calasans Gomes

MINING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cescon, Barrieu, Flesch & Barreto Advogados	Marcelo Mendo de Souza, Mauricio Pellegrino de Souza, Paula Azevedo
Mattos Filho	Adriano Drummond C. Trindade
Veirano Advogados	Carlos Americo Castro, Pedro Garcia
William Freire Advogados Associados	William Freire, Tiago de Mattos Silva, Bruno Costa
EXCELLENT	
BSBC - Borba, Simões Barbosa, Bessone, Cristofaro Advogados	Virgilio Borba, Daniela Bessone
Pinheiro Neto Advogados	Carlos Vilhena
HIGHLY RECOMMENDED	
Azevedo Sette Advogados	Fernando Azevedo Sette, Leonardo Lamego
Machado Meyer Advogados	Pedro Henrique Jardim, Lilliam Fernanda Yoshikawa, Ana Karina Esteves de Souza
Mello Torres	Clovis Torres, Renata Ribeiro Kingston, Solange Costa
Rolim, Goulart, Cardoso Advogados	Thiago Pastor Alves Pereira, Fábio Appendino
Sion Advogados	Alexandre Oheb Sion, Bernardo Pessoa, Luiza Guerra
RECOMMENDED	
Lacerda Advogados	Carlos Alberto Lacerda
Lima Feigelson Advogados	Marcello Ribeiro Lima Filho, Bruno Feigelson, Thiago Costa
VALUABLE PRACTICE	
Almeida Advogados	André de Almeida, Guilherme Doval, Tarcisio José Moreira Júnior
Demarest Advogados	Thiago Maia, Izabella Reis
Grebler Advogados	Eduardo Mohallem
GTLawyers	Eduardo Junqueira de Oliveira Martins



AGRIBUSINESS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Franco Leutewiler Henriques Advogados	Nancy Gombossy de Melo Franco, Gabriel Buscarini Leutewiler, Thiago Soares Gerbasi
Santos Neto Advogados	Domicio dos Santos Neto, Fernando Bilotti Ferreira, Matheus Zilioti Silva, Frederico Favacho
VBSO - Vaz, Buranello, Shingaki & Oioli Advogados	Renato Buranello, Marcelo Winter, José Afonso Leirião Filho
EXCELLENT	
1 Demarest Advogados	José Diaz, Claudio Mattos, Lucas Tavares Bueno, Thiago Giantomassi, Bruna Pacheco
Pinheiro Neto Advogados	Tiago Themudo Lessa
Souto Correa Advogados	Fernando Pellenz, Gilberto Deon Correa Junior, Ticiane Vitória Figueiredo, Thiago Medeiros Borba, Danielli Barreto
2 Ernesto Borges Advogados	Ernesto Borges Neto, Flávia Andrea Sant'Anna Benites, Priscila Ziada Camargo Fernandes
Luchesi Advogados	Celso Umberto Luchesi, Ellen Carolina da Silva, Guilherme Fernandes Guardelin
PSAA - Passos e Sticca Advogados Associados	André Ricardo Passos de Souza, Ralph Melles Sticca, André Morais Bachur Silva
TozziniFreire Advogados	Vladimir Miranda Abreu, Alexei Bonamin, Luiz Renato Okumura
HIGHLY RECOMMENDED	
Feijó Lopes Advogados	Lucio Feijó
Huck Otranto Camargo	Eduardo de Oliveira Lima, Amanda Salis Guazzelli, Thalita Duarte Henriques
Mattos Filho	Bruno Mastriani Simões Tuca, Marina Procknor
RGSH Advogados	Christian de Lima Ramos
Trench Rossi Watanabe	Cláudio Moretti, Alvaro Schmidt Gallo Neto, Luis Ambrosio
RECOMMENDED	
CMT - Carvalho, Machado e Timm Advogados	Luciano Timm, Cristiano Rosa de Carvalho, Lucas Tavares
J. Ercilio de Oliveira Advogados	J. Ercilio de Oliveira, Aduino Kaneyuki
Machado Meyer Advogados	Bruno Costa, Bruno Racy, Eduardo de Campos Ferreira
Mattos Engelberg Echenique Advogados	Ubiratan Mattos, Fernando Engelberg de Moraes, Leonardo Santini Echenique
Oliveira Paolucci Advogados	Amauri de Oliveira, Luciano Paolucci, Olavo Guarnieri
Petribu, Cabrera e Pires de Mello Advogados	Ben-Hur Cabrera Filho, Rodrigo Pires de Mello, Henrique Petribu Faria
Tauil & Chequer Advogados	Christian Roschmann, Lilian Toscani, Victor Galante
VALUABLE PRACTICE	
Brasil Salomão e Matthes Advocacia	Fabio Pallaretti Calcini, Gabriel Magalhães Borges Prata
Madrona Fialho Advogados	Luis Bellini
Martinelli Advogados	Cintia Meyer, Luis de Carvalho Cascaldi, Ricardo Costa Bruno
Veirano Advogados	Diego Fraga Lerner, Daniel Malatesta, Luis Felipe Aguiar de Andrade

Analysis

J. ERCÍLIO DE OLIVEIRA ADVOGADOS: EXPERIENCED AGRIBUSINESS ADVISORS



José Ercílio de Oliveira
de Oliveira

Key Figure(s): José Ercílio de Oliveira de Oliveira and Adauto Kaneyuki

Established: 2003

Track record: Respected agribusiness boutique providing expert legal counsel on a broad spectrum of sector-related issues. Noted for its tailored legal services, with a strong focus on barter operations (agricultural products for inputs) and credit recovery actions. It excels in corporate, commercial, and tax law, offering comprehensive support for complex agricultural transactions, from contract drafting to securing guarantees.

Team & differentiation: Founding partners José Ercílio de Oliveira and Adauto Kaneyuki are key figures in the agribusiness sector. The firm's specialist services include managing rural property documentation, providing back-office support for agricultural credit and representing creditors in judicial recovery cases. It offers clients an innovative digital system for real-time tracking of document registrations and contract progress.

ERNESTO BORGES ADVOGADOS: TRUSTED AGRIBUSINESS LAW EXPERTS



Ernesto Borges Neto

Key Figure(s): Ernesto Borges Neto, Flávia Sant'Anna Ferreira Benites and Priscila Ziada Camargo Fernandes

Established: 1951

Track record: Highly regarded agribusiness practice known for its expertise in rural credit bonds, alternative financing, corporate, financial and tax structuring, tax planning and acquisitions. The firm has worked closely with top industry players like JBS, Votorantim and Bradesco. It excels in judicial restructuring cases, particularly in safeguarding creditor rights.

Team & differentiation: The agribusiness department is led by Ernesto Borges, supported by 17 partners and 43 associates, composing a multidisciplinary team prepared to handle both contentious and consultative matters. The firm has seen a 30% increase in complex cases over the past year, underscoring its expertise in navigating financial and environmental regulations crucial to agribusiness success. It has multiple office across Brazil.

SANTOS NETO ADVOGADOS: STRATEGIC COUNSEL FOR AGRIBUSINESS DEALS



Domicio dos
Santos Neto

Key Figure(s): Domicio dos Santos Neto, Fernando Bilotti Ferreira and Matheus Zilotti Silva

Established: 1992

Track record: Top-tier agribusiness firm acclaimed for its expertise in receivables securitization, commodity financing, and complex cross-border transactions. Routinely advises major financial institutions, trading companies and key investors in high-profile agribusiness deals and litigation mandates. Its longstanding reputation is rooted in its involvement in landmark agribusiness cases and legislative reforms.

Team & differentiation: In business for over three decades, Santos Neto Advogados has offices in São Paulo and Ribeirão Preto. The firm is led by Domicio dos Santos Neto, who played a crucial role in shaping Brazil's agribusiness legislation and is considered a go-to name for sector-related matters. Consisting of 10 partners and 17 associates, the firm regularly represents the likes of Itaú, Amaggi and Cofco.

OLIVEIRA PAOLUCCI ADVOGADOS: GO-TO NAME FOR AGRIBUSINESS SOLUTIONS



Amauri de Oliveira

Key Figure(s): Amauri de Oliveira, Luciano Paolucci and Olavo Guarnieri

Established: 2001

Track record: Renowned agribusiness experts that excel at advising on rural credit securities, corporate structuring and company restructurings. The firm handles both contentious and non-contentious matters for prominent clients like Suzano, Bunge and Santander. Its extensive experience also encompasses complex financial transactions and strategic agribusiness financing, reflecting an ability to address diverse client needs.

Team & differentiation: Founded over 20 years ago in São Paulo, Oliveira Paolucci Advogados is led by Amauri de Oliveira and Luciano Paolucci. The firm's four partners and six associates have strong academic credentials, and their broad range of practical expertise helps set the firm apart in its market. Singled out for its agribusiness finance and international trade capabilities.



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ENVIRONMENTAL LAW

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Pinheiro Neto Advogados	Antônio José Monteiro, Werner Grau Neto, Alexandre O. Jorge
Machado Meyer Advogados	Roberta Danelon Leonhardt, Eduardo Ferreira
2 Graça Couto, Sequerra, Levitinas, Bicudo, Leal & Abby Advogados	Oscar Graça Couto, Guilherme Leal, Alexandre Abby
Milaré Advogados	Édis Milaré, Lucas Milaré, Thiago Sales Pereira, Rubens Silveira Neto, Maria Clara Rodrigues Alves, Lupércio Alves Cruz de Carvalho
Mattos Filho Advogados	Antonio Augusto Reis, Rômulo Sampaio
Trench Rossi Watanabe	Renata Amaral, Giovanni Tomasoni, Manuela Demarche Mello
EXCELLENT	
Demarest Advogados	Luiz Fernando Sant'Anna, Fernanda Stefanelo
Lobo de Rizzo Advogados	Renata Pires Castanho, Amália Botter Fabri
Tauil & Chequer Advogados	Luiz Gustavo Bezerra, Gedham Gomes
TozziniFreire Advogados	Adriana Mathias Baptista, Bianca Signorini Antacli, Vladimir Miranda Abreu
HIGHLY RECOMMENDED	
BMA - Barbosa, Müssnich, Aragão	Márcio Pereira
Campos Mello Advogados	Vilmar Gonçalves
Felsberg Advogados	Fabricio Soler
Sergio Bermudes Advogados	Marcio Vieira Souto Costa Ferreira, Fabiano Robalinho Cavalcanti, Vitor Brito
Veirano Advogados	Maria Christina Gueorguiev
RECOMMENDED	
Azevedo Sette Advogados	Leonardo Pereira Lamego
Bichara Advogados	Luciana Gil, Patricia Mendanha Dias
Senise & Paiva Advogados	Walter José Senise, Diogo de Mello Paiva Ferreira
Silveira, Athias, Soriano de Mello, Bentes, Lobato & Scaff - Advogados	Jorge Alex Athias, Paula Vianna, Fábio Flores
Sion Advogados	Alexandre Sion, Bernardo Pessoa, Luiza Guerra
SiqueiraCastro	Simone Paschoal Nogueira, Iris Zimmer, Annelise Abi-Ramia Ferreras
Souto Correa Advogados	Fabiana Figueiró, Juliana Stangherlin, Mariana Vicente Niquel
Stocche Forbes Advogados	Beatriz Marcico Pereira
Tabet Advogados	Fernando Tabet

VALUABLE PRACTICE

1	Cescon, Barrieu, Flesch & Barreto Advogados	Marcelo Mendo, Maurício Pellegrino de Souza, Roberta Jardim
	CGM Advogados	Paula Chacur de Cresci
	Julia Rabinovici Advocacia Ambiental	Julia Rabinovici
2	Buzaglo Dantas Advogados	Marcelo Buzaglo Dantas, Lucas Dantas Evaristo de Souza, Fernanda de Oliveira Crippa
	KLA Advogados	Flávia Marcilio
	Lefosse Advogados	Guilherme d'Almeida Mota
	Nascimento e Mourão Advogados	Anita Pissolito Campos
	Ricardo Carneiro Advogados Associados	Ricardo Carneiro

NOTABLE PRACTICE

1	Almeida Advogados	Guilherme Doval, Rafael Zinato Moreira, João Ricardo Fortini Pimentel
	Antici Vidigal Werneck Sociedade de Advogados	Vera Rezende Vidigal
	Cascione Advogados	Rafael Fernando Feldmann
	Sales & Kesselring Advogados	Ana Beatriz Kesselring, Rodrigo Sales
	Savin, Paiva Advogados	Glauca Savin, Sergio Luis da Costa Paiva, André Papaphilippakis
	Trindade / Lavratti Direito Ambiental	Gustavo Trindade
2	VPBG - Vella Pugliese Buosi e Guidoni Advogados	Anderson Moura
	Cipriano e Castilho Advocacia	Tasso Cipriano
	Duarte Garcia, Serra Netto e Terra Sociedade de Advogados	Douglas Nadalini, Adriana Vaz de Lima, André Pereira de Morais Garcia
	Madrona Fialho Advogados	Marina Vieira Freire Colosio
	Verri Paiva Advogadas	Heloisa Verri
	William Freire Advogados Associados	Marcelo Azevedo

SAVIN, PAIVA ADOVAGADOS: SHAPING THE ENVIRONMENTAL LAW LANDSCAPE



Glauca Savin

Track record: Environmental law boutique Savin, Paiva Advogados focuses on licensing, due diligence, rehabilitation, and litigation for major domestic and international clients in industries such as chemicals, commodities and food. The firm is entrusted with handling complex environmental processes, including contamination and health concerns. Its client portfolio includes Raízen, BRF and Louis Dreyfus.

Team & differentiation: Founded 25 years ago by environmental law experts Glauca Savin and Sergio Luis da Costa Paiva, the firm combines solid legal and technical expertise to offer innovative and personalized strategies. With a multidisciplinary team of 13 attorneys, Savin Paiva Advogados excels at combining legal knowledge with technical sophistication to reduce environmental liabilities for major national and international companies.

Key Figure(s): Glauca Savin, Sergio Luis da Costa Paiva, André Zanetti Papaphilippakis, Heloisa Couto dos Santos, Renato Spaggiari and Camila Canesi Morino
Established: 1999

MILARÉ ADOVAGADOS: BRAZIL'S ENVIRONMENTAL LAW PIONEERS



Edis Milaré

Track record: Boutique environmental law firm, known for its extensive expertise in environmental liabilities, remediation and regulatory compliance. The firm handles complex agribusiness, energy, mining and infrastructure cases, serving major domestic and international clients such as Braskem, Pirelli and Eletrobras. Recognized for its significant contributions to environmental law and involvement in groundbreaking cases.

Team & differentiation: Milaré Advogados was the first Brazilian law firm to focus solely on environmental law. The firm, led by senior partner Edis Milaré, a distinguished scholar and author, boasts a team of two partners and 15 associates. Boasting a team of engineers, chemists and biologists, the firm provides comprehensive preventive and litigation services, influencing case law and legal practices in Brazil and internationally.

Key Figure(s): Edis Milaré and Lucas Milaré
Established: 1996



PUBLIC LAW

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Justen, Pereira, Oliveira & Talamini	Marçal Justen Filho, Cesar Pereira, Fernão Justen de Oliveira, Eduardo Talamini, André Guskow Cardoso, Alexandre Wagner Nester
Machado Meyer Advogados	Jose Virgilio Enei, Lucas Sant'Anna, Rafael Domingos Faiardo Vanzella
Manesco, Ramires, Perez, Azevedo Marques Sociedade de Advogados	Floriano de Azevedo Marques Neto, Marcos Augusto Perez
Sundfeld Advogados	Carlos Ari Sundfeld, Vera Monteiro, Jacintho Arruda Câmara
EXCELLENT	
1 Mattos Filho	André Luiz Freire, Thiago Luís Sombra, Henrique Lago da Silveira
Pereira Neto Macedo Rocco Advogados	Caio Mario da Silva Pereira Neto, Daniel Douek, Ricardo Ferreira Pastore
Tauil & Chequer Advogados	Bruno Werneck, Flávio Amaral, Henrique Bastos Rocha
2 Demarest Advogados	Bruno Aurélio, Virginia Mesquita, Tomás Paiva, Marcelo Guarany, Marina Ferraz Aidar, Renan Sona
Giamundo Neto Advogados	Giuseppe Giamundo Neto, Camillo Giamundo, Thays Chrystina Munhoz de Freitas
Gustavo Binenbojm & Associados	Gustavo Binenbojm, Andre Cyrino, Alice Voronoff
HIGHLY RECOMMENDED	
Lobo de Rizzo Advogados	Rodnei Iazzetta, Marcelo Rangel Lennertz
Madrona Fialho Advogados	Érico Andrade, Gustavo Magalhães, Anderson Novais
Queiroz Maluf Reis Sociedade de Advogados	Leticia Queiroz de Andrade, Fabio Maluf Tognola, Márcio Monteiro Reis
TozziniFreire Advogados	José Augusto Dias de Castro, Caio de Souza Loureiro, Adriana Ferreira Tavares
RECOMMENDED	
Aroeira Salles Advogados	Alexandre Aroeira Salles
Azevedo Sette Advogados	Frederico Bopp Dieterich
Lefosse Advogados	Eduardo Carvalhaes
Portugal Ribeiro Advogados	Mauricio Portugal Ribeiro
Tojal Renault Advogados	Sebastião Botto de Barros Tojal, Sergio Rabello Tamm Renault, Jorge Henrique de Oliveira Souza
Vernalha Pereira Advogados	Fernando Vernalha Guimarães, Thiago Lima Breus, Aline Lícia Klein
VLR Advogados	Luis Felipe Valerim Pinheiro
XVA - Xavier Vasconcelos Advogados	Eduardo Xavier, Beto Vasconcelos, Ana Luísa Pinto
VALUABLE PRACTICE	
Arap, Nishi & Uyeda Advogados	Massami Uyeda
Dias Carneiro Advogados	Mário Saadi, Paulo Leme, Ricardo Sanches
Duarte Garcia, Serra Netto e Terra Advogados	Luis Eduardo Menezes Serra Netto, Paola Martinelli Mendes dos Santos, Rodrigo Scalamandrê Duarte Garcia
Pinheiro Neto Advogados	Ricardo Pagliari Levy, Marcello Alfredo Bernardes
Tavernard Advogados	Murilo Melo Vale
Trench Rossi Watanabe	Helôisa Uelze, Henrique K. Frizzo, Bruno Duarte

NOTABLE PRACTICE

1	BMA - Barbosa, Müssnich Aragão	Ana Cândida de Mello Carvalho
	Campos Mello Advogados	Carolina Caiado
	Cescon, Barrieu, Flesch & Barreto Advogados	Edison Freitas
	SABZ Advogados	Kleber Luiz Zanchim
	Villela de Andrade, Kloss Advogados	Fernando Villela de Andrade Vianna, Renato Otto Kloss
2	BFBM - Barroso Fontelles, Barcellos, Mendonça Advogados	Ana Paula de Barcellos, Thiago Magalhães Pires, Rafael Barroso Fontelles
	Braz, Coelho, Campos, Veras, Lessa e Bueno Advogados - BCVL	Rafael Veras, Leonardo Coelho Ribeiro, Felipe Henrique Braz
	Carneiros Advogados	Rafael Araripe Carneiro, Felipe Santos Correa
	Coelho & Dalle Advogados	Ricardo Dalle
	Dal Pozzo Advogados	Augusto Neves Dal Pozzo, Antonio Araldo Ferraz Dal Pozzo, Beatriz Neves Dal Pozzo
	Dotti Advogados	Francisco Augusto Zardo Guedes, André Meerholz, Pedro Gallotti
	Lacaz Martins, Pereira Neto, Gurevich e Schoueri Advogados	Eduardo Isaias Gurevich, Vanessa Souza Rosa, Gabriela Silvério Palhuca
	Piquet, Magaldi e Guedes Advogados	Guilherme Henrique Magaldi Netto, Arthur Lima Guedes, Daniel Bogéa

JUSTEN, PEREIRA, OLIVEIRA & TALAMINI ADVOGADOS: TOP CHOICE FOR COMPLEX PUBLIC LAW MATTERS



Marçal Filho

Key Figure(s):
Marçal Justen Filho,
Cesar Pereira, Fernão
Justen de Oliveira, Eduardo
Talamini, André Guskow
Cardoso and Alexandre
Wagner Nester

Established: 1986

Track record: The firm is a top choice for complex public procurement, government contracts and dispute resolution matters. With a 35-year legacy, Justen, Pereira, Oliveira & Talamini routinely handles high-profile cases and provides strategic solutions to both international and domestic clients across various sectors including technology, construction, telemarketing, power generation, and infrastructure.

Team & differentiation: Operating from Curitiba, São Paulo and Brasília, the firm is led by seasoned partners Marçal Justen Filho, Cesar Pereira, Fernão Justen de Oliveira and Eduardo Talamini. The team's public-law expertise enables it to efficiently address complex legal challenges and provide exceptional service to clients in both the private and public sectors. Its client portfolio includes Algar Telecom, White Martins and Siemens.

GOVERNMENT RELATIONS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
MJ Alves e Burle Advogados e Consultores	Marcos Joaquim Gonçalves Alves, Fernanda Burle, Adriana Rocha Abrão
Celuppi Advocacia e Relações Institucionais	Juliana Celuppi
Cescon, Barrieu, Flesch & Barreto Advogados	Luciano Inácio de Souza
De Paula Kraft Advogados	Felipe de Paula, Amanda Kraft, Rebeca Albuquerque
TORO: RIG	Antonio Totaro Neto, Alexandre Massaru Yajima
TozziniFreire Advogados	Caio de Souza Loureiro, Jose Augusto Dias de Castro
Xavier Vasconcelos Advogados (XVA)	Eduardo Xavier, Beto Vasconcelos, Ana Luísa Pinto, Carla De Ávila Nascimento
HIGHLY RECOMMENDED	
BFA - Bialer Falsetti Associados	Mauro Falsetti, Ana Paula Bialer
Malta Advogados	Alberto Malta
Perman Advogados e Associados	Bruno Perman, Tiago Santana, Martim Andrada
Queiroz Monteiro & Lima Advogados	Armando Monteiro Bisneto, João Carlos Lima da Cruz
Strozzi e Hoffmann Advogados	Andrea Hoffmann Formiga, Thais Strozzi C. Carvalho



AVIATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bernardi & Schnapp Advogados	Ricardo Bernardi
Machado Meyer Advogados	Fabio Falkenburger
EXCELLENT	
/asbz	Guilherme Amaral, Thiago Carvalho, Priscila Zanetti
Basch & Rameh Advogados	Nicole Cunha, Eytan Basch, Renata Duarte Iezzi
Costa, Albino & Rocha Advogados - CAR	Julio Costa, Fernando Albino, Eduardo Penna
DDSA - De Luca, Derenusson, Schuttoff Advogados	Ana Luisa Castro Cunha Derenusson, Rita de Cássia Fernandes de Godoy
Di Ciero Advogados	Simone Di Ciero, Luisa Medina, Valeria Curi de Aguiar
HIGHLY RECOMMENDED	
Demarest Advogados	Gabriel Ricardo Kuznietz, Bruno Aurélio, Marcelo Guarany
Montgomery & Associados	Neil Montgomery
Pinheiro Neto Advogados	Caroline Guazzelli Queiroz Gomes
Veirano Advogados	João Paulo Servera, Luiz Antonio dos Santos Junior, André Carvalho
RECOMMENDED	
Fenelon Barretto Rost Advogados	Ricardo Fenelon
Leal Andreoli Advogados	Roberta Fagundes Leal Andreoli
Mattos Filho	Giovani Loss
Motta Fernandes Advogados	Regina Mangabeira Albernaz Lynch
Simões Sociedade de Advogados	Adriana Simões
Taliba e Advogados Associados	Rita Taliba
VALUABLE PRACTICE	
Bonsenso Advogados	Felipe Bonsenso
JG Assis de Almeida Sociedade de Advogados	José Gabriel Assis de Almeida
Nantes Mello Advogados	Marcelo Mello

DI CIERO: AVIATION-ORIENTED LEGAL EXPERTS



Simone Di Ciero

Key Figure(s): Valeria Curi de Aguiar e Silva Starling, Simone Di Ciero and Luisa Medina
Established: 2006

Track record: Renowned boutique law firm with over 25 years' experience advising major players in the aviation industry, both nationally and internationally. The firm manages regulatory, civil, corporate, antitrust, customs, tax and labor law matters for aviation companies, cargo agents, private airports and suppliers. Active in the establishment of new airlines, it also handles daily operational demands, such as passenger claims.

Team & differentiation: With offices in Rio de Janeiro and São Paulo, the firm is led by Simone Di Ciero, a key figure in aviation law in Latin America with nearly three decades of expertise. The team, comprised of eight partners and 23 associates, boasts a high degree of specialization in aviation-related matters. The firm's services extend to areas such as real estate, succession, environmental and intellectual property issues.

SHIPPING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Kincaid Mendes Vianna Advogados	Godofredo Mendes Vianna, Camila Mendes Vianna Cardoso, Iwam Jaeger
EXCELLENT	
Escritório Jurídico Carbone	Artur R. Carbone, Luís Felipe Galante
Pedro Calmon Filho & Associados (PCF&A)	Pedro Calmon Filho, Henrique Oswaldo Motta, Pedro Calmon Neto
Sammarco Law Office	Oswaldo Sammarco, Marcelo Sammarco
Siano & Martins Advogados Associados	Luiz Roberto Leven Siano, Fabiana Simões Martins, Marcos Martins
HIGHLY RECOMMENDED	
Advocacia Rocha Baptista	Arthur Rocha Baptista
Castro Barros Advogados	Olympio José de Carvalho e Silva, Camilla Werneck
Farinon, Carvalho da Silva & Advogados Associados	Roberto Farinon, Ruy Fernando Carvalho da Silva
Garbois+Melo Advogados	Breno Garbois, Flavia Melo
Promare Rabb	Larry Carvalho, Jeová Lima Neto
Vieira Rezende Advogados	Bernardo Mendes Vianna, Daniela Ribeiro Davila, Tiago Vasconcelos Severini
RECOMMENDED	
Demarest Advogados	Gabriel Ricardo Kuznietz, Bruno Aurélio, David Meiler, Thereza Montoro, Renan Sona Silva, Izabella Reis
Mattos Filho	Nilton Gomes de Mattos Neto
Ruy de Mello Miller Advocacia	Thiago Testini de Mello Miller
Salomão, Kaiuca, Abrahão, Raposo & Cotta Advogados	Livia Sancio, Rodrigo Cotta, Luis Felipe Salomão Filho
Shipping Consultoria	Fernando Sobrino Porto, Antonio Francisco Sobral Sampaio
Tauil & Chequer Advogados	Juliana Pizzolato Furtado Senna
VALUABLE PRACTICE	
Lopes Pinto Advogados Associados	Alessander Lopes Pinto
RC Law Rabb Carvalho Advogados	Rebeca Arruda Gomes
Reis, Braun e Regueira Advogados	João Paulo Justo Braun, Buadilio Gonzalíz Regueira
NOTABLE PRACTICE	
Lefosse	Eduardo Carvalhaes
Lourenço Ribeiro Advogados	Cássio Lourenço Ribeiro
Pinheiro Neto Advogados	Luís Cláudio Furtado Faria

INTERNATIONAL TRADE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Demarest Advogados	Victor Bovarotti Lopes, Fernando Benjamin Bueno, Camila Biral, José Setti Diaz
Pinheiro Neto Advogados	Renê Guilherme da Silva Medrado, Mauro Berenholc, Carol Sayeg
Veirano Advogados	Ana T. Caetano
EXCELLENT	
Carla Junqueira & Associadas	Carla Amaral Junqueira
Magalhães e Dias Advocacia	Yi Shin Tang, Ana Luiza Sanches, Camila Tomimatsu
MPA Trade Law	Claudia Marques, Rodrigo Pupo
HIGHLY RECOMMENDED	
Madrona Fialho Advogados	Lucas Spadano
Monteiro & Weiss Trade - MW Trade	Andrea Weiss Balassiano, Carol Monteiro de Carvalho
Trench Rossi Watanabe	Francisco Negrão, Paulo Casagrande, Rafael Gregorin
RECOMMENDED	
Azevedo Sette Advogados	Luiz Eduardo Salles
Bichara Advogados	Giuseppe Melotti
Gringberg Cordovil Advogados	Ricardo Casanova Motta, Leonor Cordovil
Nasser Sociedade de Advogados	Rabih Nasser, Salem Nasser, Anderson Stefani
TozziniFreire Advogados	Lisandra Pacheco, Marcelo Calliari
VALUABLE PRACTICE	
Barral Parente Pinheiro Advogados	Welber Barral, Gilvan Brogini, Celso Figueiredo
BFSA - Borges Furlaneto & Sayeg Advogados	Karla Borges Furlaneto, Fernanda Manzano Sayeg
Unotrade	Roberto Kanitz, Thomas Fischer

CHILE

M&A

Best International Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
1 BTG Pactual	José Ignacio Zamorano
2 JP Morgan Chase	Alfonso Eyzaguirre
EXCELLENT	
Banco Santander Chile	Claudio Aguirre Vergara
Credicorp Capital	James Loveday
Goldman Sachs Chile	Joaquin Escribano
HIGHLY RECOMMENDED	
Bank of America Merrill Lynch	Rodrigo Demaria
BNP Paribas Cardif Chile	Sebastián Valle Lorenzini
Deloitte (Investment bank area)	Christopher Lyon
Morgan Stanley	Pedro P. Jottar Awad
Rothschild	Matthew Smith
Union Bank of Switzerland - UBS	Jerónimo Correa Braun

M&A

Best Local Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
1 Larrain Vial	Felipe Porzio
2 Asset Chile	Gonzalo Fanjul, Jaime Guzmán, Georges de Bourguignon
Landmark Capital	Julio Cardenal
Tyndall Group	Juan Ignacio Langlois
EXCELLENT	
Bansud Capital	Jaime Milic
Econsult	Jorge Muñoz
Providence Capital	Pablo D'Agliano
HIGHLY RECOMMENDED	
Altis	Alejandro Puentes
Hudson Bankers	Todd Huckaby
IMAP Chile	Sergio Milic
Key Capital Asesores Financieros	Cristián Mandiola Silva
Quest Capital	Alejandro Valenzuela
RECOMMENDED	
Ameris	Rodrigo Guzmán
Banmerchant	Agustín Larrain
Capital Trust	Rodrigo Muñoz Vivaldi
Link Capital Partners	Fernando Edwards

PROVIDENCE CAPITAL: TOP CORPORATE-FINANCE ADVISORY SERVICES



Pablo D'Agliano

Key Figure(s):
Pablo D'Agliano
Established: 2013

Track record: In operation for over a decade, Providence Capital is an independent corporate finance and M&A advisory firm with three main lines of business: M&A advisory, debt and valuation advisory and financial modeling. It boasts in-depth knowledge of a wide range of key industries in Chile and maintains an extensive local and international network of financial and strategic investors.

Team & differentiation: The team provides strategic advice to both corporate clients and shareholders. Pablo D'Agliano has over 24 years' experience in client management, origination, structuring and execution of transactions in Latin America. Over the years the firm has helped clients successfully execute over 50 transactions totaling \$15 billion in countries such as Chile, Peru, Colombia, Argentina, Bolivia, Brazil and Ecuador.



PRIVATE EQUITY

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Ecus Capital	Hubert Porte
Humus Capital	Ramiro Lauzan
Linzor Capital Partners	Carlos Ingham
Patria Investments	José Mestres
Riverwood Capital Partners	Francisco Alvarez
Venturance Alternative Assets	Roberto Loehnert
Victoria Capital Partners	Carlos Garcia

VENTURE CAPITAL

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Alaya VC Capital	Luis Bermejo
Aurus	Raimundo Cerda
Austral Capital	Gonzalo Miranda
Beagle Ventures	Pablo Vicuña
Chile Global Ventures	Felipe Matta
Dadneo	Allan Jarry
Devlabs	Rubén Hernandez
Fen Ventures	Cristobal Silva
Genesis Ventures	Rodrigo Castro
HCS Capital Partners	Alex Horvitz, Luis Felipe San Martin
Invexor	Cristian Undurraga
Magma Partners	Nathan Lustig
Manutara Ventures	Cristian Olea
Masisa Lab	Alejandro Carrillo
Scale Capital	Alexander Flögel
Taram Capital	Felipe Camposano
Venturance Alternative Assets	Roberto Loehnert
Wayra	Renzo Salas

CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Barros & Errázuriz	Pablo Guerrero, Bernardo Simian
Bofill Mir Abogados	Octavio Bofill, Ana Maria Yuri, Rodrigo Saffirio, Feliciano Tomarelli
Carey	Jorge Carey, Jaime Carey, Pablo Iacobelli, Salvador Valdés, Francisco Ugarte, Marcos Ríos, Guillermo Acuña, Cristián Eyzaguirre, Jorge Ugarte, Francisco Guzmán, Cristián Figueroa, Patricia Silberman, Alejandra Daroch, Jaime Carey Jr.
Cariola Diez Pérez-Cotapos	Sergio Diez, Gonzalo Grez, Cristian Herrera, Francisco Javier Illanes, Juan Pablo Matus, Carlos Perez-Cotapos, Andrea Saffie, Gerardo Varela, Nicolás Lustig, Juan Antonio Parodi
Claro & Cia	Matias de Marchena, Jose Maria Eyzaguirre B.
EXCELLENT	
CMS Carey & Allende	Jorge Allende D., Ignacio Errazquin, Ramon Valdivieso, Enrique Vergara
Guerrero Olivos	Jorge Delpiano, Juan Enrique Allard, César Gálvez, Pedro Lyon, Pedro Pellegrini, Benjamín Novoa
Morales & Besa	Eugenio Besa, Macarena Laso, Guillermo Morales E., Carlos Silva
Philippi Prietocarrizosa Ferrero DU & Uria	Alberto Pulido
Prieto Abogados	Fernando Bravo V., Isabel Margarita Wolleter, Juan Tagle Q., Patricio Prieto, Nicolás Yuraszck, José Andrés Pascual
HIGHLY RECOMMENDED	
Arteaga Gorziglia	Ignacio Arteaga, Arnaldo Gorziglia, Luciano Cruz
Baker McKenzie	Leon Larrain, Jaime Munro
CEPD Abogados	Alejandro Edwards G, Arturo Poblete, Tomás Poblete
DLA Piper Chile	Marco Salgado, Jorge Timmermann, Matías Zegers
Garrigues Chile	Jaime De Larraechea, Cristóbal Fainé, Luis Felipe Merino, Rodrigo Fernandez
Larrain Y Asociados Abogados	Arturo Bulnes, Juan de Dios Ferrada
NLD Abogados	Paulo Larrain M., José Pablo Dulanto
Urenda Rencoret Orrego & Dörr	Gonzalo Rencoret, Nicholas Mocarquer, Sergio Orrego, Felipe Rencoret Portales, Rafael Rencoret
RECOMMENDED	
1 Alessandri	Felipe Cousiño, Fernando Jamarne, Arturo Alessandri, José Antonio Cuadra
Aninat Abogados	Luis Alberto Aninat, Martín Mois, Maria Eugenia Sabbagh
Clyde & Co Chile	Franco Acchiardo, Hugo Prieto, Arturo Pino
Cuatrecasas	Roberto Guerrero, Josefina Yavar, Tomás Kubick, Macarena Ravinet, Alfonso Ugarte, Michel Diban
Dentons Larrain Rencoret	Karlfranz Koehler, José Manuel Larrain, Felipe Rencoret, Carlos Urzúa
HD Legal	Gonzalo Delaveau, Matias Langevin, Jose Luis Honorato
Jara Del Favero	Sven Herlin Kaiser, Felipe Ovalle
PAGBAM Schwencke	Juan Pablo Schwencke, Francisco Prado
Villarino E Ilharreborde Abogados	Juan Andrés Ilharreborde, Cristóbal Villarino
2 ACU Abogados	Santiago Achurra, Arturo Costabal, Pablo Undurraga
A/C/R Legal	Diego Rodríguez, Sebastián Barros, Luis Felipe Arze, Fernando de Cárcer
Albagli Zaliasnik	Rodrigo Albagli, Álvaro Rosenblut
Alcaino Abogados	Rodrigo Muñoz, Victoria Ripoll





CHILE



Baraona Marshall	Juan Pablo Baraona, Raul Marshall, Rodolfo Vega
Barros Silva Varela & Vigil	Fernando Barros, Rodrigo De Alencar, Francisco Varela Echaurren, Jorge Vigil
ICMS Abogados	Tzu Hsin Shen, Ricardo Ihnen, Andres Correa, Guillermo Malatrassi
Lembeye Abogados	Nicolás Espina, Jorge Lembeye, Rony Zimmerman
Magliona Abogados	Giovanni Donati, Claudio Magliona, Juan Pablo Montiel
Ried Fabres	Cristian Fabres, Jaime Hirschberg, Jose Miguel Ried, Ricardo Abogabir

VALUABLE PRACTICE

1	Abogados Mendoza Luksic Valencia	Alvaro Mendoza Negri, José Manuel Valencia
	Alvarez Abogados	José Antonio Velasco, Alejandro Álvarez, Manuel Sánchez, Joaquín Recart
	Chirgwin	Andrés Chirgwin
	Contreras Vellozo	Alvaro Awad, Oscar Contreras Blanco
	Fischer & Cía	Gerardo Cruzat, Cristóbal Herrera
	Harris Gómez Group	Carla López
	KPMG Chile	Andrés Martínez
	Lathrop Mujica Herrera & Diez Abogados	Fernando Lathrop
	Marinovic & Alcalde	Javier Gonzalez, Alberto Polette, Tomas Polette, Martín Vilajuana
	Ossandón Abogados	Monserrat Alarcón, Roberto Grant, Marko Jurgensen, Roberto Ossandón, Josemaria Romero
	Ovalle Consejeros Legales	Matías Ovalle, Javier Ovalle
	Pérez-Iñigo Ugarte Abogados	Rodrigo Pérez-Iñigo
	Porzio Rios García	Ignacio García
	Russi Eguiguren / Quadrant	Alberto Eguiguren, Carlos Russi, José Miguel Sanhueza, Jaime Salas
	SPG Abogados & Consultores	Gabriel Palma, Pedro Pablo Gutiérrez
	UH&C Abogados	Luis Felipe Hübner Guzmán, Felipe Hübner Valdivieso, Diego Marin
2	Abdala & Cía	Nicolás Abdala, Ricardo Abdala Hirane
	ABI Abogados	Alejandra Aguad, Eduardo Izquierdo
	Allende Bascuñán Abogados	Felipe Allende D., José Luis Ibáñez
	Boza & Muirhead Abogados	Max Boza W.
	DNPV Abogados	Pedro Novoa, Juan Pablo Vergara
	EDN Abogados	Felipe Díaz Toro
	Eyzaguirre Y Cía	María Daniela Del Solar Nielsen, Gonzalo Eyzaguirre Alvarado
	Fontaine & Cía	Francisco Fontaine
	Garnham Abogados	Daniela Gazmuri
	Infante Valenzuela Molina Abogados	José Alberto Guzmán, Gonzalo Molina, Héctor Enrique Vidal Delgado
	Lagos Maclean Abogados	Kenneth Maclean, Angelina Morales, José Castro, Tamara Oyarce
	Maira Vial Abogados	Rodrigo Vial
	MBC Abogados	Carolina Minechetti, Benjamín Salas Urzúa
	Misraji & Béjar Abogados	Arie Misraji
	Palma	Juan Eduardo Palma Cruzat, Juan Eduardo Palma Jara, Sergio Quesney
	Parraguez Marín & del Río	Marcela Achurra
	Portaluppi Guzmán y Bezanilla	Manuel Enrique Bezanilla
	Saez & Cía	Gonzalo Alberto Sáez Pinochet, Vicente Tadeo Sáez Pinochet
	Vicuña Valenzuela Abogados	Rafael Vicuña

Analysis

LAGOS MACLEAN ABOGADOS: EXCELLENT AND EFFICIENT REPRESENTATION



Kenneth Maclean

Key Figure(s):
Kenneth Maclean
Established: 2000

Track record: Lagos Maclean played a key role for Flesan Minería in contract negotiations during its \$9.3 million deal to acquire the Minera Los Bronces facility. The firm advised Corteva in its role as co-executor by the Consorcio del Desierto project, a successful initiative of the Chilean economic development agency designed to boost sustainable agriculture in northern Chile through technology collaboration projects.

Team & differentiation: The firm is known for its comprehensive corporate advisory services to companies of all sizes in sectors such as agribusiness, retail, real estate and telecoms. The firm's real-estate experts offer legal advice on construction, public and private bidding and contract negotiation, etc. Its labor-law specialists act for both individuals and group clients, addressing issues such as dismissal processes and collective bargaining.

NLD ABOGADOS: MANAGING COMPLEX ECONOMIC OPERATIONS



Paulo Larrain

Key Figure(s): Paulo Larrain
and José Pablo Dulanto
Established: 2007

Track record: The M&A team has extensive experience in sophisticated corporate transactions for key players in the private equity industry, such as long-time clients Linzor Capital Partners and Riverwood Capital. The firm has acted as advisor to Waterlogic on the acquisition of several companies in Central and Latin America as well as worked with Emergent Cold on the acquisition of targets in Chile.

Team & differentiation: The team excels at M&A advisory, as well as providing legal services to companies in banking, financing, capital markets, corporate governance, private equity and regulatory compliance. Over the past three decades, founding partner Paulo Larrain has participated in multiple acquisitions of companies and/or assets through private processes or bids, both in Chile and abroad.

CAREY: TOP-DRAWER BUSINESS CONSULTANTS



Jorge Carey

Key Figure(s): Jorge Carey,
Jaime Carey, Salvador Valdés,
Pablo Iacobelli, Francisco
Ugarte, Marcos Ríos,
Guillermo Acuña, Cristián
Eyzaguirre, Jorge Ugarte,
Francisco Guzmán, Cristián
Figueroa, Patricia Silberman,
Alejandra Daroch
and Jaime Carey Jr.
Established: 1905

Track record: The firm advises clients in all aspects of the negotiation process, including on how to efficiently structure transaction-related taxes. It counsels on investment financing, advises on corporate governance and the establishment of collaborative agreements between companies, such as joint ventures and strategic alliances, and the development of business relationships between the different parties involved in a project.

Team & differentiation: Market-leading M&A team admired for its impeccable transactions acumen. Clients include multinationals, funds and foreign companies investing in Chile for the first time. Jorge Carey plays a key role in shaping many of the nation's most important deals. His practice focuses on corporate and commercial law, mergers and acquisitions, project finance and international arbitration.

BOFILL MIR ABOGADOS: EXTENSIVELY EXPERIENCED IN CORPORATE ADVISORY



Octavio Bofill

Key Figure(s): Octavio
Bofill, Ana María Yuri
and Rodrigo Saffirio
Established: 2006

Track record: Bofill Mir Abogados has a well-established mergers and acquisitions practice capable of advising on all stages of the transaction process and ensuring contracts are well structured for the most efficient sale, merger or acquisition of an asset. The team advises on transactions in the energy, mining, real estate, industrial, aeronautical, agricultural and construction sectors.

Team & differentiation: Multidisciplinary and agile, the firm has almost two decades of professional experience and a team of highly qualified lawyers. Octavio Bofill has extensive experience in advising on commercial law. His practice focuses on the representation of national and international clients in mergers and acquisitions, banking and finance, capital markets, reorganization and insolvency.



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REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Barros & Errázuriz	José Ignacio Ovalle, Oscar Ruiz Tagle, Patricio Solorzano
Fontaine & Cia	Diego Marín, Juan Eduardo Troncoso, Montserrat Valverde
Guerrero Olivos	Martin Santa María, José Gabriel Undurraga, Tomás Rosemary
Philippi Prietocarrizosa Ferrero DU & Uria	José Tagle
EXCELLENT	
1 CMS Carey & Allende	Pabla Gainza
Garrigues Chile	José Miguel Rioseco
2 Bofill Mir Abogados	Octavio Bofill, Ana Maria Yuri, Rodrigo Saffirio, Feliciano Tomarelli
Carey	Eduardo Martín, Juan Pablo Stitchkin, Tomás Varela
Cariola Diez Pérez-Cotapos	Juan Pablo Matus
CEPD Abogados	Sebastián Aninat, Antonio Dittborn
Marinovic & Alcalde	Domingo Edwards, Juan Carlos Méndez
Urenda Rencoret Orrego & Dörr	Gonzalo Errazuriz, Felipe Rencoret
HIGHLY RECOMMENDED	
1 Álamos, Álvarez & Aldunate Abogados	Felipe Álvarez, Mario Aldunate, Juan Pablo Álvarez
Correa Squella	Carolina Squella
De Iruarrizaga Arnaiz Y Compania	Juan Rafael Arnaiz, Javier de Iruarrizaga
FIHS Abogados	Juan Eduardo Figueroa
HD Legal	Juan Ignacio Peña
Larrain Y Asociados Abogados	José Pedro Baraona, Juan Carlos Bulnes
Morales & Besa	Macarena Laso
Prieto Abogados	Alejandra Bañados, Fernando Samaniego
Urenda, León, Rivas & Darraidou Abogados	Juan Ignacio León Lira, Juan Pablo Urenda Bilicic
2 ABI Abogados	Alejandra Aguad, Eduardo Izquierdo
Albagli Zaliasnik	Álvaro Rosenblut
Andreucci & Torrejon	Rodrigo Andreucci Aguilera, José Arcadio Torrejón Linares
Baker McKenzie	Andrés Wagner
Barros Silva Varela & Vigil	José Joaquín Silva
Clyde & Co Chile	Hugo Prieto
DLA Piper Chile	Rodrigo Alvarez, Bernardita Doren
ICMS Abogados	Andrés Correa Cruzat, Ricardo Ihnen Becker, Guillermo Malatrassi, Tzu Hsin
Jara Del Favero	Sven Herlin Kaiser, Julio Trucco
Maira Vial Abogados	Esteban Maira
Villarino E Ilharreborde Abogados	Cristóbal Villarino
RECOMMENDED	
Abdala & Cia	Ricardo Abdala Hirane
ACU Abogados	Arturo Costabal
A/C/R Legal	Karin Muñoz
Alvarez Abogados	José Antonio Velasco, Alejandro Álvarez, Manuel Sánchez, Joaquín Recart
Arteaga Gorziglia	Luciano Cruz

Infante Valenzuela Molina Abogados	María Eugenia Badilla, Héctor Enrique Vidal Delgado, José Miguel Infante
Lathrop Mujica Herrera & Diez Abogados	Fernando Lathrop, Pedro Pablo Mujica
MBC Abogados	Ignacio Bolelli, Carolina Menichetti
PAGBAM Schwencke	Juan Pablo Schwencke, Francisco Prado, Bárbara Neyra
Palma	Sergio Quesney
Ried Fabres	Cristian Fabres, Ricardo Abogabir, Jaime Hirschberg
VALUABLE PRACTICE	
Lagos Maclean Abogados	Catalina Parker
Misraji & Béjar Abogados	Arie Misraji
NDI Abogados	Pedro Felipe Iñiguez, Daniel Nassar
Ossandón Abogados	Marko Jürgensen, Roberto Grant, Roberto Ossandón, Josemaria Romero, Monserrat Alarcón
Pérez-Iñigo Ugarte Abogados	Rodrigo Pérez-Iñigo
Porzio Rios García	Ignacio García
Russi Eguiguren / Quadrant	Felipe Undurraga, José Miguel Sanhueza, Jaime Salas, Alberto Eguiguren

BARROS SILVA VARELA & VIGIL: GO-TO FIRM FOR REAL-ESTATE PROJECTS



José Joaquín Silva

Key Figure(s):
José Joaquín Silva
Established: 2012

Track record: Barros Silva Varela & Vigil has the capacity to provide legal advice for real-estate projects in an assured and comprehensive manner, from the initial planning of the project, through financing, corporate and tax structuring, negotiation of the construction and co-ownership contract, right up to the sale of the last unit, including the legal follow-up of any construction liability.

Team & differentiation: The team brings effort and tenacity to the complex real-estate projects it acts in. José Joaquín Silva focuses his practice on real estate, regulatory and territorial planning, providing strategic advice to real estate and construction companies in the development of residential and commercial projects, covering corporate structure, financing and regulatory aspects.

CAREY: DEPENDABLE REAL-ESTATE TEAM



Juan Pablo Stitchkin

Key Figure(s):
Juan Pablo Stitchkin
and Eduardo Martín
Established: 1905

Track record: Carey's real-estate team has broad experience in the development, financing, construction and sale of real-estate projects of all types, including residential (such as multifamily projects), commercial, industrial, data centers, energy, hotels, casinos, agro-housing, conservation projects, shopping centers and office buildings, etc., as well as in the purchase, sale, lease and securitization of portfolios and real-estate asset management.

Team & differentiation: The real estate department is one of the largest in the country, with 11 lawyers (a partner, two counsel and eight associates) and boasts extensive knowledge of the various aspects of this sector. Team leader Juan Pablo Stitchkin focuses his practice on real-estate developments, land claims management, infrastructure project management, engineering and construction, mining and energy facilities and related matters.

ICMS ABOGADOS: UNWAVERING COMMITMENT TO EXCELLENCE



Guillermo Malatrassi

Key Figure(s):
Ricardo Ihnen,
Andrés Correa,
Tzu-Hsin Shen
and Guillermo Malatrassi
Established: 2024

Track record: ICMS Abogados' real-estate department has extensive experience managing large-scale projects, especially in the mining sector. Its dual expertise in both corporate affairs and project development allows it to navigate complex transactions that often involve significant corporate and contractual challenges. As a result, the firm enjoys repeat business from clients active in some of the largest mining projects in Chile.

Team & differentiation: The team is led by Guillermo Malatrassi, who specializes in the development of projects related to the mining sector, including construction contracts, engineering, procurement and construction management (EPCM) and engineering, procurement and construction (EPC). His experience makes him a key legal advisor to numerous companies within the mining industry.



METHODOLOGY

The criteria are:

- Recognition & reputation of the firm in its market
- Team size at partner and senior associate level; seniority and track record of partners
- Nature, quality and volume of matters handled by the firm
- Prestige, diversity and internationalization of the firm's client base
- Recent team expansions that have proved demonstrably successful

In the course of our research, we gather detailed information from diverse sources:

Law firms: through questionnaires and interviews, our team gets first-hand information about a firm's history, positioning, expertise and recent activity.

Clients: we solicit the feedback of several thousand General Counsel, CFOs, Tax Managers and CEOs of domestic and multinational companies through anonymous questionnaires, meetings and phone interviews.

Qualified third-parties: we collect the opinion of professionals who are neither clients nor competitors, such as: investment bankers, accountants, arbitrators, expert witnesses.

Peer-review: We ask lawyers for their feedback on their local market and who they recommend when facing a conflict of interest. We also collect their opinion on lawyers they have worked with in other jurisdictions.



LABOR

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Carey	Oscar Aitken, Francisco Arce, Francisca Corti
Munita & Olavarria	Cristián Olavarria
Uribe Legal	Enrique Uribe Casabellas, Silvestre Lyon, Pablo Prieto, Enrique Uribe, María de los Ángeles Bittner
EXCELLENT	
Arthur Humeres Mejia & Toloza	Hector Humeres
Barros & Errázuriz	María Fernanda Espinosa, Juan Cristóbal Iturrate
Clyde & Co Chile	Christian Alvarado
Della Maggiora Eyzaguirre Abogados	Francisco Della Maggiora, Domingo Eyzaguirre, Camila Herrera, Anibal Zalaquett
Lizama Abogados	Diego Lizama Castro, Luis Lizama Portal
SAFE Abogados	Felipe Saéz
HIGHLY RECOMMENDED	
1 Allende Bascañán Abogados	Andrés Garrido
Aninat Abogados	Rodrigo Ugarte
Asesorias Pimentel Abogados	Valentín Pimentel
Baker McKenzie	Andrés Valdés
Bofill Mir Abogados	Luis Alberto Cruchaga, Pablo Gutiérrez
Cariola Diez Pérez-Cotapos	Ignacia López, Bárbara Zlatar
CMS Carey & Allende	Julio Frías, Constanza Yáñez
DLA Piper Chile	Luis Parada
Doña Riveaux	Santiago Doña Vial, Margarita Riveaux García-Huidobro
Fontaine & Cía	Diego Marín
Guerrero Olivos	Rocío García de la Pastora
Larrain Y Asociados Abogados	Andrés Silva, Jorge Parro
Morales & Besa	Valentina Morales
Philippi Prietocarrizosa Ferrero DU & Uría	Paulina Miranda
Prieto Abogados	Cristobal Raby, Christian Von Bergen
Saavedra & Compañía Abogados	Gabriela Gerpe, Juan Pablo Saavedra
2 Abdala & Cía	José Ignacio Arteaga Manieu
ABI Abogados	Eduardo Izquierdo
A/C/R Legal	Enzo Canales
Albagli Zaliasnik	Jorge Arredondo
De Marchena y Urcelay Abogados	José Luis de Marchena, Gonzalo Urcelay, Jorge Reyes, Josefina Riveaux
Domínguez y Cía	Ramón Domínguez, Francis Reyes
Estudio Navarro	Benjamín Costa, Juan Pablo Fernandez, Luis Navarro, Catalina Navarro
Parraguez Marín & del Río	Rodrigo Marín
Porzio Rios García	Ignacio García, Fernando Villalobos Valenzuela
Provoste Matamala Abogados	Pedro Matamala Souper, Matías Provoste, Raimundo Mira Gumucio

RECOMMENDED

AEM Abogados	Cristian Aguayo, Rubén Soto
Alamos, Álvarez & Aldunate Abogados	Benjamín Pumpin
Barros Silva Varela & Vigil	Roberto Lewin
Flores Acevedo Abogados	Hector Figueroa, Paulo Figueroa
Garrigues Chile	Bárbara Vera
GNP Canales Abogados Laborales	Alfonso Canales
Hurtado Abogados	Fernando Hurtado
Hurtado & Bonito Abogados	Mijail Bonito, José María Hurtado
Jara Del Favero	Felipe Ovalle, Alfred Sherman
Oksenberg Abogados Litigantes	Daniel Oksenberg
Ovalle Consejeros Legales	Juan Ready
Pagbam Schwencke	Gonzalo Aravena Frontaura
Palma	Paz Palma
Parga Montes & Vasseur Laborales	Jorge Montes, Sebastián Parga, Pablo Vasseur
Rosso Abogados	Marco Rosso
SCR Abogados	Constanza Contreras
Torrealba & Locke Abogados	Maureen Locke, Cristóbal Torrealba
UH&C Abogados	Marcelo Andrés Soto Ulloa
Urenda Rencoret Orrego & Dörr	Alberto Rencoret

VALUABLE PRACTICE

1	Acu Abogados	Paula María Francisca Escobar Díaz
	Eyzaguirre Y Cia	Rodrigo Trucco Fuenzalida, Francisca Vial Herrera
	Lagos Maclean Abogados	Kenneth Maclean, Silvia Morales, Pedro García
	MLV Abogados	Zarko Luksic Sandoval
	Pérez-Iñigo Ugarte Abogados	Javier Ugarte
	Sandoval Abogados	Cristián Sandoval Soto
2	Alcalde & Cia	Horacio Del Valle Fraga
	Arteaga Gorziglia	Ignacio Arteaga, Camila Torres
	Cuatrecasas	Raúl Fernández
	Equitat	Estela Otárola Sanchez, Tomás Larrain Raglianti
	HD Legal	Rebeca Zamora
	Labbé Abogados	José Tomás Labbé
	Lembeye Abogados	Constanza Ríos, Rony Zimmerman
	Marinovic & Alcalde Abogados	Cristóbal Muñoz
	Ossandón Abogados	Juan Pablo Grant
	Saez & Cia	Gonzalo Sáez Pinochet

CAREY: WELL-ESTABLISHED LABOR PRACTICE



Oscar Aitken

Key Figure(s):
Oscar Aitken, Francisca Corti and Francisco Arce
Established: 1905

Track record: Carey's distinguished labor law department provides comprehensive advice to domestic and international companies on all aspects of labor and employment law, including corporate employment, labor litigation, union relations, and immigration and global mobility issues, supplying strategic, business-oriented solutions. Metlife Group and Motorola are clients.

Team & differentiation: The labor-law practice is currently led by Oscar Aitken, Francisca Corti and Francisco Arce, and has the support of 16 associates. Aitken heads the labor and employment practice group, and specializes in collective bargaining, union relations, unfair labor practices, compensation and benefits, discrimination and general violations of employee rights.



IMMIGRATION LAW

Best Law Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Apparcel Uriarte Abogados	Pamela Toro
Carey	Oscar Aitken, Francisco Arce, Francisca Corti
Cariola Diez Pérez-Cotapos	Ricardo Tisi
Doña Riveaux	Santiago Doña Vial, Margarita Riveaux García-Huidobro
Hurtado & Bonito Abogados	Mijail Bonito, José María Hurtado
Lizama Abogados	Diego Lizama Castro, Luis Lizama Portal, Esteban Palma, Osvaldo Parada
Munita & Olavarria	Cristián Olavarria



MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Carey	José Pardo, Lorena Pavic
Claro & Cia	Cristóbal Eyzaguirre, Jose Miguel Huerta
Ferrada Nehme	Diego Hernandez, Nicole Nehme
Pellegrini & Rencoret	Julio Pellegrini, Diego Ramos, Pedro Rencoret
EXCELLENT	
Barros & Errázuriz	Francisco Borquez, José Luis Corvalán, Luis Eduardo Toro
Cariola Diez Pérez-Cotapos	Juan Cristóbal Gumucio
Guerrero Olivos	Pedro Pellegrini
Morales & Besa	María José Henríquez
Prieto Abogados	Benjamín Grebe, Andrea Von Chrismar
HIGHLY RECOMMENDED	
Bulnes & Urrutia Abogados	Felipe Bulnes
CEPD Abogados	Juan Enrique Coeymans, María José Larrain
Contreras Velozo	Pablo Pardo, Javier Velozo
DLA Piper Chile	Felipe Bahamondez, Sofia O'Ryan
Estudio Lewin Abogados	Nicolás Lewin
Urenda Rencoret Orrego & Dörr	Nicholas Mocarquer, Gonzalo Rencoret
RECOMMENDED	
Acu Abogados	Arturo Costabal
Baker McKenzie	Rodrigo Díaz de Valdés
Barros Silva Varela & Vigil	José Manuel Bustamante
Bofill Mir Abogados	Tomás Pérez, Manfred Zink
Bordoli Doren	Carla Bordoli
Garrigues Chile	Mario Ybar
Pagbam Schwencke	Sander Van der Voorde
Ugarte & Correa	José Joaquín Ugarte

AUDITING

Best Consulting Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
ADDDVAL Auditores	Guillermo Ureta
ARTIL Chile Auditores	Luis Landa
Asesorias Mañio	Marco Apablaza
Baker Tilly Chile Auditores	Marcos Guerra
BDO	Heraldo Hetz
CFA (Chile Finance Advisors)	José Luis Aviles
Crowe	Sergio Bascuñan
Deloitte (Chile)	Julio Valenzuela
Ecovis	William Ruz
EY Auditores	Chris Heidrich
Grant Thornton	Alejandro Cerda
Kennedy consultores auditores	Marcelo Cabezas
KPMG Chile	Santiago Barba Muñiz
Mazars Chile	Damien de La Panouse
Moore Global	Juan Landa
PKF Chile Auditores Consultores	Antonio Gonzalez
Puente Sur	Nicholas Walker
PwC Chile	Renzo Corona
RSM Chile	John Droguett
TGS C&C Canessa SA	José Canessa
Unitax	Boris León, Hernán Fuentes

COLOMBIA

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AUDITING

Best Consulting Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Auren Colombia	Raúl Alberto Menco Vargas
Baker Tilly Colombia	Ricardo Vásquez Bernal
BDO Colombia	José Ricardo Díaz Quiroga
Castro Auditores	Aldemar Castro
Crowe Colombia	Oscar L. Villarruel
Deloitte Legal	Andres Ocampo
EY Colombia	Édgar Sánchez
Grant Thornton Colombia	Pedro Cruz Daza
KPMG Colombia	Jubran Coelho
Mazars Colombia	Edwin Franco Arevalo, Ernesto Erazo, Andrés Camilo Hernández Ovalle, Vivian Paola Mariño, Carlos Andrés Molano, José Manuel Trujillo López
Moore Colombia	Heyman Gil
PKF Amézquita & Cia	Vivian Amezquita
PwC Colombia	Diego Henao
RSM Colombia	Victor M. Gomez
Russell Bedford	Geraldine Trujillo Bedoya
UHY Colombia	Diego Charry Mejía

M&A

Best Local Investment Banks

Banks are ordered alphabetically

BANK	KEY FIGURE(S)
RECOMMENDED	
B.A. M&A Coporate Finance	Tommaso Leonetti
Banca De Inversión Bancolombia	Jean Pierre Serani
Banicol	Diego Calderón, Alejandro Jaramillo, Andrés Velasco
Estrategia En Acción	Alba Luz Hoyos
Estrategias Corporativas	Federico Márquez
Exponencial	Sergio Restrepo
GBS Finance	Viviana Vega
Génesis	Juan Pablo Ortíz
HBI (Helm Banca de Inversion)	Pablo Bickenbach
Incorbank	Jaime Ricaurte
Inverlink	Mauricio Saldarriaga
Latinvestco	Hugo Díaz, Miguel Reyna
MD Banca de Inversión	Carlos Martinez Diez, Juan Camilo Moreno
Oaklins Colombia	Carlo Barona, Juan Pablo Bayter
Silk & Co	Martha Juliana Silva
Structure Banca de Inversión	Héctor Ulloa
Sumatoria	Luis Carlos Valenzuela
Valor y Estrategia	Jorge Julián Trujillo

M&A

Best International Investment Banks

Banks are ordered alphabetically

BANK	KEY FIGURE(S)
RECOMMENDED	
Banco Santander	Marcel Patino
Bank of America Merrill Lynch	Eduardo Mayoral
BBVA Colombia	Ader Anaya Ariza
BNP Paribas	Andrés Cifuentes
BTG Pactual	Juan Rafael Perez Velez
Colpatria (Member of Scotiabank Group)	Olga Lucia Varón
Credicorp Capital	Carlos Alberto Sanchez
Crédit Agricole	Juan Carlos Álvarez
Crédit Suisse	Nicolas Camacho
Goldman Sachs	Marc Nachmann, John Waldron
Itau BBA	Jaime Otero
J.P. Morgan	Angela Hurtado



CORPORATE-M&A

FIRM	KEY FIGURES
LEADING	
Brigard Urrutia	Fernando Castillo, Tomás Holguín, Sergio Michelsen, Jaime Robledo
Gómez-Pinzón	Natalia García, Ana Cristina Jaramillo, Juan David Quintero, Maria Fernanda Restrepo, Lina Uribe
Martínez Quintero Mendoza González Laguado & De La Rosa	Felipe Aristizábal, Juan Manuel de la Rosa, Camilo Martínez Beltrán, Felipe Quintero
Philippi Prietocarrizosa Ferrero DU & Uria	Martin Acero, Juan Carlos Rocha, Felipe Cuberos, Hernando Padilla
Posse Herrera Ruiz	José Alejandro Torres, Jaime Cubillos Porto, Susana Gomez, Jaime Herrera, Gabriel Sanchez, Oscar Tutasaura
EXCELLENT	
Baker McKenzie	Andrés Crump, Jaime Trujillo
Dentons Cárdenas & Cárdenas	Mauricio Borrero, Eduardo Cárdenas Caballero
Lloreda Camacho	Santiago Gutiérrez, Andrés Hidalgo
Muñoz Tamayo & Asociados	Diego Muñoz Tamayo, Felipe Trias Visbal
HIGHLY RECOMMENDED	
CMS Rodríguez-Azuero	Juan Camilo Rodríguez
Contexto Legal	Guillermo Villegas
Cuatrecasas	Felipe Mariño, Juan Felipe Vera
Garrigues Colombia	Andrés Ordoñez
Holland & Knight	Juan Carlos Valencia, Gustavo Cuberos, Enrique Gomez-Pinzon, Alba Malagón, Julia Velásquez, Inés E. Vesga, José Vicente Zapata, Danilo Romero
Parra Rodríguez Abogados	Alvaro Parra Gomez, Bernardo Rodríguez
RECOMMENDED	
Bbgs Abogados Colombia	Luis Felipe Barrios, Monica Serrano
Brick Abogados	Santiago Arias, Jorge Castaño, Juan Diego Rodríguez
CMM Abogados	Paula Muñoz Romero
EY Colombia	María Camila González, Ximena Zuluaga, Diego Vega
Gamboa, García, Roldán & Co	Daniel García, Mónica Pastor Mahecha, Juan Felipe Roldán
GodoyHoyos_GOH	Juan Pablo Godoy, Antonio José Núñez
Palacios Lleras	Pedro Pacheco Jiménez
Pinilla González & Prieto	Carlos Felipe Pinilla, Camilo Hermida, Julian Rojas
VALUABLE PRACTICE	
Angulo Martínez Abogados	Juan José Angulo
Chalela Abogados	Federico Chalela
Serrano Martínez CMA	Camilo Merino
Due Legal	Nicolás Becerra Cardona, Natalia Chavarro, Felix Hernández
Ecija Colombia	Pablo Márquez
Esguerra JHR	Juan Pablo González Mejía, Luis Alfonso Riveros Garavito
Gallego Abogados	Mónica Gutiérrez, Hasley Romero
Gamboa Abogados	Eduardo Gamboa, Ernesto Gamboa Morales, Paula Isaza
Lewin & Wills	Diana Vaughan
LLP – LATAM LAW PARTNERS S.A.S	Massimiliano Castellari, Carlos Delgado, Giacomo Savatoni, Emilio García, Camilo Andrade Martinez, Paola Andrea Pedraza, Pablo Felipe Aldana, Sara Juliana Alzate
Mendoza	Mateo Mendoza
Olartemoure	Juan Moure
Sabatino Abogados	Niella Sabatino
Sancllemente Fernández Abogados S.A	Diana Sancllemente
Serrano Martinez CMA	Juan Diego Martinez
Solvere	Tomás Calderon Mejía
Valbuena Abogados	Gustavo Valbuena

MARTÍNEZ QUINTERO MENDOZA GONZÁLEZ LAGUADO & DE LA ROSA: SOPHISTICATED LEGAL SERVICES



Camilo Martínez

Key Figure(s):
Camilo Martínez,
Felipe Quintero,
Felipe Aristizábal
and Juan Manuel De La
Rosa

Established: 1996

Track record: The firm provides full-service legal advice to national and multinational companies with interests in the region, advising on the big-ticket M&A transactions in sectors such as health-care, real estate, energy, finance and hospitality. The team offers creative solutions during transactions, combining global experience with local knowledge to provide comprehensive representation.

Team & differentiation: The M&A department is led by four of the most notable practitioners in the Colombian market, in the shape of Camilo Martínez, Felipe Quintero, Juan Manuel de la Rosa and Felipe Aristizábal, who have assembled a team of skillful and esteemed lawyers that continues to shake up the local market with a fresh, innovative and dynamic ideas.

MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Baker McKenzie	María Carolina Pardo Cuéllar
Brigard Urrutia	Alejandro García de Brigard
Garrigues Colombia	José Miguel de la Calle
Gómez-Pinzón	Mauricio Jaramillo
Ibarra Rimón Abogados	Alejandro Ibarra, Gabriel Ibarra Pardo, Ana Parra
Posse Herrera Ruiz	Jorge De los Ríos
EXCELLENT	
Dentons Cárdenas & Cárdenas	Ximena Zuleta
Ecija Colombia	Pablo Márquez
Esguerra JHR	Andrés Jaramillo Hoyo, Alfonso Miranda Londoño
Philippi Prietocarrizosa Ferrero DU & Uría	Martin Acero, Diego Cardona
HIGHLY RECOMMENDED	
Jaeckel/Montoya Abogados	Jorge Jaeckel Kovács
Lizarazu, Sossa, Peña & Lozano	Guillermo Sossa G.
Lloreda Camacho	Enrique Álvarez, Andrés Hidalgo
Martínez Quintero Mendoza González Laguado & De La Rosa	María Claudia Martínez, Julian Solorza
Serrano Martínez CMA	Felipe Serrano
Valbuena Abogados	Gustavo Valbuena
RECOMMENDED	
CMS Rodríguez-Azuero	Lorenzo Villegas Carrasquilla
GodoyHoyos_GOH	Juan Pablo Godoy
Holland & Knight	Danilo Romero Raad
Olartemoure	Juan Moure



LABOR

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Álvarez Liévano & Laserna	Felipe Alvarez, Carlos Barco, María Lucía Laserna, Claudia Liévano Triana
Baker McKenzie	Tatiana Garcés
Godoy Córdoba (Member of Litter Global)	Francisco Buriticá, Carlos Hernán Godoy
López & Asociados	Juan Pablo López , Alejandro Miguel Castellanos, Angélica Carrión, Rocío Lagos, Ana María Rubiano
EXCELLENT	
Brigard Urrutia	Catalina Santos
Chapman Wilches	Charles Chapman, Mirna Wilches
Escandón Abogados	Alberto Escandón
Herrera Laboristas	Jose Roberto Herrera Vergara
Philippi Prietocarrizosa Ferrero DU & Uría	Carolina Porras
Posse Herrera Ruiz	Vicente Umaña
HIGHLY RECOMMENDED	
1 Acevedo Abogados Consultores S.a.s	José Darío Acevedo
Cortés Romero & Asociados	José Luis Cortés, Catalina Romero, María Victoria Romero
Dentons Cárdenas & Cárdenas	Lorena Arámbula
Gamboa, García, Roldán & Co	Juan Felipe Roldán, Daniel García Piñeros
Guerrero & Asociados Asesores Laborales	Juan Manuel Guerrero
Holland & Knight	Diego Acevedo, Camilo Cuervo
Lloreda Camacho	Enrique Álvarez
Muñoz Tamayo & Asociados	Joe Bonilla Galvez
Pilonietalvarez Abogados Laboristas	Patricia Alvarez, Eduardo Pilonieta
Quintero y Quintero Asesores	Iván Quintero, Saida Quintero
Scola Abogados	Nicolás Rico, Diego Felipe Valdivieso
2 Casas Pardo Suárez Abogados	Juan Camilo Casas, Daniel Pardo Durana, Diego Suárez Rodríguez, Juan Camilo Rodríguez
CMS Rodríguez-Azuelo	Adriana Escobar
Gómez-Pinzón	Mauricio Montealegre
RECOMMENDED	
Brick Abogados	Boris Alfaro, Jorge Castaño
CMM Abogados	Karla Sofia Escobar Arango
Contexto Legal	Guillermo Villegas
Franco Murgueitio & Asociados	Luis Hernando Franco Murgueitio
Garrigues Colombia	Carolina Camacho Solana
Martínez Quintero Mendoza González Laguado & De La Rosa	Diana Zuleta
Nidia Osorio & Co	Nidia Osorio
Parra Rodríguez Abogados	Alvaro Parra Gomez
Pinilla González & Prieto	Lina Maria Ospina, Julian Rojas
Santiago Meza Abogados & Asesores	David Martinez, Oscar Martinez

AVIATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Garciarboleda Abogados	José Ignacio García
Parra Rodríguez Abogados	Bernardo Rodríguez
EXCELLENT	
CMC Abogados	Alfonso Plana
Del Hierro Abogados	José Elias del Hierro
HIGHLY RECOMMENDED	
Brigard Urrutia	Alvaro Cala, Carlos Urrutia
Dentons Cárdenas & Cárdenas	James Valdiri
Leal Angarita Abogados	Manuel Leal, Ilva Restrepo
RECOMMENDED	
Cuatrecasas	Juan Fernando Puerta, Natalia Arango, Laura Triana, Maria Camila Solano
Lloreda Camacho	Santiago Gutiérrez
Martínez Quintero Mendoza González Laguado & De La Rosa	Olga Lucía Ramírez

PARRA RODRÍGUEZ ABOGADOS: COMMERCIAL AVIATION EXPERTS



Bernardo Rodríguez Ossa

Key Figure(s): Bernardo Rodríguez Ossa and Álvaro Parra Gómez
Established: 1991

Track record: With the successful execution of transactions totaling more than \$1 billion in the last twelve months, the firm's asset-based financing track-record speaks for itself. The firm acts in aircraft, aircraft engine and mobile equipment financing matters. The team advises national and international clients, including banks, financiers, lenders, leasing companies and export-credit agencies, during cross-border transactions.

Team & differentiation: Bernardo Rodríguez, head of the banking and finance practice, is a legal panel member and coordinator of the Colombian branch of the Aviation Working Group, an international association of aviation manufacturers, leasing companies and financial institutions. He is also the Unidroit correspondent for Colombia. Álvaro Parra advises on tax compliance, tax planning and restructuring in corporate, tax and labor matters.

GARCIBOLEDA ABOGADOS: STERLING REPUTATION IN AVIATION AND MARITIME LOGISTICS



José Ignacio García Arboleda

Key Figure(s): José Ignacio García Arboleda and Mauricio García Arboleda
Established: 2011

Track record: The firm advises airlines and their associations, insurers and reinsurers, financiers, aircraft lessors, as well as their manufacturers, in all legal matters related to the airline industry. It also represents and advises real sector companies in their activities related to the airline industry. The firm also advises on licensing, authorizations and permits, litigation and insurance in the maritime industry.

Team & differentiation: Airline industry expert José Ignacio García Arboleda advises some of the most recognizable local and international airlines operating in Latin America in litigation, regulatory, contractual and aircraft financing matters. Mauricio García Arboleda is an expert in maritime, air and general transportation matters. He has participated in major litigation before judges and arbitration tribunals in transportation matters.

ECUADOR

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Bustamante Fabara	Juan Felipe Bustamante, José Rafael Bustamante Crespo, María Rosa Fabara, Kirina González, Mariana Villagómez, Ricardo Menéndez, Andrés Becdach, Pedro Gómez de la Torre, José Rafael Bustamante Espinosa
Pérez Bustamante & Ponce (PBP)	Andrés Brown-Pérez, Juan Manuel Marchán Maldonado, Esteban Ortiz-Mena, Diego Pérez-Ordóñez, Bruno Pineda Cordero, Carmen Simone Lasso
2 Corralrosales	Santiago Palacios, Xavier Rosales, Rafael Rosales, Francisco Rosales
EXCELLENT	
Ecija Gpa	Michael Veintimilla, Santiago Vega, Edgar Mendez
Flor Bustamante Pizarro & Hurtado	Mario Alejandro Flor, Roque Bustamante, Jorge Pizarro, Juan Gortaire
Lexvalor Abogados	Juan Francisco Almeida, Héctor Barahona
Noboa, Peña & Torres Abogados	Gonzalo Noboa B., Patricio Peña Romero, Marcelo Torres B., Francisco Larrea Cornejo, Patricia Marchan Cordovez
Robalino	Martín Pallares, Daniel Robalino, Javier Robalino
HIGHLY RECOMMENDED	
1 Dentons Paz Horowitz	Agustín Acosta, David Benalcázar, Rocío Cordóva, Jorge Paz, Juan Carlos Pérez
Pino Elizalde Abogados	Jaime Arosemena, Daniel Pino Arroba, Marco Elizalde, Fernanda Guzmán, María Ritha Guillén
Tobar Zvs	Bernardo Tobar, César Zumarraga
2 AVL Abogados	Santiago Andrade, Xavier Andrade, Jorge Alfonso Cevallos, José Luis Cuesta
Consulegis Abogados SA	Fernando Cisneros, Roberto Gonzáles
Spingarn	Diego Armas, Lisseth Armijos, Andrés Narvaez, Sebastián Saá
Solines & Asociados	Gabriela Granja, Santiago Solines, Steven Alvear
RECOMMENDED	
Coronel & Pérez Abogados	Hernán Pérez Loose
Falconi Puig Abogados	Lucía Cordero, Priscilla Falconi
Heka Law Firm	Daniel Fernandez Salvador, Mauricio Subia, Andrés Terán
Romero Arteta Ponce	Gustavo Romero, Diego Romero
Sur Legal	Marcelo Reyes, Marco Avila
VALUABLE PRACTICE	
Almeida Guzmán Asociados	Jose Urizar
Apolo Abogados	María José Arias, Rafael Balda Santisteban, Andrés Suarez Trujillo
CCB Abogados	Carlos Julio Balseca, Daniela Cevallos Casals
DII Abogados	Juan Esteban Espinosa, Xavier Sisa Cepeda
Profilegal Cia	Juan Carlos Peralvo
PwC LEGAL	Cesar Ortiz, Elizabeth Grijalva, Juan Nuñez, Sergio Mera
Sperber & Álvarez	José E. Álvarez Ñ., Cynthia Andino, Pablo A. Lara M., David Sperber

NOBOA, PEÑA & TORRES ABOGADOS: DELIVERING EXPERT ADVICE



Patricio Peña Romero

Key Figure(s):
Patricio Peña Romero,
Francisco Larrea Naranjo
and Margarita Vélez
Casanova

Established: 2001

Track record: The firm is recognized nationally and internationally for providing first-class levels of quality and service. The team recently participated in major multi-jurisdictional transactions with a high degree of sophistication and complexity. Moreover, the team has extensive experience dealing with foreign and international banks as well as multilateral institutions, investment funds and investment banking clients.

Team & differentiation: Defining a plan of action is the key to successful operations, and the firm has a proven foundation for engaging in sophisticated transactions. The experience of Patricio Peña has helped the firm consolidate its position in the Ecuadorian commercial market, supporting major clients in the banking, industry, agro-industrial and retail sectors.

DENTONS PAZ HOROWITZ: SOPHISTICATED LEGAL SERVICES



Jorge Paz Durini

Key Figure(s):
Jorge Paz Durini,
Rocio Córdova
and Gabriel Solís

Established: 1991

Track record: Dentons represents banks, brokers, insurance companies and investment funds in structuring transactions, loan agreements and real-estate financing. The firm is renowned for providing comprehensive advice on labor matters. Clients include Trilinc Global Sustainable Income Fund II Master Ltd, Gawa Capital Partners, Kiva Capital Management LLC, Banco de Desarrollo del Ecuador, Izipay, Bmo Nesbitt Burns Inc, Lemon Cash and Exness.

Team & differentiation: The firm provides clients with comprehensive legal advice and effective solutions to particularly complex matters, connecting clients with top-tier lawyers in 28 countries in Latin America and the Caribbean, and across the group's 205 offices in 81 countries. It is recognized for expertise in compliance, energy, mining, investment contracts and aviation matters.

REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Lexvalor Abogados	Juan Francisco Almeida, Daniela Irigoyen, Karla Villacís
Pérez Bustamante & Ponce (PBP)	Juan Manuel Marchán, Diego Pérez Ordoñez, Sandra Reed
EXCELLENT	
1 Bustamante Fabara	Juan Felipe Bustamante, José Rafael Bustamante Crespo, Jose Rafael Bustamante Espinosa, Pedro Gomez de la Torre, Kirina Gonzáles, Andres Becdach, Juan Carlos Dominguez, José Antonio Bustamante, Daniel Peré, Andrea Egas
Dentons Paz Horowitz	Verónica Miele
Heka Law Firm	Santiago Alban, Mauricio Subia
2 Gallegos Valarezo & Neira	Juan Carlos Gallegos Happle, María Edith Játiva
Robalino	Martín Pallares, Daniel Robalino
HIGHLY RECOMMENDED	
1 Noboa, Peña & Torres Abogados	Patricio Peña Romero, Gonzalo Noboa Kronfle, Carolina Molina Ramirez, Jose Carlos Portilla
Pino Elizalde Abogados	Daniel Pino Arroba
2 Almeida Guzmán Asociados	Pablo Saenz
Ecija Gpa	Ingrid Rodriguez, Edgar Méndez, Byron Sotomayor, Genesis Bermeo
RECOMMENDED	
Apolo Abogados	Jose Gabriel Apolo, Andrés Suarez Trujillo
Corralrosales	Santiago Palacios
Flor Bustamante Pizarro & Hurtado	Roque Bustamante, Mauricio Bustamante, Jorge Pizarro, Mario Flor
Sempertegui Abogados	Marcelo Dávila



MINING LAW

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Flor Bustamante Pizarro & Hurtado	Roque Bustamante, Andrés Ycaza
Pérez Bustamante & Ponce (PBP)	Maria Isabel Aillon, Sebastian Perez, Jaime Zaldumbide
Tobar Zvs	César Zumarraga, Juan Fernando Larrea
EXCELLENT	
Bustamante Fabara	Juan Carlos Bustamante, Rafael Valdivieso
Dentons Paz Horowitz	Agustín Acosta, Jorge Paz
Ecija Gpa	Gonzalo González, Bayardo Poveda, Alvaro Ordoñez
Puente & Asociados	Elisa Moran
Robalino	Andrés Donoso, Javier Robalino
HIGHLY RECOMMENDED	
AVL Abogados	Xavier Andrade, Rodrigo Borja
Pino Elizalde Abogados	Stevie Gamboa, Daniel Pino
Sempertegui Abogados	Henry Troya Figueroa
RECOMMENDED	
Estudio Jurídico Borja y Borja	Ramiro Borja Dousdebes, Ramiro Borja Gallegos
Noboa, Peña & Torres	Francisco Larrea
Springarn	Sebastián Saá



LABOR

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Lexvalor Abogados	Karla Villacís
Pérez Bustamante & Ponce (PBP)	Javier Salvador
2 Corralrosales	Edmundo Ramos
Dentons Paz Horowitz	Patricia Andrade
Jaramillo Dávila Abogados	Fabian Jaramillo, Diego Jaramillo Terán
EXCELLENT	
Bustamante Fabara	Patricia Ponce, Francisco Vacas, Juan Pablo Ramirez, Maria Belen San Andres, Vanessa Granizo, Angeles Mancheno, Javier Federico Loaza Espinoza
Noboa, Peña & Torres Abogados	Patricio Peña Romero, Marcelo Torres Bejarano, Gabriel Aguirre Padilla, Maria Mantilla López
HIGHLY RECOMMENDED	
1 Phaslegal Abogados	Daniel Hidalgo
Robalino	Luis Carlos Fernandez, Diego Palacios
2 Corral Barriga	Fabián Corral Burbano
Ecija Gpa	Francisco Dávalos, Byron Sotomayor, Juan Carlos Montenegro
Flor Bustamante Pizarro & Hurtado	Alfonso Becerra, José Cisneros
Heka Law Firm	Daniel Fernandez Salvador
Solines & Asociados	Ximena Moreno, Pablo Solines
RECOMMENDED	
Apolo Abogados	Oscar Erraez Blum
CCB Abogados	Daniela Cevallos Casals
DII Abogados	Leopoldo González
Puente & Asociados	Guillermo Córdova, Miguel Angel Puente
Romero Arteta Ponce	Patricia Del Pozo, Marcelo Proaño, Amparo Romero, Gustavo Romero
Tobar Zvs	Marta Villagómez
VALUABLE PRACTICE	
Abocacia	Daniel Maldonado, Gabriela Zambrano
AVL Abogados	Jose Luis Cuesta Ribadeneira
Consulegis Abogados SA	Fabrizio Peralta
Durini & Guerrero	Juan Francisco Guerrero del Pozo, Danilo Román Fabara, Emilio Suárez Salazar
Mundo Laboral	Jorge Izurieta Torres, Jorge Izurieta Vásconez
Nobek Asesores Legales	Verónica Benalcazar, Belén Noboa
Pino Elizalde Abogados	Jaime Arosemena, Jorge Cedeño, Ritha Guillén Fernández
Salinas Villacrés Abogados	Pablo Salinas

LEXVALOR ABOGADOS: ACCOMPLISHED CORPORATE TEAM



Karla Villacís

Key Figure(s): Karla Villacís
Established: 2005

Track record: Lexvalor boasts a strong labor practice which is well-regarded in the Ecuadorian market. With a focus on conflict prevention in labor litigation, the firm excels at effectively and strategically addressing client need. It also has extensive experience in areas such as occupational safety, workplace hazards, labor regulatory compliance, and the prevention of discrimination and harassment in the workplace.

Team & differentiation: Lexvalor closely collaborates with client companies, particularly their human resources departments, in the design of organizational structures, payroll management, authority and discipline oversight, and the development of strategies to foster a positive work environment. Karla Villacís, who leads the practice, is highly regarded by peers as a prominent and active labor lawyer in the Ecuadorian market.

PERU

© Christian Vinces

PRIVATE EQUITY

Best Private Equity Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Brookfield	Rodrigo Franco
Carlyle	Eduardo Ramos
Colca Capital	Diego Febrero
Emefin	Paul Mulder
Enfoca	Jorge Basadre
Faro Capital	Alfredo Sillau
Macrocapitales	Fernando Manrique
Nexus	Misael Shimizu
SouthLight Capital	Hector Martinez, Miguel Olea
TC Latin America Partners	Renato Constantini
W Capital	Rodrigo Arróspide

VENTURE CAPITAL

Best Venture Capital Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Angel Ventures	Greg Mitchell
Ataria	Alejandro Ponce
Inca Ventures	Meghan Stevenson-Krausz
Krealo	Adolfo Vinatea
Salkantay	Martín Aspillaga
Winnipeg Capital	José García Hertz

M&A

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Apoyo Finanzas Corporativas	Eduardo Campos, Mauricio Concha
Capia	Augusto F. Barreto, Gonzalo Leigh, Javier Rodríguez
LXG Capital	Martin Farina, Javier Zavala
Scotiabank	Diana Chavez, Marcos Dytz, Lucas Martins de Araujo, José Ignacio Váldes
EXCELLENT	
MacroInvest	Mónica Com, Mateo Moreyra, Manuel Salazar
Prime Capital Advisors	Ramesh Agrawal, Rafael Derteano
Summa Asesores Financieros	Carlos García, Daniela Polar, Guido Vingerhoets
Une Asesores	Ian Fry Cisneros
HIGHLY RECOMMENDED	
Credicorp Capital Peru	Eduardo Montero
Efic Partners	Marcos Quiroz
Misti Capital	Eduardo Gómez de la Torre, Rodrigo Mejía
RECOMMENDED	
Banco Santander	Alberto Rivero
Bank Of America Merrill Lynch	Antero Carrillo
BBVA Continental	Javier Canchano
BNP Paribas Cardif	Salvador Carrillo
BTG Pactual	José Antonio Blanco
ITAU BBA	Daniel Menendez
Reaño y Linares Asesores Financieros	Arturo Linares, Martín Reaño



CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Estudio Muñiz	Mauricio Olaya, Juan Carlos Vélez, Ricardo de la Piedra, Carlos Arata
Miranda & Amado	Luis Miranda, Nathalie Paredes, Bruno Amiel, Roberto MacLean, Mariano Peró, Javier García, José Luis Vargas-Machuca
Payet, Rey, Cauvi, Pérez Abogados	José Antonio Payet, Susan Castillo
Philippi Prietocarrizosa Ferrero Du & Uría	Rafael Boisset, Guillermo Ferrero, Víctor Abad
Rebaza, Alcázar & De Las Casas	Alberto Rebaza, Felipe Boisset, Luis Miguel Elías, Alexandra Orbezo, Daniel Gonzáles
Rodrigo Elías & Medrano Abogados	Jean Paul Chabaneix, Luis Enrique Palacios, Eduardo López, Jorge Trelles, Nicolas Cornejo, Juan Diego De Vinatea
EXCELLENT	
DLA Piper Perú	Luis Vargas, Fernando Lanfranco, Janilú Badiola
Estudio Echeopar - Member of Baker McKenzie International	Inés Baca, Liliana Espinosa
Garrigues	Sergio Amiel, Thomas Thorndike, José Francisco Meier
Hernández & Cia Abogados	Juan Luis Hernández, Alfredo Filomeno, Jose Manuel Abastos, Sandro Cogorno, Luis Rodríguez-Mariátegui, Miyanou Dufour, Brendan Oviedo
HIGHLY RECOMMENDED	
CMS Grau	Michelle Barclay, Juan Carlos Escudero Velando, Carolina Gajate, Carlos Hamann, Miguel Viale
Cuatrecasas	Oscar Trelles, Diego Carrión, Kiomi Osorio
Estudio Olaechea	Carlo Viacava, Martin Serkovic, José Antonio Honda, Joanna Dawson
Rubio Leguía Normand	Andrés Kuan-Veng
RECOMMENDED	
Arbe Abogados	Cesar Arbe
BBGS Saco-Vertiz & Landerer Abogados (Perú)	Maritza Guerrero, Eduardo Landerer Sanchez, Carlos Saco-Vertiz
Benites Vargas & Ugaz Abogados	Jeanette Aliaga
CPB Abogados	Germán Carrera, Luis Mejía, Giuseppe Manini, Eva Figueroa
Dentons	Manuel Barrios, Julio Gallo, Sandra Lorca
DS Casahierro Abogados	Percy Castle, Ricardo Montero, Alex Montoya
EY Law	Fernando Tori, Edwin Sarmiento, María Sabogal, Mercedes Fernandez
GSA Legal	Shirley Cardenas, Luis Gastañeta Alayza, Alfonso Tola

KPMG en Perú	Maria Julia Sáenz, Roberto Casanova, Carlos Rodriguez, Ahmed Vega, Carlos Cardenas, Juan Carlos Vidal, Frida Llanos
Lazo Abogados	Vanessa Lamac, Jorge Lazo
Santiviáñez Abogados	Yanira Becerra, Luis Fernando Martinot, Guillermo Auler, Roberto Santiviáñez
Vizquerra Cordova & Galvez Abogados	Luis Enrique Cordova, Raul Vizquerra
VALUABLE PRACTICE	
CCO Investment & Legal Advisors	Luis Orrego, Álvaro Carrera
De Bracamonte Haaker Castellares	Christian Castellares, Ricardo Haaker
Estudio Llona Bustamante Abogados	Juan Prado, Ursula Cortes
Fernández-Dávila Abogados	Gustavo Cusman, Carlos Fernández Dávila
León e Iparraguirre Abogados	José Luis Pinto
Miró Quesada & Miranda Abogados	Rodolfo Miranda, Gustavo Miró Quesada
Ontier Peru	Aldo Cornejo Uriarte, Juan Enrique Dupuy García
Porto Legal	Jose Miguel Porto, Francisco Galvez, Jessica Valdivia
PwC Peru	Gino Menchola
Robles Ibazeta Consultores	Daniel Robles, Dayan Ibazeta, Lucero Villalobos, Amy Oyarse
Salazar & Zúñiga Abogados	Jorge Zúñiga, Yuri Montesinos
Valderrama Abogados	Erick Valderrama, Carlos Enríquez
Vargas Pareja Abogados & Consultores	Alberto Vargas Pareja, Lucianno Giorffino, Vanesa de la Sota
Vega & Abogados	Fernando Valdivieso, Jorge Vega

ESTUDIO MUÑIZ: UNDISPUTED LEADER IN M&A



Mauricio Olaya

Key Figure(s): Mauricio Olaya, Juan Carlos Velez and Ricardo de la Piedra
Established: 1981

Track record: The firm's M&A and corporate department has gained exceptional experience in recent years, positioning itself as a leader in Peru, in terms of both transaction value and volume. It provides guidance on joint ventures, business integrations, acquisitions and corporate reorganizations. Clients span a variety of sectors, including energy, agriculture and fisheries. Notable clients include Celima, Delosi, MOLY-COP and Invenery Group.

Team & differentiation: The team consists of highly skilled lawyers with a global perspective. Mauricio Olaya leads the M&A practice and has played a pivotal role in closing some of Peru's most significant transactions, including Arca Continental's acquisition of a stake in Corporación Lindley and the sale of Inkafarma, one of the largest pharmacy chains in Peru, to Interbank. Juan Carlos Velez and Ricardo de la Piedra are also important points of contact.

RUBÍO, LEGUÍA & NORMAND ABOGADOS: TRANSACTION ADVISORY SERVICES EXPERTISE



Andrés Kuan-Veng

Key Figure(s):
Andrés Kuan-Veng
Established: 1980

Track record: The firm's M&A team consistently manages high-profile transactions, with a particular focus on the mining and energy sectors. They have successfully represented mining companies in a variety of diverse and intricate transactions that have been crucial to the growth and sustainability of their businesses. This expertise allows the team to navigate the complexities of these industries effectively, ensuring clients receive optimal outcomes.

Team & differentiation: Andrés Kuan-Veng is a partner in Rubio Leguia Normand's finance and corporate practice. He specializes in capital markets, sovereign debt, corporate law, derivatives, securities, banking law, and insurance and reinsurance. The team's transactional savoir-faire enables it to effectively assist clients in fostering the growth of their businesses.



PERU

Analysis

**BBGS SACO-VÉRTIZ:
PRESENT ACROSS LATIN AMERICA**



Carlos Saco-Vertiz

Key Figure(s):
Carlos Saco-Vertiz, Eduardo Landerer, Gerardo Guzmán and Maritza Guerrero
Established: 2012

Track record: The team possesses extensive experience in the buying and selling of companies, as well as the acquisition and disposal of assets. They offer guidance on due diligence, legal and tax planning for optimal transaction structures, investments and corporate agreements. Furthermore, the team has expertise in both national and international banking and finance operations, project financing and banking regulations.

Team & differentiation: A prominent player in the Peruvian legal market, BBGS Abogados is present in Chile, Colombia and Mexico, enabling it to operate as a pan-Latin American firm. Carlos Saco-Vertiz can draw on over 30 years' experience when providing legal counsel to companies, while Eduardo Landerer specializes in structuring, drafting and legally analyzing financing agreements, company reorganizations and corporate financing schemes, in addition to offering institutional advice.

**ONTIER PERU:
ROBUST INTERNATIONAL PRESENCE**



Aldo Cornejo Uriarte

Key Figure(s):
Aldo Cornejo Uriarte
Established: 1959

Track record: The corporate and M&A department at Ontier Peru is acknowledged as a globally recognized multidisciplinary practice with a strong focus on specialization. The team excels in advising local and international clients on commercial, transactional, and financial matters of varying complexity across a wide range of sectors, including hospitality, food and beverage, telecommunications, finance, real estate, mining, and retail.

Team & differentiation: The corporate and M&A department at Ontier Peru is a globally esteemed multidisciplinary practice whose calling card is specialization and quality of service. The team is adept at advising both local and international clients on commercial, transactional and financial issues of varying complexity across diverse sectors, including hospitality, food and beverages, telecoms, finance, real estate, mining and retail.

**VALDERRAMA ABOGADOS:
TAILORED SOLUTIONS FOR DIVERSE INDUSTRIES**



Erick Valderrama

Key Figure(s):
Erick Valderrama and Dulmer Malca
Established: 2016

Track record: The M&A and corporate law department is renowned for its expertise in navigating the intricacies of company incorporation and addressing complex legal challenges. The team possess a deep understanding of diverse legal matters, ensuring tailored solutions for each client. They proudly serve a wide range of sectors, including healthcare, real estate and the food and beverage industry, delivering strategic insights that drive success.

Team & differentiation: The team is led by Erick Valderrama, a recognized expert in corporate law and M&A, known for his comprehensive understanding of clients' business activities and his talent for crafting innovative solutions to complex challenges. His responsibilities encompass labor negotiations, the design of investment structures, company acquisition processes, and the identification of foreign investment opportunities in Peru.

**SALAZAR & ZÚÑIGA ABOGADOS:
EXPERTISE IN M&A AND CORPORATE MATTERS**



Jorge Zúñiga

Key Figure(s): Jorge Zúñiga
Established: 2023

Track record: The firm is recognized for its extensive experience in effectively supporting both national and international companies across all facets of M&A transactions, corporate governance, and investment regulations. Salazar & Zúñiga has advised on significant matters spanning various industries, including mining, hospitality, tourism, gaming, construction, financial services, food and beverages, pharmaceuticals, health, and media, among others.

Team & differentiation: The team possesses strong expertise in a wide array of legal matters, including corporate, real estate, and general commercial issues. They engage fluently with clients and are skilled in analyzing and drafting legal documents related to financial matters. This knowledge and expertise have earned them a clientele that includes leading national and international companies across various sectors.



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ACCOUNTING OUTSOURCING

Best Consulting Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
BDO Perú	Javier Hurtado, Marcela Priori
Deloitte	Angie Viacava
EY Peru	Alicia Hurtado, Daniel Carpio, Antonio Sanchez
Grant Thornton	Yessica Takahashi
Grupo Siglo BPO	Hera Valesvilla
Grupo Verona	Jose Verona
HLB Peru – Alcalá, Hohagen & Asociados	Edward Alcalá, Jorge Hohagen, Héctor Machuca, Ursula Verastegui
KPMG en Perú	Ahmed Vega
Lynch Contadores & Abogados	David Lynch, Carla Ospino
Mazars Peru (C y A Auditores y Asesores de Negocios)	Carlos Medina
PKF Villa Naranjo	Esteban Hilgert, Ana María Díaz, Fiorella Peralta, Renato Vila
PwC Peru	Juana Mollo, Víctor Ventura
Quantum Consultores	Marysol León, Lorena Salazar
RSM Peru (Panez, Chacaliza & Asoc.)	Marisa Panez
TGS Sarrío & Asociados	Andrés Ropert, Javier Paz, Mario Matassini, Luis Sánchez

LYNCH CONTADORES & ABOGADOS: CLIENT FIRST, NO-NONSENSE APPROACH



David Lynch

Key figure(s): David Lynch, Manuel Lynch, Gustavo Leo and Milagro Lynch
Established: 2018

Track record: A trusted name in the field of accounting and tax, Lynch & Asociados has a reputation for providing outstanding accounting and tax outsourcing services, tax advisory and consulting, corporate advisory and labor advisory. The firm's mission has always been to simplify clients' business lives by taking care of the financial and legal aspects, leaving them free to focus on what they do best.

Team & differentiation: The firm's excellent standing is due in no small part to its ability to adapt to the needs of clients. In addition to accounting and tax services, the firm's experts stand out for their in-depth knowledge of enterprise resource planning (ERP) systems, including SAP Business One, Odoo and Exactus. This allows them to offer comprehensive solutions which optimize the financial and operational management of their clients' businesses.



LABOR

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Rodrigo Elías & Medrano Abogados	José Balta, Mario Pasco, Ernesto Cárdenas
Vinatea & Toyama	Magaly Alarcon, Roberto Matallana, Renato Mejía, Eduardo Mercado, Herbert Prella, Alfredo Salvador, Jorge Toyama, Luis Vinatea
EXCELLENT	
1 Philippi Prietocarrizosa Ferrero Du & Uría	César Gonzáles, Lidia Vilchez
Rebaza, Alcázar & De Las Casas	Omar Díaz, María Haydee Zegarra
Rubio Leguía Normand	Víctor Ferro, Armando Gutiérrez, Sandro Núñez
2 CMS Grau	Cecilia Vargas
Estudio Muñiz	Ricardo Herrera, César Puntriano, María Florez, Ricardo Vilchez, Boris Sebastiani
EY Peru	José Ignacio Castro, Mauro Ugaz, Valeria Galindo, Miguel Rubio, Mauricio Matos
Miranda & Amado	Carlos Cadillo, Eric Castro
HIGHLY RECOMMENDED	
Benites Vargas & Ugaz Abogados	Jorge Acevedo, Carla Benedetti
Damma Legal Advisors	Germán Lora
DLA Piper Perú	Cecilia Guzmán-Barrón
Estudio Carlos Blancas Bustamante Abogados	Carlos Blancas Bustamante
Estudio Echeopar - Member of Baker McKenzie International	Luis Miguel Almendariz, Mónica Pizarro
Estudio Olaechea	Lucianna Polar
Gálvez & Dolorier Abogados	Javier Dolorier
GSA Legal	Jaime Durand, Macarena Morales, Alberto Varillas
RECOMMENDED	
Aramburú Castañeda Boero	Oscar Boero
Cornejo & Santivañez	Cecilia Calderón, Carlos Cornejo, Cintia Santivañez, Claudia Seminario
CPB Abogados	Mario Pinatte
Estudio Llona & Bustamante Abogados	Carlos Herbozo
Garrigues	Franco Muschi
Hernández & Cia Abogados	Diego Castillo
Laos, Aguilar, Limas & Asociados	Nancy Laos, Rocío Cecilia Limas
Osterling Abogados	Ary Alcántara, Joyce Cieza
Payet, Rey, Cauvi, Pérez Abogados	Cristina Oviedo
PwC Peru	Percy Alache
Robles Ibazeta Consultores	Karen Celestino, Daniel Robles
Tsuboyama & Nicolini Abogados	Duilio Nicolini, Liliana Tsuboyama
Vega & Abogados	José Manuel Guerra
VALUABLE PRACTICE	
BBGS Saco-Vertiz & Landerer Abogados (Perú)	Glenda Cano, Diego Torres
Belaunde, Carrillo & De los Ríos Abogados	Joaquín de los Ríos
Bueno Lercari Consultores	Clarisa Siles, Elizabeth Cáceres, Kametsa Romero
Compliance Laboral	Tino Vargas
Cuatrecasas	Iván Blume
De Las Casas Asesores Laborales	Orlando de las Casas, Eveling Torres Meza, Alvaro Olivera, Laura Torres, Gustavo Quispe
Dentons	Pamela Duffy
DS Casahierro Abogados	José Carlos Velarde
León e Iparraguirre Abogados	Mariana Rodríguez
RGC Abogados	Germán Ramirez Gastón
Rodríguez Angobaldo Abogados	César Abanto
Salazar & Zuñiga Abogados	Luis Delgado
Santivañez Abogados	María Teresa Capella, Elizene Vásquez de Velasco
Valderrama Abogados	Erick Valderrama
Vargas Pareja Abogados & Consultores	Eddy Ramirez, Max Carbajal, Sergio Barboza
Viera Abogados	Rafael Viera Arévalo, Adriana Chamorro, Alexandra Ravello

Analysis

COMPLIANCE LABORAL TVR: EXPERTISE IN LABOR LAW



Tino Vargas Riaschio

Key Figure(s):
Tino Vargas Riaschio
Established: 2018

Track record: The firm specializes in labor matters, offering a range of legal services including labor diagnostics, restructuring, labor contract drafting, collective and individual bargaining, labor cost reduction, implementation of occupational health and safety systems and litigation representation. Notable clients include Bethel, Acciona, Sapia and Velez.

Team & differentiation: Tino Vargas Riaschio is a specialist in labor law, labor relations and corporate labor compliance. He has more than 10 years' experience in collective bargaining and occupational health and safety management systems. He also works as an in-house legal trainer for different companies, and has authored legal articles for Thomson Reuters, Gaceta Jurídica and Gaceta Laboral.

CORNEJO & SANTIVÁÑEZ LABORALISTAS: FLUENT IN LABOR MATTERS



Carlos Cornejo

Key Figure(s):
Carlos Cornejo, Cintia Santiváñez, Claudia Seminario and Cecilia Calderon
Established: 2016

Track record: Premier boutique specializing in labor law, social security and immigration. The team provides guidance on various corporate and contentious labor issues, with a particular focus on labor consultancy, collective relationships, procedural advice, audits, occupational health and safety, migration services and corporate training.

Team & differentiation: Carlos Cornejo brings over 25 years' experience in advising both national and international companies on individual and collective labor, social security and immigration issues. He has significant expertise in overseeing judicial processes. Cintia Santiváñez specializes in labor counseling related to personnel hiring, labor audits and due diligence to ensure compliance with labor obligations.

ROBLES IBAZETA CONSULTORES: COMPREHENSIVE LABOR ADVISORY



Daniel Robles

Key Figure(s): Daniel Robles and Karen Celestino
Established: 2009

Track record: The firm offers proactive business advice on labor matters. Its services include daily consultations, strategic recruitment planning, audits and guidance on adapting to new labor requirements for its clients. While clients span various sectors, the firm has had the most significant impact in addressing the needs of those in the industrial, digital platform and retail sectors.

Team & differentiation: Daniel Robles has extensive expertise in labor law, occupational risk prevention, corporate law, administrative law and occupational health and safety. His experience includes providing legal counsel on labor matters specific to the aquaculture sector. Karen Celestino is a prominent figure in labor dispute prevention and litigation.

ARAMBURÚ CASTAÑEDA BOERO ABOGADOS: EXPERT LEGAL LABOR SOLUTIONS



Oscar Boero

Key Figure(s): Oscar Boero
Established: 1995

Track record: The firm specializes in corporate law, offering comprehensive, creative and innovative guidance, particularly in labor law matters. Strong suits include negotiation and development of employment contracts, labor planning, labor audits and collective bargaining, as well as litigation at both the administrative and judicial level.

Team & differentiation: The team is dedicated to fulfilling the legal labor requirements of clients across a diverse range of business sectors. It is led by Oscar Boero Echevarría, an expert in labor law, labor litigation, immigration and regulatory law, who has a strong focus on the telecoms industry. The firm prioritizes the use of cutting-edge technology in the cases it handles, providing clients with innovative options.

SANTIVÁÑEZ ABOGADOS: TOP RESTRUCTURING AND INSOLVENCY ADVICE



Fernando Martinot

Key Figure(s):
Fernando Martinot
Established: 2015

Track record: The experienced insolvency team is adept at navigating all stages of the proceedings, from the initial insolvency application to negotiations with the creditors' committee. The Corporate/M&A department, meanwhile, possesses exhaustive knowledge of the regulations governing M&A transactions, corporate governance, corporate workouts and turnarounds, ensuring comprehensive support for our clients in these critical areas.

Team & differentiation: The team has extensive experience in financial, corporate and general commercial matters. Fernando Martinot brings over twenty years of expertise in corporate law, mergers and acquisitions, contracts, foreign investment and bankruptcy. He has played a key role in numerous M&A processes, providing valuable insight into transaction structuring, legal due diligence, and contract negotiation.



METHODOLOGY

The criteria are:

- Recognition & reputation of the firm in its market
- Team size at partner and senior associate level; seniority and track record of partners
- Nature, quality and volume of matters handled by the firm
- Prestige, diversity and internationalization of the firm's client base
- Recent team expansions that have proved demonstrably successful

In the course of our research, we gather detailed information from diverse sources:

Law firms: through questionnaires and interviews, our team gets first-hand information about a firm's history, positioning, expertise and recent activity.

Clients: we solicit the feedback of several thousand General Counsel, CFOs, Tax Managers and CEOs of domestic and multinational companies through anonymous questionnaires, meetings and phone interviews.

Qualified third-parties: we collect the opinion of professionals who are neither clients nor competitors, such as: investment bankers, accountants, arbitrators, expert witnesses.

Peer-review: We ask lawyers for their feedback on their local market and who they recommend when facing a conflict of interest. We also collect their opinion on lawyers they have worked with in other jurisdictions.



REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Estudio De La Flor, García Montufar Arata & Asociados Abogados	Moises Arata Solis, Guillermo Garcia Montufar
Rodrigo Elías & Medrano Abogados	Carlos Carpio, Hugo Silva, Ursula Luna
2 CMS Grau	Carolina Gajate
Miranda & Amado	Claudia Lucena, Yelitza Valdivia, Daniel Corzo, Jessica Huamani, Luis Francisco Paz
EXCELLENT	
Amprimo, Flury, Barboza & Rodríguez Abogados	Eduardo Barboza, Jaime Miranda Gómez, Carlos Rodriguez Manrique
DLA Piper Perú	Hernán Velarde
Estudio Olaechea	Rossana Natteri
Hernández & Cia Abogados	Jorge Reátegui
Philippi, Prietocarrizosa Ferrero DU & Uria	Manuel Ugarte, Raúl Ravina, Juan Pulgar Vidal, Roberth Rojas
HIGHLY RECOMMENDED	
1 Estudio Echeopar - Member of Baker McKenzie International	Marco Alarcón, Alonso Miranda, Jorge Danós
Payet, Rey, Cauvi, Pérez Abogados	Alfredo Chan, Giovana García
Rubio Leguía Normand	Franco Soria, Pedro Castañeda
2 Arbe Abogados	Cesar Arbe
Avendaño Abogados	Francisco Avendaño
Estudio Muñiz	Yuri Vega, Elard Dianderas, Annalucia Fasson
Lazo Abogados	José Antonio Jaramillo
Rebaza, Alcázar & De Las Casas	Felipe Boisset
RECOMENDED	
Aramburú Castañeda Boero	Fernando Castañeda
CPB Abogados	Luis Mejia, Giuseppe Manini, Germán Carrera
De Bracamonte Haaker Castellares	Christian Castellares, Ricardo Haaker
Osterling Abogados	Angello Rivera, Mauricio Martinez, Fernando Allasi
Valderrama Abogados	Dulmer Malca, Erick Valderrama
VALUABLE PRACTICE	
Cehade Abogados & Consultores	Ramon Cehade
Costa, Olivares & Palomino Abogados	Adelky Palomino, Gonzalo Costa
Dentons	Manuel Barrios
Porto Legal	Francisco Gálvez
Rodríguez García & Encinas Abogados	David Encinas
Santiváñez Abogados	Yanira Becerra
Vargas Pareja Abogados & Consultores	Alberto Vargas, Grace Rentería
Vega & Abogados	Fernando Valdivieso, Jorge Vega
Zuñiga Alvarez Abogados	Sandro Zuñiga Álvarez, Sandro Zuñiga Flores, Krizia Zuñiga Flores

Analysis

AMPRIMO FLURY, BARBOZA & RODRÍGUEZ ABOGADOS: INTERDISCIPLINARY EXPERTISE



Eduardo Barboza

Key Figure(s):
Eduardo Barboza,
Carlos Rodríguez,
Jaime Miranda
and Eduardo Joo
Established: 2005

Track record: The firm specializes in assisting real estate funds, construction companies and property management firms in financing their portfolios, assets and projects. It provides comprehensive advice throughout all stages of real estate investment, including technical-legal analysis of transactions, negotiation and closing processes, support during contractual execution, in addition to conflict resolution before dispute resolution bodies.

Team & differentiation: The interdisciplinary team effectively merges expertise in urban planning, tax, civil contracting, and financial and environmental law. Eduardo Barboza is a distinguished authority in real estate law, arbitration, litigation and corporate law. He skillfully negotiates and executes real estate transactions and associated contracts, offering valuable guidance on potential disputes that may arise during their execution.

ZUÑIGA ÁLVAREZ: COMPLETE CONSULTING SERVICES FOR REAL ESTATE



Sandro Zuñiga

Key Figure(s):
Sandro Zuñiga
and Sandro Zuñiga Flores
Established: 1999

Track record: The real estate team offers a diverse array of services, including the legal restructuring of property transactions, drafting purchase and sale contracts, registering interstate successions, and facilitating the buying and selling of real estate assets. Noteworthy clients include Air Inmobiliaria, Tarek Tubbeh & Partners and Vanter Investment.

Team & differentiation: The team of experienced lawyers not only comprehends the unique needs of each client but also goes the extra mile to ensure that essential information is communicated clearly. Sandro Zúñiga Álvarez specializes in real estate investment law and frequently engages in property transactions in Peru, including matters related to real estate reorganization. Sandro Zúñiga Flores focuses on negotiations, real estate rights and real estate investment law.

CPB ABOGADOS: STRATEGIC PARTNER TO DISTINGUISHED CLIENTS



German Carrera

Key Figure(s): Cecilia
Muñoz and German Carrera
Established: 1999

Track record: The firm has more than 20 years' experience in the tax area. It has particular expertise in complex corporate transactions, due diligence processes, tax planning and structuring, audits, contentious and non-contentious proceedings before the tax administration and risk management. The firm has been involved in large-scale local and cross-border transactions.

Team & differentiation: CPB Abogados' professionals are characterized by offering high quality services according to the particularities that sectors such as services, consulting, real estate, transportation and logistics require. The extensive experience of German Carrera and Cecilia Muñoz makes it possible to build solid relationships with clients, becoming their strategic partner.



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PERU

AUDITING

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
EY Peru	Victor Tanaka
KPMG en Perú	Cristian Emmerich, Juan Cordova, Ronald Villalobos, Miguel Mere, Eduardo Alejos
PwC Peru	Hernán Aparicio
EXCELLENT	
1 BDO Perú	Liliana Córdova
2 Grant Thornton	Carlos Contreras, Juan Mejía, Carlos Montenegro, Mario Eduardo Navarrete, Tatiana Olaechea
Deloitte Peru	Miriam Loli
PKF Vila Naranjo	Emilio Vila Naranjo, Waldo Lucho, Renato Vila, Esteban Hilgert
RSM Peru (Panez, Chacaliaza & Asoc.)	Marcos Chacaliaza, Carmen Panez, Consuelo Panez
HIGHLY RECOMMENDED	
1 Quantum Consultores	Marysol León, Rossana Montalto, Monica Villar, Jaime Villalva
TGS Sarrio & Asociados	Andrés Ropert, José Luis Sarrio, Ana María Castillo, Hernán Vásquez, David Herrera, Gissela Pacheco, Rocío Guevara, Gina Díaz, Jackelyne Bartolo
Vag Global - Vargas Alencastre, García & Asociados	Carlos Vargas Alencastre, Carlos Vargas Arango
2 Baker Tilly Peru	Raúl Ishikawa, Guillermo López, Walter Noles, Elizabeth Verano
HLB Peru – Alcalá, Hohagen & Asociados	Edward Alcalá, Jorge Hohagen, Héctor Machuca, Úrsula Verástegui
IAPA International (LPConsulting / Yacolca Pérez y Asociados)	Alexander Yacolca, Mariano Yacolca, César Adriazola
RECOMMENDED	
Crowe Horwath Perú	Rosa Aida, Giannina D'Angelo
Ecovis Perú (Salazar y Asociados)	Gary Salazar
Kreston Perú – Portal Vega & Asociados S.C.	Oscar Del Valle Castañeda, Johnny Mires Dávila, Daniela Portal Fernnandez, Martín Quevedo Malca
Mazars Peru (C y A Auditores y Asesores de Negocios)	Pedro Contreras
Ramirez, Saco y Asociados	Luis Hidalgo, Ángel Saco
Russell Bedford (Luis Acosta Peche & Asociados)	Luis Acosta, Walter Asenjo
UHY	Susana Blancas, Carlos Sandoval, Cesar Urbano Ventocilla
VCA Perú	Jaime Vizcarra

TGS SARRIO & ASOCIADOS: PURVEYORS OF SPECIALIST AUDITING SERVICES



Andrés Ropert

Key Figure(s):
Ana María Castillo, Gina Díaz, Rocío Guevara, David Herrera, José Luis Sarrio, Francisco Ortiz, Gissela Pacheco, Andrés Ropert, Jackelyne Bartolo and Jaime Narvaez

Established: 1979

Track record: The firm is recognized for its expertise in audit services, IFRS adoption, due diligence, internal audits, compliance audits, and crime prevention, among others. Its high quality, independent reports help clients maintain credibility with stakeholders and comply with local and foreign regulators. It ensures internal controls through appropriate risk management and compliance via internal audits, sustainability audits and special audits.

Team & differentiation: With more than 44 years in the market, TGS Sarrio & Asociados ensures internal controls through appropriate risk management and compliance via internal audits, sustainability audits, and special audits. Its transfer pricing practice is held in high regard for its ability to prepare master files, local files, and country-by-country reports for companies in Peru, Chile, Costa Rica and Colombia.

Analysis

QUANTUM CONSULTORES: ACHIEVING OPTIMAL SOLUTIONS



Marysol Leon Huayanca

Key Figure(s):
Marysol Leon Huayanca,
Rossana Montalto, Monica
Villar, Leopoldo Sanchez,
Oswaldo Lozano, Mariella
Placido, Jaime Villalva,
Luis Mendoza
and Lorena Salazar

Established: 2005

Track record: Quantum Consultores offers high-quality services in tax auditing, tax planning, and financial auditing, among others. The firm demonstrates strong expertise in transfer pricing and in assessing the fair market value of transactions under negotiation. It has built long-term partnerships with major companies across various sectors, including agriculture, telecoms, mining, energy, construction and retail.

Team & differentiation: Quantum Consultores' team of experts provides customized solutions tailored to the unique needs of each client. A key differentiator for the firm is its focus on risk mitigation, for which it offers highly effective strategies. By conducting proof-of-benefit analyses, the firm adds value by helping mitigate potential contingencies for its clients. Founding partner Marisol León is recognized as one of Peru's leading tax experts.

VARGAS ALENCASTRE, GARCIA & ASOCIADOS: TAILORED STRATEGIES TO HELP CLIENTS THRIVE



Carlos Vargas Alencastre

Key Figure(s):
Carlos Vargas Alencastre
and Carlos Eduardo Vargas
Arango

Established: 1989

Track record: The firm possesses extensive expertise in tax auditing, tax outsourcing and tax defense, as well as in M&A, due diligence, asset management and debt restructuring. With substantial experience in Peru, Colombia and Chile, the firm has a distinct advantage in delivering exceptional services to international clients, offering a seamless consultancy experience for operations across these jurisdictions.

Team & differentiation: With 35 years' experience in the market, the firm boasts a resourceful and multidisciplinary team comprising accountants, auditors, lawyers and economists. Principal partner Carlos Vargas has a three-decade track record in auditing, taxation, management and consulting across several Latin American countries, including Chile, Peru, Colombia and Mexico.

RSS CONSULTING GROUP: QUALITY SERVICES FOR EVERY NEED



Angel Saco

Key Figure(s):
Angel Saco
and Luis Hidalgo
and Walter Ramirez*

Established: 2016

Track record: The firm acts for both local and international clients from the investment & asset management, retail, construction and manufacturing sectors, such as Blanco SAF, Promidin, BASF Peruana, Sociedad Química Alemana and Corporación Intertex. Auditing, insurance, accounting and financial consulting, tax compliance and transfer pricing are some of the firm's main services.

Team & differentiation: Ángel Saco, who spent a decade and a half at transnational services firms such as EY and Deloitte, provides auditing and business consulting services. He specializes in conducting financial audits for companies in the financial, retail, services and industrial spheres. The firm is part of MGI Worldwide, an international network of independent law firms specializing in auditing, tax and accounting.

HLB PERÚ - ALCALA, HOHAGEN & ASOCIADOS: STRENGTHENING LONG-TERM CONNECTIONS



Edward Alcala

Key Figure(s):
Edward Alcala, Jorge Hohagen,
Héctor Machuca
and Ursula Verastegui

Established: 1956

Track record: HLB has more than 67 years' experience providing independent auditing and tax consulting, including income tax and VAT recovery and tax planning. It also provides business consulting services, including organizational redesign and process improvement for clients in diverse sectors such as agriculture, mining, real estate, technology, transportation and telecoms.

Team & differentiation: HLB's team recognizes that understanding each client's specific needs is essential to the success of its cases, therefore, it prioritizes building lasting relationships based on trust. As a member of HLB International, which operates in over 150 countries, the firm ensures its members collaborate regularly with other leading firms to maintain the highest standards of professional practice.



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URUGUAY

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AUDITING

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Deloitte	Fernando Oliva
PwC Uruguay	Omar Cabral, Richard Moreira
EXCELLENT	
BDO Uruguay	Ernesto Bartesaghi
EY Auditores	Alejandro Barboni
Global Uruguay Auditores Asociados	Ximena Furtado
KPMG	Rodrigo Ribeiro
HIGHLY RECOMMENDED	
Baker Tilly Uruguay	Maria Estefania Acosta
Crowe	Stavros Moyal
CPA Ferrere	Javier Metre, Felipe Quiró
Grant Thornton	Rafael Sánchez
Mazars Uruguay	Luis Martínez
PKF	Federico Carrau, Pedro Vecino
RMS Uruguay	Jorge Gutfraind
RECOMMENDED	
Andersen Tax & Legal Uruguay	Juan Ignacio Troccoli, Ana Cecilia Rego, Maria Cecilia Ricciardi
Ecovis	Marcelo Caiafa
Nopitsch & Asociados	Javier Saravia
UHY Gubba & Asociados	Hugo Gubba

CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Ferrere	Santiago Fontana, Manuel Lecuona
Guyer & Regules	Nicolas Herrera
Posadas	Andres Aznarez, Fernando de Posadas, Tomás Gurméndez
EXCELLENT	
Bragard	Agustina Bomio, María Laura Capalbo, Jean Jacques Bragard
Dentons Jiménez De Aréchaga	Virginia Brause, Nicolás Herrera Alonso
Hughes & Hughes	Florencia Beyhaut, Juan Carlos Oreggia Carrau, Haroldo Espalter, Mariana Estrade, Hector Ferreira
HIGHLY RECOMMENDED	
1 Bado Kuster Zerbino & Rachetti	Richard Iturria
Bergstein Abogados	Jonás Bergstein, Guillermo Duarte
Blanco & Etcheverry	Martin Colombo, Agustin Etcheverry
Olivera Abogados	Juan Mailhos Gallo, Ricardo Olivera García
2 Andersen Tax & Legal Uruguay	Juan Federico Fischer
Foderé Abogados	Alberto J. Foderé
Sanguinetti & Asociados	Eduardo Sanguinetti
RECOMMENDED	
Brum Costa Abogados	Oscar Brum, Leonardo Costa Franco
Castellán Abogados	Santiago Castellán
Galante & Martins	Diego Galante
Lapique & Santeugini Abogados	Luis Lapique
Pérez del Castillo	Matías Pérez del Castillo
Rueda Abadi Pereira	Daniel Rueda
VALUABLE PRACTICE	
Arcia Storace Fuentes Medina Abogados	Andrea Medina
Da Costa Hernández - Asesores Legales	Mariana Da Costa, Veronica Hernandez
Innovation Legal Tax & Tech	Federico Galceran, Santiago Gortari Scheck, Juan Ignacio Fraschini
Untitled	Martin Litwak

BRAGARD: DEEPLY ENGAGED PROFESSIONALS



Agustina Bomio

Key Figure(s):
Jean Jacques Bragard,
Agustina Bomio
and Juan Bonet
Established: 2012

Track record: Bragard is an eminent full-service law firm with deep-rooted specialization in banking, finance, M&A, corporate law, notary services, international tax, litigation, regulatory affairs and capital markets. It offers unparalleled integrated legal service to clients including clients DISA, Amplifon, La Buonora y Asociados, Estudio Gómez Platero, SURA, Montecon, Gibur, Olam Group, Oxiteno, SunPartners and Kimberly-Clark.

Team & differentiation: The corporate and M&A department remains strong under the astute leadership of Agustina Bomio, a prodigious corporate and tax advisor, who has consistently proven her worth in challenging corporate transactions in Uruguay, such as the acquisition of Gaes Group by the multinational Amplifon, and the acquisition of Gibur by Morixe. The firm recently launched a compliance department.



LABOR

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Ferrere	Alberto Baroffio, Nelson Larrañaga, Verónica Raffo
Guyer & Regules	Leonardo Slinger
EXCELLENT	
1 Arcia Storace Fuentes Medina Abogados	Carolina Sarrocam Dolores Storace, Ignacio Zubillaga
Brum Costa Abogados	Nicolás Gómez, Gustavor Gauthier
Pérez del Castillo	Matías Pérez del Castillo
Posadas	Alejandro Castello, Mariana Fernandez, Gonzalo Gari
2	
Castellán Abogados	Mariana Casella
Dentons Jiménez De Aréchaga	Diego Viana
Hughes & Hughes	María Durán, Enrique Radmilovich
HIGHLY RECOMMENDED	
Bragard	Mercedes Nin
Bergstein Abogados	Rodrigo Felló, Mariana Pisón, Maite Urrecheagua
RECOMMENDED	
Blanco & Etcheverry	Juan Carlos Blanco
Estudio Pérez Tabó	Fernando Pérez Tabó
Foderé	Carolina Deletrain
Legalmind Abogados	María Laura Escudero
Rueda Abadi Pereira	Alejandra Pirez



LEADERS LEAGUE

INTELLIGENCE REPORT & RANKINGS

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EUROPE

LARGE-CAP TRANSACTIONS

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
CVC Capital Partners	Richard Blackburn, Gustaf Martin-Lof, Christoffer Sjoqvist
EQT Partners	Conni Jonsson
KKR	Johannes Huth
EXCELLENT	
Advent International	Benjamin Buerstedde, Tom Allen, James Brocklebank
Apollo Global Management	Sanjay Patel
Ardian	Bertrand Chevalier, Manuel Hausler, Matthieu Teyssier
Bain Capital	Tim Anten, Francesco Marra, Paolo Vismara
Blackstone	Olivier Meyohas
Cinven	Hugh Langmuir
GIC	Henry Ormond
The Carlyle Group	Gregor Böhm, Jonathan Zafrani
HIGHLY RECOMMENDED	
BC Partners	Moritz Elfers
Bridgepoint	William Jackson
Charterhouse Capital Partners	Gordon Bonnyman, Lionel Giacomotto
Eurazeo	Christophe Bavière, William Kadouch-Chassaing
L Catterton	Scott Dahnke
PAI Partners	Christian Atherton, Anatoliy Nagorny
Permira	Kurt Björklund
Seven2	Ralf Gruss
Warburg Pincus	René Obermann
RECOMMENDED	
Herkules Capital	Gert W. Munthe
Investcorp	Mohammed Alardhi
Nordic Capital	Robert Andreen
Partners Group	David Layton
Towerbrook Capital Partners	Joseph Knoll
Triton	Jim Nutt
Wendel	Xavier Lemonnier



SMALL TO MID-CAP TRANSACTIONS

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Advent International	Benjamin Buerstedde, Tom Allen, James Brocklebank
Alpha Group	Patrick Herman, Edoardo Lanzavecchia
Altor Equity Partners	Harald Mix
Ardian	Bertrand Chevalier, Manuel Hausler, Matthieu Teyssier
Astorg	Thierry Timsit
Equistone Partners Europe	Guillaume Jacqueau
Eurazeo Rhône Capital	Nicolas Debock
Hg Capital	Nic Humphries
LBO France	Robert Daussun
EXCELLENT	
Accent Equity Partners	Niklas Sloutski
H.I.G. European Capital Partners	Sami Mnaymneh, Tony Tamer
IK Partners	Christopher Masek
Keensight Capital	Jean-Michel Beghin, Philippe Crochet
MidEuropa	Robert Knorr
Montagu Private Equity	Jason Gatenby
Rivean Capital	Bas Cohen
Waterland Private Equity Investments	Frank Vlayen
HIGHLY RECOMMENDED	
Capman	Pia Kall, Ville Poukka
Chequers Capital	Guillaume Planchon
Clessidra Private Equity	Rosario Bifulco, Andrea Ottaviano
HitecVision	Ole Ertvaag
Inflexion Private Equity	John Hartz, Simon Turner
Segulah	Gabriel Urwitz
Vitruvian Partners	Ian Riley

VENTURE CAPITAL FUNDS

Best Venture Capital Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
360° Capital Partners	Fausto Boni, Emmanuele Levi, François Tison
Balderton Capital	Bernard Liautaud, Daniel Waterhouse
Felix Capital	Frederic Court
Global Founders Capital	Roel Janssen
High-Tech Gründerfonds	Alex von Frankenberg
Sequoia Capital	Luciana Lixandru
Serena Capital	Marc Fournier, Philippe Hayat, Xavier Lorphelin
EXCELLENT	
Accel	Philippe Botteri, Kevin Comolli, Sonali De Rycker
BlueYard Capital	Chad Fowler, Ciarán O'Leary, Jason Whitmire
Daphni	Pierre-Eric Leibovici, Pierre-Yves Meerschman
Down Capital	Josh Bell, Norman Fiore, Haakon Overli, Evgenia Plotnikova
Earlybird Venture Capital	Hendrik Brandis, Christian Nagel
Molten Ventures	Stuart Chapman
Northzone Ventures	Bjørn Stray
Par Equity	Paul Atkinson
Partech Partners	Omri Benayoun, Philippe Collombel, Romain Lavault
Seedcamp	Reshma Sohoni
HIGHLY RECOMMENDED	
83North	Laurel Bowden, Arnon Dinur, Gil Goren, Yoram Snir
Atomico	Niklas Zennström
Backed	Alex Brunicki, Andre De Haes, Tom Hopkins
Cap Horn Invest	Guillaume Dupont
Creandum	Johan Brenner, Fredrik Cassel, Staffan Helgesson
EQT Ventures	Ashley Lundström, Carl Svantesson
Generation Investment Management	Colin le Duc
Hoxton Ventures	Bryan Gartner, Hussein Kanji, Charles Seely
Index Ventures	Jan Hammer, Dominique Vidal
NATO Innovation Fund	Patrick Schneider-Sikorsky, Chris O'Connor, Thorsten Claus, Kelly Chen, Andrea Traversone
Octopus Investments	Ian Perry
Point Nine Capital	Pawel Chuddzinski, Louis Coppey, Christoph Janz, Ricardo Sequerra Amram
Speedinvest	Oliver Holle
Ventech	Nicolas Barthalon, Jean Bourcereau, Alain Caffi, Christian Claussen, Claire Houry
RECOMMENDED	
Eurazeo	William Kadouch-Chassaing, Christophe Bavière
Hedosophia	Ian Osborne
Hitachi Ventures	Stefan Gabriel
HV Capital	Rainer Märkle, David Kuczek
Notion Capital	Stephen Chandler

AUSTRIA

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MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
BPV Huegel	Astrid Ablasser-Neuhuber
E+H	Dieter Thalhammer, Andreas Zellhofer
Schoenherr	Franz Urlesberger, Hanno Wollmann
EXCELLENT	
Binder Groesswang	Christine Dietz, Raoul Hoffer
Cerha Hempel	Bernhard Kofler-Senoner
Wolf Theiss	Günter Bauer
HIGHLY RECOMMENDED	
1 Baker McKenzie	Andreas Traugott
Freshfields Bruckhaus Deringer	Maria Dreher-Lorjé
Haslinger / Nagele	Martin Oder
Reidlinger Schatzmann Jergitsch	Axel Reidlinger
Schindhelm	Christina Hummer
2 Barnert Egermann Illigasch	Isabella Hartung
CMS Reich-Rohrwig Hainz	Bernt Elsner, Dieter Zandler
Dorda	Heinrich Kühnert
Schima Mayer Starlinger	Christian Mayer
Taylor Wessing	Martin Eckel
RECOMMENDED	
1 DLA Piper Weiss-Tessbach	Claudine Vartian
Peter Thyri	Peter Thyri
Becker Günther Polster	Stephan Polster
2 EY Law – Pelzmann Gall Größ	David Konrath
FWP	Markus Fellner, Lukas Flener
PEHB	Christian Thaler
Preslmayr	Dieter Hauck
Schindler Attorneys	Philippe Kiehl
Stenitzer Legal	Franz Stenitzer

M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Dorda	Martin Brodey, Andreas Mayr
Freshfields Bruckhaus Deringer	Konrad Gröller
Schoenherr	Christian Herbst, Sascha Hödl
Wolf Theiss	Horst Ebhardt, Florian Kuszner, Christian Mikosch, Sarah Wared
EXCELLENT	
Baker McKenzie	Gerhard Hermann
Binder Groesswang	Philipp Kapl, Michael Kutschera, Thomas Schirmer
BPV Huegel	Thomas Lettau, Elke Napokoj
Cerha Hempel	Albert Birkner, Clemens Hasenauer
CMS Reich-Rohrwig Hainz	Peter Huber
E+H	Alric Ofenheimer, Peter Winkler
HIGHLY RECOMMENDED	
Arnold	Florian Arnold
EY Law	Mario Gall, Katrin Speigner
Graf Patsch Taucher	Wolfgang Graf, Bernd Taucher
Herbst Kinsky	Phillip Dubsky, Christoph Herbst, Philipp Kinsky
KPMG Law	Wendelin Eitmayer
Schindhelm	Philipp Leitner, Franz Mittendorfer
Schindler Attorneys	Clemens Philipp Schindler
RECOMMENDED	
Brandl Talos	Thomas Talos
DLA Piper Weiss-Tessbach	Maria Doralt, Christoph Mager
DSC	Christoph Dregger
Frotz Riedl	Stephan Frotz, Paul Schörghofer
FWP	Markus Fellner, Florian Kranebitter
Haslinger / Nagele	Johanna Fischer-Proier
KWR Karasek Wietrzyk	Thomas Haberer, Jörg Zehetner
PEHB	Christian Thaler
PHH	Rainer Kaspar
PwC Legal	Christian Oehner
Taylor Wessing	Claudia Steegmüller
Torggler	Reinhard Kautz, Kathrin Weber
VALUABLE PRACTICE	
Barnert Egermann Illigasch	Michael Barnert
B-Legal	Georg Blumauer
Deloitte Legal	Alexander Operenyi
FSM	Hannes Havranek
GPK Pegger Kofler	Barbara Egger-Russe, Franz Pegger
Gramma Schwaighofer Vondrak	Bernd Grama
RPCK Rastegar Panchal	Keyvan Rastegar
Scherbaum Seebacher	Gerold Oberhumer, Helmut Schmidt, Florian Thelen
Stefan Prochaska	Stefan Prochaska
Wiedenbauer Mutz Winkler	Martin Wiedenbauer, Robert Winkler



REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Dorda	Stefan Artner, Magdalena Brandstetter
DSC Doralt Seist Csoklich	Wilfried Seist
Schoenherr	Michael Lagler
Wolf Theiss	Karl Binder, Birgit Kraml, Peter Oberlechner, Nikolaus Paul, Erik Steger
EXCELLENT	
Arnold	Florian Arnold
Cerha Hempel	Peter Vcelouch
E+H	Clemens Lanschützer
Saxinger	Immanuel Gerstner
Vavrovsky Heine Marth	Christian Marth
HIGHLY RECOMMENDED	
1 Binder Grösswang	Markus Uitz
Bock Fuchs Nonhoff	Gerhard Bock
CMS Reich-Rohrwig Hainz	Nikolaus Weselik
EY Law	Stephan Groess
Grama Schwaighofer Vondrak	Andreas Schwaighofer
Hule Bachmayr-Heyda Nordberg	Michael Hule, Christian Nordberg
Nemetschke Huber Koloseus	Alexandra Huber, Alfred Nemetschke
RECOMMENDED	
B-Legal	Georg Blumauer
FWP	Michael Hecht
Freshfields Bruckhaus Deringer	Felix Neuwirther
Graf Patsch Taucher	Alexander Patsch
KWR Karasek Wietrzyk	Clemens Berlakovits, Georg Karasek, Jan Philipp Schiffko, Paul Schmidinger
Pitkowitz & Partners	Martin Foerster
PwC Legal	Karl Koller
Scherbaum Seebacher	Georg Seebacher
Stock Rafaseder Gruszkiewicz	Peter Stock
Torggler	Reinhard Kautz

BELGIUM

M&A

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
JP Morgan	Tanguy Piret
Lazard	Wouter Gabriëls
Rothschild & Co	Jean-Francois Limpens, Yves Vervaeet
EXCELLENT	
Belfius Bank	Philippe Mercelis
BNP Paribas Fortis	Gabriel Englebort
Degroef Petercam	Pieter-Jan Van de Walle, François Wohrer
Lincoln International	Maxime Boudewyns, Siebrecht Declerck
Morgan Stanley	Harold Joanknecht
HIGHLY RECOMMENDED	
ABN Amro	Solange Rouschop
Alantra	Wim Goossens
Banque Transatlantique Belgium	Michel de Villenfagne
Ing Belgium	Michael Van Eenoo, Philippe Wallez
KBC Securities	Régine Debeuckelaere, Frédéric Vandepitte
Puilaetco Dewaay	Ludivine Pilate



CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Pierre-Olivier Mahieu, Dirk Meeus, Wouter Van de Voorde
Baker McKenzie	Fiona Carlin, Dominique H. Maes, Roel Meers, Koen Vanhaerents
Cleary Gottlieb Steen & Hamilton	Laurent Legein, Laurent Ruzette
EXCELLENT	
Argo	Nico Goossens, Kris Verdoodt
Clifford Chance	Xavier Remy
Freshfields Bruckhaus Deringer	Elliott Fosseppez, Deborah Janssens, Vincent Macq, Geert Verhoeven
Jones Day	Jonas Van den Bossche
Laurius	David Ryckaert, Christina Trappeniers, Dirk Wellens, Caroline Wildemeersch
Liedekerke	Damien Conem, Jacques Meunier, Christel Van den Eynden
Linklaters	Arnaud Coibion
Stibbe	Jan Bogaert, Julien Bogaerts, Marc Fyon, Dries Hommez, Stefan Odeurs, Jan Peeters, Pascal Vanden Borre
Strelia	Olivier Clevenbergh, Gisèle Rosselle, Laurent Verhavert, Katrien Vorlat
Van Olmen & Wynant	Koen Hoornaert, Luc Wynant
White & Case	Thierry Bosly
HIGHLY RECOMMENDED	
1 Altius	Jérôme Vermeyleen
Andersen in Belgium	Koen de Puydt, Leo Peeters, Toon Rummens
CMS	Vincent Dirckx, Arnaud Van Oekel
Cresco	David Dessers
Eubelius	Matthias Wauters
Fieldfisher	Louis-Francois du Castillon
LMBD	Frederic Deltour, Harold Minjauw, Fabrice Mourlon Beernaert, Pia Sobrana Gennari Curlo
Loyens & Loeff	Robrecht Coppens

Lydian	Peter Deryck
Monard Law	Maxime Monard, Jeroen Raskin, Nicole Segers, Pieter Van de Broeck
NautaDutilh	Nicolas De Crombrughe, Dirk Van Gerven
Quinz	Benoit Allemeersch
Simont Braun	Steven Callens
Van Bael & Bellis	Michel Bonne, Caroline Daout
Van Cutsem Wittamer Marnef	Frédéric De Ridder, Christophe Hoogstoel, Herman Lemaire, Anne-Sophie Meire, Pierre Van Fraeyenhoven, Pierre Willemart
2 Astrea	Frédéric Verspreuwen
Bofidi Legal	Christophe Piette
Contrast	Bart Bellen
Daldewolf	Laetitia De Smet, Patrick De Wolf, Fabian Tchekemian
Deloitte Legal	Benoît Feron, David Roelens
DLA Piper	Michaël Heene, Erwin Simons
Four & Five	Dimitri Coun
Harvest	Guillaume Beauthier, Adrien Lanotte
Osborne Clarke	Hadrien Chef
Prioux Culot	Henri Culot, Raphaël Prioux
Schoups	Gwen Bevers, Christine Heeb
Tetra Law	Sabrina Scarnà
RECOMMENDED	
Crowell & Moring	Frederik Van Remoortel
Janson	Marc Dalle, Peter Perez
KPMG Law	Patrick Geeraert
Philippe & Partners	Denis Philippe
Simmons & Simmons	Carl Meyntjens
Thales Avocats	Alexis Wochenmarkt
Verhaegen & Walravens	Jacques Verhaegen, Philippe Walravens
Willkie Farr & Gallagher	Jean-Quentin De Cuyper



Analysis

**LAURIUS:
INNOVATIVE AND CLIENT-FOCUSED**



David Ryckaert

Key Figure(s):
David Ryckaert
Established: 2006

Track record: Since its inception in 2006, Laurius has established itself as a leading force in commercial transactions and M&A. Founded by Dirk Wellens and Bert Luyten, the firm rapidly expanded from Antwerp to Brussels, building an impressive portfolio of clients along the way, including family shareholders, industrial buyers, and private equity funds. Their expertise extends beyond M&A to encompass private equity and various other legal domains, solidifying their position in the Belgian legal landscape.

Team & differentiation: Laurius sets itself apart through its highly responsive approach and personalized service. The firm leverages cutting-edge contract drafting technology to deliver strategic and pragmatic advice in M&A and corporate litigation. With partners like David Ryckaert, a trusted advisor to diverse clientele, Laurius offers a unique blend of technical expertise and client-focused solutions, making it a preferred choice for complex transactions.

**ANDERSEN IN BELGIUM:
COMPREHENSIVE M&A EXPERTISE**



Leo Peeters

Key Figure(s): Leo Peeters
and Koen De Puydt
Established: 2019

Track record: Andersen's M&A team has established a stellar reputation for guiding private equity investors, banks and corporations through complex cross-border transactions. Its expertise spans mergers, joint ventures and buyouts, with a particular focus on intricate corporate reorganizations. The firm's proficient team of lawyers consistently deliver precision and value in high-stakes deals.

Team & differentiation: Under the leadership of Leo Peeters and Koen De Puydt, Andersen distinguishes itself via a holistic approach to M&A. The firm excels in integrating corporate, commercial, real estate and construction expertise into its deal-making strategy. Renowned for its commitment to diversity and ESG principles, Andersen offers clients a unique blend of local insight and global reach, supported by strong international networks and multilingual professionals.

**VAN OLMEN & WYNANT:
RISING STAR IN M&A LAW**



Luc Wynant

Key Figure(s): Luc Wynant
Established: 1993

Track record: Van Olmen & Wynant has put together a fine track-record in corporate and M&A services over the past three decades. The firm's expertise spans equity structuring, securities and restructuring, with its seasoned lawyers consistently delivering successful outcomes for clients across a variety of sectors. Its diligent approach ensures smooth transaction execution, from due diligence to post-merger integration.

Team & differentiation: Led by Luc Wynant and Koen Hoornaert, the M&A team distinguishes itself through sector-specific knowledge in telecoms, technology, IT and pharmaceuticals. Van Olmen & Wynant has carved out a sizeable niche as a go-to advisor for startups and venture capital firms, leveraging its deep industry insights and pragmatic approach to maximize value in every transaction.

**STRELIA:
DYNAMIC M&A EXPERTS**



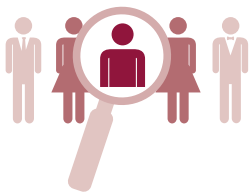
Gisèle Rosselle

Key Figure(s):
Gisèle Rosselle, Laurent Verhavert, Frédéric Heremans and Olivier Clevenbergh
Established: 2013

Track record: Strelia's recently expanded corporate department demonstrates impressive synergy with its competition and regulatory practices. The firm excels at handling diverse cases across the retail, TMT, life sciences and energy sectors. Its stellar track record in complex transactions solidifies the firm's position as a dependable advisor during sophisticated M&A deals.

Team & differentiation: Strelia's exceptional M&A team is led by corporate and finance transactions expert Gisèle Rosselle, alongside Laurent Verhavert, who specializes in real estate. Olivier Clevenbergh brings dispute resolution prowess and Frédéric Heremans focuses on corporate financing. This multifaceted approach enables Strelia to offer comprehensive, tailored solutions for high-stakes mergers and acquisitions.

METHODOLOGY



The criteria are:

- Recognition & reputation of the firm in its market
- Team size at partner and senior associate level; seniority and track record of partners
- Nature, quality and volume of matters handled by the firm
- Prestige, diversity and internationalization of the firm's client base
- Recent team expansions that have proved demonstrably successful

In the course of our research, we gather detailed information from diverse sources:

Law firms: through questionnaires and interviews, our team gets first-hand information about a firm's history, positioning, expertise and recent activity.

Clients: we solicit the feedback of several thousand General Counsel, CFOs, Tax Managers and CEOs of domestic and multinational companies through anonymous questionnaires, meetings and phone interviews.

Qualified third-parties: we collect the opinion of professionals who are neither clients nor competitors, such as: investment bankers, accountants, arbitrators, expert witnesses.

Peer-review: We ask lawyers for their feedback on their local market and who they recommend when facing a conflict of interest. We also collect their opinion on lawyers they have worked with in other jurisdictions.

PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Dirk Meeus
Freshfields Bruckhaus Deringer	Deborah Janssens
EXCELLENT	
Argo	Nico Goossens, Kris Verdoodt
Baker McKenzie	Dominique Maes
Cleary Gottlieb Steen & Hamilton	Laurent Legein
Clifford Chance	Niek De Pauw
Linklaters	David Ballegeer, Arnaud Coibion, Charles-Antoine Leunen, An-Sofie Van Hootegem
Stibbe	Dries Hommez
Van Olmen & Wynant	Koen Hoornaert, Luc Wynant
White & Case	Thierry Bosly, Hadrien Servais
HIGHLY RECOMMENDED	
Altius	Jérôme Vermeylen
Cresco	David Dessers
Eubelius	Erwin Destuyver, Filip Jenné, Matthias Wauters
Jones Day	Thomas De Muynck
Laurius	David Ryckaert, Dirk Wellens
Liedekerke	Damien Conem, Thibaut Hollanders, Jacques Meunier
Loyens & Loeff	Hakim Boularbah, Robrecht Coppens
Lydian	Peter de Ryck
Monard Law	Maxime Monard, Benoit Samyn, Nicole Segers, Pieter Van de Broeck
Simont Braun	Sandrine Hirsch, Axel Maeterlinck
Squire Patton Boggs	Bart Vanderstraete
Strelia	Gisèle Rosselle, Laurent Verhavert, Katrien Vorlat
RECOMMENDED	
Cambrian	Pieter Capiou
DLA Piper	Michaël Heene, Koen Selleslags
Four & Five	Dimitri Coun
K Law	Puneet Prabhakar, Christopher Rao, Alok Sonker
NautaDutilh	Dirk Van Gerven
Quinz	Benoit Allemeersch
Rooryck & Co	Peter Rooryck

WHITE & CASE: EXEMPLARY CROSS-BORDER DEAL EXPERTISE



Thierry Bosly

Key Figure(s): Thierry Bosly
Established: 1967

Track record: The private equity team boasts an impressive track record in complex domestic and cross-border transactions across multiple sectors. The team boasts expertise in structuring and negotiating sophisticated deal documentation, consistently delivering exceptional results for high-profile clients. Deep understanding of both local and international markets positions the firm as a go-to advisor for intricate private equity matters.

Team & differentiation: White & Case stands apart thanks to its extensive team of internationally-minded lawyers, many of whom are dual-qualified in Belgian and Luxembourg law. This unique combination of local expertise and global perspective enables the firm to provide unparalleled service in cross-border transactions. The appointment of Thierry Bosly as global co-head of the firm's private equity practice cements his position as a market leader in his field.



MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cleary Gottlieb Steen & Hamilton	Nicholas Levy, Antoine Winckler
Freshfields Bruckhaus Deringer	Laurent Garzaniti, Thomas Janssens, Frank Montag
Van Bael & Bellis	Jean-François Bellis
EXCELLENT	
A&O Shearman	Dirk Arts
Clifford Chance	Miguel Odriozola, Thomas Vinje
Covington & Burling	Carole Maczkovics
Jones Day	Bernard Amory
Latham & Watkins	Sven Völcker
Linklaters	Gerwin van Gerven
Skadden	Niels Baeten, Michael Frese, Thorsten Goetz, Andreas Kafetzopoulos
White & Case	Jacquelyn MacLennan
HIGHLY RECOMMENDED	
Altius	Carmen Verdonck
Arnold & Porter	Niels Christian Ersbøll
Ashurst	Denis Fosselard, Annick Vroninks, Denis Waelbroeck
Baker McKenzie	Fiona Carlin
Contrast	Herlinde Burez, Filip Tuytschaever
Crowell & Moring	Karel Bourgeois, Thomas De Meese
Dentons	James Venit
Eubelius	Jan Bocken, Hans Gilliams
Faros	Frank Wijckmans
Gibson, Dunn & Crutcher	Attila Borsos, Stéphane Frank, Ali Nikpay, Christian Riis-Madsen
Liedekerke	Vincent Mussche
SheppardMullin	Jacques Derenne
Squire Patton Boggs	Oliver Geiss, Brian Hartnett
Stibbe	Peter Wytinck
Strelia	Pierre Goffinet
RECOMMENDED	
Baker Botts	Catriona Hatton
Bird & Bird	Anne Federle
Daldewolf	Thierry Bontinck, Emmanuel van Nuffel
Deloitte Legal	Catherine Hannosset
Janson	Bruno Lebrun
Mayer Brown	Julian Ellison
Norton Rose Fulbright	James R. Modrall

REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Rudy Dupont, Benjamin Pirlet
Baker McKenzie	Jean-François Vandenberghe
Linklaters	Yves Moreau
Lydian	Jens Debièvre
Stibbe	Matthias Maselis
EXCELLENT	
Andersen in Belgium	Ulrike Beuselincx, Alain De Jonge, Koen de Puydt, Peter Moerman
Liedekerke	Julie De Bonnet, Yves Delacroix, Alexandre Emond
Loyens & Loeff	Ariane Brohez, Christophe Laurent
Schoups	Kris Lemmens, Marco Schoups, Maarten Somers
HIGHLY RECOMMENDED	
1 Altius	Lieven Peeters
Clifford Chance	Henri D'Ursel, Pieter De Bock, Alexandre Ooms
CMS	Pierre-Axel Chabot, Bruno Duquesne
Eubelius	Wouter Claes, Lars Van Bever
Monard Law	Gregory Grouwels, Luc Linders, Benoit Samyn, Stefaan Van Dyck
Simont Braun	Laura Grauer
Strelia	France Vlassembrouck
2 Cresco	David Dessers
Deloitte Legal	Maximilien van de Werve
Eversheds Sutherland	Johan Joos
KPMG Law	Jim Bauwens, Gerald Van Walle
Laurius	Michael Bollen, Christina Trappeniers
LMBD	Frederic Deltour
NautaDutilh	Didier De Vliegheer
Van Cutsem Wittamer Marnef	Olivier d'Ursel, Bernard Dautricourt, Thibault Fober, Tanguy Gillain, Patrick Marnef, Frederik Offermans, Quentin Willemart
RECOMMENDED	
AKD	Pol Cools, Werner Heyvaert, Steven Ongena
DLA Piper	Bob Martens
Four & Five	Tessa Gijbels
Janson	Didier Bracke, Angie Koninckx, Jean-Nicolas Pardon
Mvvp	Stefaan Verbouwe
Notius	Bruno Vantomme
Philippe & Partners	Dirk Clarysse, Véronique Delens, Marc Gouden
Racine	Isabelle Cooreman

DENMARK

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Accura Advokatpartnerselskab	Mads Ilum, Henrik Juul Hansen, Kristian Klausen, Tue Ravnholt Frandsen, Kåre Stolt, Jacob Vinther, Thomas Weincke
Bech-Bruun	Jakob Kristensen, Simon Milthers, Andreas Nielsen
Gorrissen Federspiel	Anders Ørjan Jensen, Anders Peter Christoffersen, Rikke Schjøtt Petersen
Kromann Reumert	Christina Bruun Geertsen, Peter Ketelsen, Tyge Rasmussen
Plesner	Lars Bunch, Hans Hedegaard, Jacob Ørskov Rasmussen, Henrik Rossing Lønberg
EXCELLENT	
Bruun & Hjejle	Morten Jensen
DLA Piper Denmark	Jens Krogh Petersen
Horten	Frans Rossen
Lundgrens	Peter Bruun Nikolajsen, Thomas Kræmer, Peter Møllerup, Christian Scherfig
Moalem Weitemyer	Henning Aasmul-Olsen, Dan Moalem
HIGHLY RECOMMENDED	
Andersen Partners	Hans-Christian Ohrt, Jon Stefansson, Søren Stig Langlökke
Bird & Bird	Casper Moltke-Leth, Morten Rosenmejer
Dahl Law Firm	Mads Rossen Jakobsen, Henning von Lillienkskjold
Poul Schmith	Peter Hedegaard Madsen, Ronnie Kandler, Carina Vang Kristoffersen
RECOMMENDED	
Elmann	Søren Ingerslev
Galst	Hans Christian Galst, Christian Steen Laursen
Lund Elmer Sandager	Jacob Roesen
Magnusson	Sam Jalaei
Mazanti-Andersen	Frederik B. Hasling, Jakob Mosegaard Larsen, Thomas Weisbjerg
Nielsen Nørager	Jens Arnesen, Morten Eldrup-Jørgensen, Peter Lyck, Frantz Palludan
Njord Law Firm	Lars Lokdam, Henrik Lyhne
Sirius Advokater	Olaf Ehrenskjöld, Anders Kjær Dybdahl, Joachim Ørum Petersen
Skau Reipurth & Partnere	Claus Ryberg Hoffmann, Peter Skau-Andersen, Morten Vibe

FINLAND

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Avance Attorneys	Anders Floman, Ulf-Henrik Kull, Mathias Lindqvist, Ilkka Perheentupa, Erkki-Antti Sadinmaa, Björn Söderblom, Carl-Henrik Wallin
Hannes Snellman	Mikko Heinonen, Riikka Rannikko
Krogerus	Sami Martola, Mika Ståhlberg
Roschier	Manne Airaksinen, Antti Ihamuotila, Jouni Salmi
White & Case Finland	Timo Airisto
EXCELLENT	
Borenius	Janko Lindros, Johannes Piha, Johan Roman
Castrén & Snellman	Benjamin Bade, Carola Lindholm, Jan Örndahl, Jarno Tanhuanpää, Pauliina Tenhunen
Dittmar & Indrenius	Anders Carlberg, Mikko Eerola, Wilhelm Eklund, Jan Ollila
HIGHLY RECOMMENDED	
Bird & Bird	Maria Carlsson, Jori Taipale
DLA Piper Finland	Ilkka Liljeroos
Dottir Attorneys	Juha Nurminen
Eversheds Sutherland	Olli Iirola, Mika Taberman, Harri Tolppanen, Vesa Turkki
Hpp Attorneys	Andrew Cotton, Markku Mäkinen, Björn Nykvist, Antti Säiläkivi
Magnusson	Tomi Merenheimo, Ville Salonen, Heikki Wide
Waselius	Christoffer Waselius
RECOMMENDED	
Attorneys-At-Law Trust.	Jan Lindberg
Itäinen & Ojantakanen Attorneys	Risto Ojantakanen
Lexia Attorneys	Samuli Koskela, Olli Kotila, Mikko Räsänen
Lieke Attorneys	Ville Vyyryläinen
Merilampi Attorneys	Antti Kahri, Ari Keinänen
Procopé & Hornborg	Ismo Hentula, Petri Kyllönen

FRANCE

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M&A: LARGE-CAP

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
1 Lazard	François Kayat, Andrea Bozzi, Charles-Henri Filippi, Isabelle Xoual, Vincent Le Stradic, Guillaume Molinier, Bertrand Moulet, Thomas Picard, Jean-Louis Girodolle
Morgan Stanley France	Ludovic Jacquot, Frédéric Proust, David Benichou, Jean-Baptiste Charlet, Guillaume Gabaix, Yves Ayache, Emmanuel Goldstein
Rothschild & Co	Grégoire Chertok, Laurent Baril, Alexandre de Rothschild, François Pérol
2 BNP Paribas	Cyrille de l'Epine, Sophie Javary, Alban Bouley, Thierry Varène
Goldman Sachs	Jérémie Marrache, Anne Bizien
J.P. Morgan	Kyryl Courboin, Marc Pandraud, Augustin d'Angerville
EXCELLENT	
1 Bank of America	Stéphane Courbon, Jérôme Morisseau, Emmanuel Régniez
Centerview Partners	Matthieu Pigasse, Nicolas Constant, Pierre Pasqual, Yann Krychowski
Deutsche Bank	Emmanuel Hasbanian, Julien Fabre
Société générale CIB	Sylvain Mégarbané, Thierry d'Argent, Sylvie Remond, Sébastien Proto, Stefan Goetz
Sycomore Corporate Finance	Pierre-Arnaud de Lacharrière, Olivier Barret, Francois Vigne, Tristan Dupont, Laurent Bricco
Nomura	Jérôme Calvet, Alexis Singer
2 Citigroup	Grégoire Haemmerlé, Pierre Drevillon
Crédit Agricole CIB	Anne Hiebler, Laurent Chenain
HSBC	Alexandre Courbon
Perella Weinberg Partners	David Azéma, Tanguy Rivière, Cyrille Perard, Uel Migan, Stéphane Richard

M&A: MID-CAP

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
1 Lazard	Charles Andrez, Jean-Philippe Bescond, François Guichot-Pérère, Olivier Le Maire
Natixis Partners	Bruno Stern, François Rivalland, Ludovic Tron, Denis Vidalinc, Olivier Dardel, Driss Merniss
2 DC Advisory	Grégory Roquier, David Benin, Frédéric Meyer, Nicolas Cofflard, François Prioux
Edmond de Rothschild Corporate Finance	Arnaud Petit, Julien Beraud, Philippe Flament, Nicolas Durieux, Thomas Hamelin, Vanessa Guyot-Sionnest, Jean-Charles Bernard
EXCELLENT	
1 Amala Partners	Jean-Michel Cagin, Pierre-Yves Dargaud, Martine Depas, Benjamin Giner, Jean-Baptiste Marchand, Alexis Matheron, Nicolas de Nazelle, Nicolas Royer, Jad Sader
Banque Hottinguer	P. Durand de Bousingen, E. Martin, A. Bochet, P. Bonhomme, B. Le Gendre, A. Choquet, P. Lormeau, X. Maitre, C. Nourrisson, G. Moulinier
Clearwater International	Laurent Camilli, Philippe Guézenc, Benjamin Zayat, Thomas Gaucher, Nicolas Saint-Pierre, Julien Choppin, Jonathan Bursztyn, Laurence de Rosamel, Jérémy Sartre
Wil Partners	Jacques Ittah, André Haik
2 Alantra	Franck Portais, Olivier Guignon, Oriane Durvy, Fabrice Scheer, Florian Touchard, Franck Noat, Nicolas Senlis, Nicolas Vienot
BNP Paribas Mid Cap	Philippe-Elie Bacot, Thierry Marie, Bruno Attali
Degroof Petercam	Cyril Kammoun, Franck Silvent
Goldman Sachs	Thomas Gagnez
Oddo BHF Corporate & Market	J.-F. Delpech, L. Bonnin, T. Devineau, N. Ecot, J. von Neipperg, S. Rémus Borel, L. Buiatti

M&A: SMALL-CAP

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
1 Cambon Partners	Michael Azencot, Morgann Lesné, Laurent Azout, Guillaume Teboul, David Salabi, Jonathan Journo, Guillaume Eymar, Nicolas Pirot, Alexandre Aymard, Thomas Bertier
Capitalmind	Kilian de Gourcuff, Alexandre Ebin, Nicolas Balon, Michel Degryck, Thibault Laroche-Joubert, Jean-Arthur Dattée
Rothschild Transaction R	Pierre Sader, Pierpaolo Carpinelli, Jean-Christophe Quiniou, Guillaume Cauchoix
2 Adviso Partners	Bertrand Thimonier, Guillaume Capelle, Guillaume Dary, Gilles Coudon, Marc Lebrun, Antoine Tanguy, Michaël Chicheportiche, Frédéric Dubois
Lincoln International	François Rispoli, Ludovic Rodié, Serge Palleau, Dominique Lecendreux, Jean-René Hartpence, Guillaume Suizdak, Géraud Estrangin, Matthieu Rosset, Arnaud Dudognon
EXCELLENT	
1 Clipperton Finance	Thomas Neveux, Nicolas Von Bülow, Thibaut Revel, Stéphane Valorge, Antoine Ganancia, Thomas de Montille, Nikolas Westphal
Crédit Agricole Midcap Advisors	Philippe Azevedo, Frédéric Bonnard, Alain Crohem, Jean-Philippe Dayres, Caroline Dheilley, Ronan Lauzel, Olivier Malard
Financière de Courcelles	Noël Forgeard, Michaël Petit, Henri Mion, Emmanuel Antmann, Matthieu de Baynast, Philippe Dore, Guillaume Piette
KPMG	Mark Wyatt, Julian Parsons, Stéphane Souchet
Largillière Finance	Paul Bougnoux, Nicolas Ibanez, Tanguy Mantelin, Guylène Jourdan
Oaklins	Hadrien Mollard, Raphaël Petit, Eric Félix-Faure, Thibaut de Monclin
Transactions & Cie	François Paillier, Frédéric Bos, Matthieu Mora, Julien Moréel, Christophe de Backer, Diane De Montjamont
Translink CF France	Marc Irsson, Mathieu Lemesle, Jacques-Henri Rième, Tanguy du Chesnay, Antoine Tanguy, Lina Ismail
2 Eurvad Finance	Jonathan Melloul, Charles Guigan
Pax Corporate Finance	Simon Morin, Adrien Tourres, Enrick Gane, Laurent Mouflin, Michel Lafon, Sébastien Leleu, Anthony Ginieis, Julien Truc
PwC Corporate Finance	Antoine Grenier, Pierre Barthelemy, Adrien d'Alincourt, Geoffroy Pacault, Benjamin Ribault
Scalene Partners	Simon Eischen, Samuel Assaraf, Anthony Gribé
SG Corporate Finance - M&A	Marc Dunoyer, Stéphane Peterlini, Raphaël Aubry Marais, Caroline Duclos, Jonathan Locteau
3 Bryan, Garnier & Co	Guillaume Nathan, Hervé Ronin, Olivier Beaudouin, Philippe Patricot, Greg Revenu, Olivier Garnier
Deloitte	Charles Bédier, Thomas Fisher
EY	Olivier Catonnet, Matthieu Carlier
Gimar & Co	Hubert Chevrinai, Christian Giacomotto, Stéphane Olmi, Philippe Marini, François Barthelemy
Sevenstones	Elodie Le Gendre, Damien Vigneron, Serge Jamgotchain, Amine Tagel-Din, Antoine Emery
UBS M&A Mid-cap	Jérôme Pin, Jérôme Breuneval, Nicolas Henry, Louis Vercken



LBOs: LARGE-CAP

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 KKR	Jerôme Nommé
PAI Partners	Frédéric Stévenin, Sebastien Veil
2 Advent International	Hadrien De Bardies, Michael Ogrinz
Ardian	Dominique Senequier, Mark Benedetti, Mathias Burghardt, Vladimir Colas, Jan Philipp Schmitz, Nicolò Saidelli
Astorg	François de Mitry, Thierry Timsit
Bain Capital	Michel Plantevin
CVC Capital Partners	Jean Christophe Germani
The Carlyle Group	Jonathan Zafrani
EXCELLENT	
1 Blackstone Group	Lionel Assant
Charterhouse Capital Partners	Fabrice Georget, Lionel Giacomotto, Vincent Pautet
Cinven	Pierre Estrade
Cobepa	Charles-Henri Chaliac, Jean-Marie Laurent Josi
EQT Partners	Nicolas Brugère, Nils Ketter, Thomas Rajzbaum
Eurazeo	Christophe Bavière, William Kadouch-Chassaing
GBL - Groupe Bruxelles Lambert	Nicolas Gheysens
Goldman Sachs Asset Management	David Solomon
TowerBrook	Jean Rollier, Karim Saddi
2 Apollo Global Management	Sanjay Patel
BC Partners	Cédric Dubourdieu
Clayton, Dubilier & Rice	Roberto Quarta, Christian Rochat, Eric Rouzier
Dentressangle	Thierry Coloigner
Montagu Private Equity	Raphaël Candelier, Antoine de Peguilhan, Guillaume Jabalot, Adrien Sassi
Permira	Sébastien Floch, Benoit Vauchy
Platinum Equity	Louis Samson
Wendel	David Darmon, Laurent Mignon

LBOs: MID-CAP

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Ardian Expansion	Thilbault Basquin, Francois Jerphagnon
Astorg	Lionel de Posson, Charles-Hubert Le Baron, Edouard Pillot
Bridgepoint	Vincent-Gaël Baudet, Frédéric Pescatori
IK Investment Partners	Rémi Buttiaux, Dan Soudry
2 Equistone Partners Europe	Grégoire Châtillon, Stanislas Gaillard, Guillaume Jacqueau, Thierry Lardinois, Julie Lorin, Grégoire Schlumberger, Arnaud Thomas, Florent Rostaing
HLD	Cédric Chateau
Keensight Capital	Jean-Michel Beghin, Philippe Crochet, Pierre Remy
Latour Capital	Cédric Bannel, Philippe Leoni
Montagu Private Equity	Antoine de Peguilhan, Pascal Ambrosi, Raphaël Candelier, Antoine Druais, Guillaume Jabalot, Adrien Sassi
Naxicap Partners	Eric Aveillan, Axel Bernia, Luc Bertholat, Angèle Faugier
Qualium Investissement	Jean Eichenlaub, Cyprien Choutet, Michel Edel, Jacques Pancrazi, Guillaume Peroz, Boris Podevin
Sagard NewGen	Antoine Ernoult-Dairaine, Jocelyn Lefebvre
Seven2	Marc Benatar, Bruno Candelier, Henry Capelle, Guillaume Cousseran, Damien de Bettignies, Thomas De Villeneuve, Éric Hamou, Eddie Misrahi, Bertrand Pivin, Thomas Simon
EXCELLENT	
1 Chequers Capital	Jérôme Kinas, Aurélien Klein, Denis Metzger, Guillaume Planchon, Bertrand Rabiller
Eurazeo PME	Benjamin Hara, Erwann Le Ligné, Pierre Meignen, Olivier Millet
For Talents	Nicolas Boyer, Blandine Pessin-Bazil, Benjamin Teszner
ICG (Intermediate Capital Group)	Hadj Djemai
IDI	Julien Bentz, Marco de Alfaro, Jonathan Coll, Augustin Harrel-Courtès
MML Capital	Henry-Louis Mérieux, Louis de Montille
PAI Partners	Stefano Drago
2 21 Invest	Antoine Vigneron, Fabrice Voituren
3i France	Pierre-Axel Botuha, Rémi Carnimolla, Stéphane Grandguillaume, Marc Ohayon
Fremman Capital	Olivier de Vregille, Vincent Houlot
Groupe Siparex	Florent Lauzet, Guillaume Rebaudet, Alexandre Tremblin, Thibaud de Portzamparc
H.I.G. European Capital Partners	Olivier Boyadjian
Initiative & Finance	Baudouin d'Hérouville, François-Xavier Oliveau, Caroline Pihan
LBO France	Thomas Boulman, Jérôme Guez



LBOs: SMALL-CAP

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Andera Partners	Mayeul Caron, Marianne Harle, Olivier Le Gall, David Robin
Bridgepoint	Bertrand Demesse, Olivier Nemsguern
IK Partners	Arnaud Bosc, Pierre Gallix, Thomas Grob
Keensight Capital	Jean-Michel Beghin, Philippe Crochet, Pierre Remy
Meanings Capital Partners	Hervé Fonta, Régis Lamarche, André Renaison, François Tranié
2 Activa Capital	Alexandre Masson, Christophe Parier
Argos Wityu	Louis Godron, Karel Kroupa, Gilles Lorang
Capza	Benoit Choppin, Guillaume de Jongh, Christophe Karvelis-Senn, Maxence Radix
Initiative & Finance	Baudouin d'Hérouville, Philippe Dilasser, Thierry Giron, Jean-Michel Laveu, Arnaud Mendelsohn, Jean-Bernard Meurisse, François-Xavier Oliveau, Caroline Pihan
Montefiore Investment	Éric Bismuth, Daniel Elalouf, Jean-Marc Espalioux
3 Azulis Capital	Pierre Jourdain, Bruno Lavollé, Nicolas Cosson, Raphaël Bazin
Blackfin Capital Partners	Laurent Bouyoux, Eric May, Paul Mizrahi, Bruno Rostain
Capital Croissance	Eric Neuplanche
Ciclad	Stéphane Billon, Didier Genoud, Nicolas Rostand
IXO Private Equity	Olivier Athanase, Nicolas Charleux, Bruno de Cambiaire, Jean-Luc Rivière, Alexandre Sagon
MBO+	Eric Dejoie, Richard Broche, Alexandre Chaton, Xavier De Prévoisin, Olivier Delrieu
Mérieux Equity Partners	Jean-François Billet, Benoit Chastaing, Thierry Chignon
Motion Equity Partners	Patrick Eisenchteter, Cédric Rays
Naxicap Partners	Eric Aveillan, Axel Bernia, Luc Bertholat, Angèle Faugier
RAISE	Mathieu Blanc, Mathilde Desanges, Alexandra Dupont, Aymeric Marraud des Grottes, Stéphane Pesqué
Seven2	Guillaume Cousseran, Isabelle Hermetet, Bénénger Mistral, Caroline Rémus, Gregory Salinger
Sparring Capital	Denis Catz, Johann Le Duigou, Arnaud Leclercq
EXCELLENT	
1 Abénex	Hervé Claquin, Christian Dorléac, Johann Dupont, Emmanuel Herbinet, Olivier Moatti, Patrice Verrier
Amundi Private Equity Funds	Claire Chabrier, Stanislas Cuny
Arkéa Capital	Isabelle Combarel, Thomas Trideau, Corentin Kerhuel, Patricia Morand, Pascal Barré, Eric Besson-Damegon, François Even, Valérie Geiger, Cyril Miller, Blandine Roche, Morgan Carval, Pierre Boulic
BNP Paribas Développement	Philippe Molas
Cathay Capital	Bruno Bézard, Jérémie Falzone, Edouard Moinet
Crédit Mutuel Investissement	Badri Ben Grine, Thierry Martin, Frédéric Plas
Ekkio Capital	Nicolas Beaugendre, Thibaud Gachet, Xavier Loosveldt, Jean-Marc Sceo
Groupe Siparex	Pierre Bordeaux Montrieux
Hivest Capital Partners	Axel Bonnassies, Cédric Lépée
IDI	Julien Bentz, Marco de Alfaro, Jonathan Coll, Augustin Harrel-Courtès
LBO France	Arthur Bernardin, Jean-Marie Leroy
Nextstage	Nicolas de Saint Etienne, Jean-David Haas, Grégoire Sentilhes
Parquest Capital	Thomas Babinet, Laurence Bouttier, Pierre Decré, Denis Le Chevalier
Sagard NewGen	Berangere Barbe, Agnès Huyghues Despointes, Jocelyn Lefebvre, Guillaume Lefebvre
Tikehau Ace Capital	Franck Crépin, Gilles Daguët, Marwan Lahoud
Turenne Groupe	Christophe Deldycke, Benoît Pastour
2 Adagia Partners	Pauline Ammeux, Xavier Beloir, Sylvain Berger-Duquene, Charles-Edouard Bouée
Axio Capital	Florian de Gouvion Saint Cyr, Laurent Tesson
Bee Up Capital (ex Industries & Finances Partenaires)	Edouard Thomazeau
Céréa Partenaire	Michel Chabanel, Antoine Peyronnet, Gilles Sicard
FnB Private Equity	Valérie Lutt, Olivier Marchand
Gimv	Nicolas de Saint Laon
Idia Capital Investissement	Cédric Fontaine, Nicolas Lambert, Manuel Leal, Anne-Caroline Pace-Tuffery, Jacques Simon
ISAI	Nicolas Martineau, Pierre Martini, Christophe Poupinel
Isatis Capital	Laurent Baudino, Eric Boutchnei, Yonathan Elmalem, Guillaume Lebrun, Bertrand Limoges, Brice Lionnet, Nicolas Schwindenhammer
IT Capital	François-Xavier Deren, Véronique Policard, Xavier Poppe
MML Capital	Henry-Louis Mérieux
Momentum Invest	Arthur Bureau, Alain Cochenet, Pierre Le Tanneur, Tristan Parisot
Open Gate Capital	Julien Lagrèze, Fabien Marcantetti, Andrew Nikou, Marc Veillas
Société Générale Capital Partenaires SAS	Anne Penet-Grobon
Trocadero Capital Partners	Philippe Bruneau, Benjamin Fougerat, Nicolas Gagnez
UI Investissement	Aymeric Balmont, Michel Deprez, François Gressant, Olivier Jarrousse
Weinberg Capital Partners	Philippe Klocanas, Camille Duxin, Dimitri Fotopoulos, Marie Desvignes, Paul Cordahi, Benjamin Rousseau-Calisti, Anthony Guillen, Guillaume Marquet de Vasselot

VENTURE CAPITAL

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Elaia Partners	Anne-Sophie Carrese, Philippe Gire, Samantha Jérusalmy, Xavier Lazarus, Sébastien Lefebvre, Franck Lescure, Marc Rougier, Pauline Roux
Partech Partners	Philippe Collombel, Romain Lavault, Jean-Marc Patouillaud
Serena Capital	Marc Fournier, Philippe Hayat
2 Bpifrance	Veronique Jacq, Baptiste Proveau
Eurazeo	Benoist Grossmann
Index Ventures	Bernard Dallé, Martin Mignot, Dominique Vidal
ISAI	Jean-David Chamboredon, Pierre Martini, Christophe Raynaud
EXCELLENT	
1 Alven Capital	Guillaume Aubin, Charles Letourneur
AXA Venture Partners	Marc Lewden, Sébastien Loubry, François Robinet
Breega	Maximilien Bacot, Benoît Marrel, François Paulus
Cathay Capital	Jacky Abitbol, Denis Barrier, Nicolas du Cray
Eight Roads	Lucile Cornet
Iris Capital	Erik de la Rivière, Curt Gunsenheimer, Julien-David Nitlech
Newfund	Agathe Descamps, Henri Deshays, Salim Hassad, Patrick Malka, Anne-Sophie Saint-Martin, François Véron
Singular Capital Partners	Nahu Ghebremichael, Raffi Kamber, Jérémy Uzan
Supernova Invest	François Breniaux, Celia Hart, Régis Saleur, Pierre-Emmanuel Struyven
2 Aster Capital Partners	Jean-Marc Bally
Blackfin Capital Partners	Laurent Bouyoux, Eric May, Paul Mizrahi, Bruno Rostain
C4 Ventures	Boris Bakech, Mathieu Bourdie, Eric Boustouller, Pascal Cagni, Michel Sassano
Daphni	Pierre-Eric Leibovici, Pierre-Yves Meerschman, Marc Simoncini
Elevation Capital Partners	Benjamin Cohen, Julien Hugot, Benoit Petit
Hi Inov	Pierre-Henri Dentressangle, Valérie Gombart
Karista	Olivier Dubuisson, Yvan-Michel Ehkirch
Omnes Capital	Michel de Lempdes
OneRagtime	Stéphanie Hospital
RAISE	Pierre-Edouard Berion, Sophia Martin
Ring Capital	Laurent Babut, Daphné Dupont-Gurs, Charlotte Lafont, Constance Courtalon
Seventure Partners	Isabelle de Cremoux, Emmanuel Fiessinger, David Manjarres, Bruno Rivet
Ventech	Jean Bourcereau, Alain Caffi, Claire Houry, Audrey Soussan
White Star Capital	Éric Martineau-Fortin, Matthieu Lattes
XAnge	Cyril Bertrand
3 123 Investment Managers	Xavier Anthonioz, Antonio Graça, Marc Guittet
360° Capital Partners	Emanuele Levi, Dominique Rencurel, Nader Sabbaghian, François Tison
Balderton Capital	Bernard Liautaud, Zoé Mohl
Cap Horn Invest	Guillaume Dupont
Citizen Capital	Pierre-Olivier Barennes, Laurence Méhaignerie
Creadev	Bertrand Boré
Crédit Mutuel Innovation	Julien Coulon
Demeter Partners	Lionel Cormier, Geoffroy Dubus, Eric Marty, Sophie Paturle-Guesnerot
Entrepreneur Invest	Marouane Bahri, Bertrand Folliet
Hcvc	Alexis Houssou
Korelya Capital	Paul Degueuse, Antoine Dresch, Fleur Pellerin
Kreaxi	Michel Dahan, Philippe Mere
M Capital Partners	David Aversenq, Rudy Secco
Naxicap Partners	Antoine Bodet
Red River West	Alban Gréget, Alfred Vericel
Ternel	Mohamed Abdesslam, Timothée Poulain
Truffle Capital	Patrick Kron, Bernard-Louis Roques



TRANSACTION SERVICES

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Accuracy	A. Lambert, X. Gallais, D. Sztermer, J.-A. Privesse, N. Bourdon, D. Gros, S. Gonnet, C. Schmit, F. Dunoyer de Segonzac
Eight Advisory	S. Vanbergue, P. Raidron, E. Demuyt, K. Wagner, F. Khayat, C. Berling, L. Gérard, G. Mouline, M. Morisot, B. Bignon, B. Perrette, S. Hosni, C. Delas, F. Thiéblemont, G. Catoire, S. Smercans, F. Garnier, E. Riou, P.-D. Forterre, M. Goerens, F. Gallizia, N. Saci, S. Vouillon
KPMG	Rémy Boulesteix, Vincent Delmas
PwC	Erwan Colder, Philippe Chavane, Martin Naquet-Radiguet
2 Alvarez & Marsal France	F. Steiner, J. Gibbons, D. Chenu, G. de Seze, R. Fuchs, R. Bejaoui, T. Marcorelles, B. Bestion, M. Ferrey, C. Zana
Deloitte	L. Lauv, V. Batlle, V. Mermoud, T. Fischer, M. Labassi, M. Jiggins, L. Clavijo, J. Lafforgue, H. Nacea, F. Chenevoy
EY Transaction Services	Laurent Majubert, Guillaume Cornu
EXCELLENT	
1 BM&A	G. de Montmarin, P. Rhoumy, P.-E. Passelègue, C. Mestchersky, A. Duranson, D. Batude, A. Thura
Exelmans Audit & Conseil	Stéphane Dahan, Thomas Charneau, Eric Chan, Richard Dahan, Manuel Manas
Oderis Consulting	Thomas Claverie, Julien Passerat, Aurélien Vion, Hugo Primas
2 Aca Nexia	Fabrice Huglin, Olivier Lelong, François Mahé, Hervé Teran
Advance Capital	Arnaud Vergnole, Olivier Poncin
Crowe HAF	Thomas Corbineau, Julien Latrubesse
Grant Thornton France	Frédéric Zeitoun, Thierry Dartus
Mazars	Pierre Tchertoff, Reza Joomun, Firas Abou Merhi, Isabelle Tristan, Baptiste Kalasz, Zied Loukil
Mortier & Associés	Olivier Mortier
RSM Paris	Éric Fougedoire, Benoît Coustaux, Cécile Guyot, Christophe Callet
Squareness	Frédéric Meunier, Antoine Sudérie, Antoine Fléchais, Julie Haefflinger

ACCURACY: INNOVATIVE, INDEPENDENT AND FLEXIBLE



Arnaud Lambert

Key Figure(s):
Arnaud Lambert
Established: 2004

Track record: Accuracy carried out financial due diligence on behalf of Chapsvision during a €90 million fundraising involving Qualium, Tikehau, Bpifrance and Geneo Capital. The team provided the same service to Ardian during its minority participation in the Mon Vêto fundraising. In recent years, Accuracy has expanded its presence in the UK market, bolstering its operation in London with several new recruits.

Team & differentiation: Advisors to and increasing number of investment funds, the firm offers clients top-drawer assessment services, evaluating everything from share value and management packages, both in France and internationally, thanks to the firm's presence in 13 countries. For portfolio-management companies the firm provides a range of optimized performance advice (data science, smart reporting, etc.).

M&A: LARGE-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 BDGS Associés	Antoine Bonnasse, Jean-Emmanuel Skovron, Marc Loy, Thomas Meli, Youssef Djehane, François Baylion, Lucile Gaillard, Jérôme du Chazaud, David Andréani
Bredin Prat	Jean-Benoît Demaret, Clémence Fallet, Olivier Assant, Benjamin Kanovitch, José María Pérez, Florence Haas, Christine Lenis, Kate Romain, Emmanuel Masset, Patrick Dziejowski
Cleary Gottlieb Steen & Hamilton	Amélie Champsaur, Pierre-Yves Chabert, Valérie Lemaitre, Charles Masson, Marie-Laurence Tibi, Anne-Sophie Coustel, Rodolphe Elineau, John D. Brinitzer, Andrew A. Bernstein
Darrois Villey Maillot Brochier	Forrest Alogna, Bertrand Cardi, Marcus Billam, Matthieu Brochier, Pierre Casanova, Hugo Diener, Olivier Huyghues Despointes, Orphée Grosjean, Christophe Vinsonneau
Weil, Gotshal & Manges	Yannick Piette, Claude Serra, Guillaume Bonnard, Alexandre Duguay, David Aknin, Agathe Soilleux, Jean Beauchataud, Frédéric Cazals
2 Gide Loyrette Nouel	Anne Tolila, Olivier Diaz, Axelle Toulemonde, Paul Guillemin, Jean-Gabriel Flandrois, Antoine Tézenas du Montcel, David Boitout, Julien David, Christophe Eck, Antoine Lelong
Hogan Lovells	Stéphane Hutten, Matthieu Grollemund, Xavier Doumen, Jean-Marc Franceschi, Sébastien Gros
Skadden	Armand W. Grumberg, Arash Attar-Rezvani, Pascal Bine, Nicola Di Giovanni
White & Case	Saam Golshani, Julien Bensaïd, Jean Paszkudzki, Xavier Petet, Franck De Vita, Brice Engel, Nathalie Nègre-Eveillard, Guillaume Vitrich, Alexis Hojabr, Marc Petitier
EXCELLENT	
1 A&O Shearman	Romy Richter, Jean-Claude Rivalland, Marc Castagnède, Alexandre Ancel, Frédéric Morea, Guillaume Isautier, Nicolas Bombrun
Firm Bompont	Dominique Bompont, Éric Laut, Louis-François Guéret
Clifford Chance	Benjamin de Blégiers, Fabrice Cohen, Gilles Lebreton, Mathieu Remy, Aline Cardin, Laurent Schoenstein, Marianne Pezant, Emmanuel Mimin
De Pardieu Brocas Maffei	G. Touttée, P. Jais, G. Balland, E. Boursican, T. Bréart de Boisanger, M. Candia, C. Chanas, N. Favre, F. Keller, M. Masson, E. Muller, J.-F. Pourdieu, S. Aloui
Freshfields Bruckhaus Deringer	Olivier Rogivue, Guy Benda, Alan Mason, Nicolas Barberis, Yann Gozal, Hervé Pisani, Guillemette Burgala, Julien Rebibo
Herbert Smith Freehills	Hubert Segain, Christopher Theris, Frédéric Bouvet, Edouard Thomas, Laurence Vincent, Cyril Boulignat
Latham & Watkins	O. du Mottay, P.-L. Cléro, Th. Forschbach, D. Criton, H. Diogo Amengual, A. Benedetti, P. Laporte, Ch.-A. Guelluy, A. Crosthwaite, G. Gianasso
Mayer Brown	Guillaume Kuperfils, Olivier Aubouin, Hadrien Schlumberger, Ségolène Dufétel
Sullivan & Cromwell	Olivier de Vilmorin, Nicolas de Boynes, Gauthier Blanluet, Garth W. Bray
2 Kirkland & Ellis	Vincent Ponnouaille, Laurent Victor-Michel, Emmanuel Enrici, Louis Gosset
Lacourte Raquin Tatar	Serge Tatar, Nicolas Jüllich, Renaud Rossa, Guillaume Roche
Linklaters	Fabrice de La Morandière, Pierre Tourres, Alain Garnier, Bruno Derieux, Pierre Thomet, Florent Mazon
Orrick	Patrick Tardivy, George Rigo, Jean-Pierre Martel, Alexis Marraud des Grottes, Etienne Boursican, Olivier Jouffroy, Marine Jamain
Paul Hastings	Sébastien Crépy, Alexis Terray, Etienne Mathey, Olivier Deren, Arthur de Baudry d'Asson, Charles Cardon
Proskauer Rose	Jeremy Scemama, Xavier Norlain, Matthieu Lampel, Stéphanie Martinier

DE PARDIEU BROCAS MAFFEI: BIG-TICKET M&A EXPERTISE



Guillaume Touttée

Key Figure(s):
Guillaume Touttée
and Patrick Jais
Established: 1993

Track record: The corporate and M&A team acted for CNP Assurances during the sale of the BPCE group's entire stake in CNP Assurances to La Banque Postale. It also advised the Carrefour Group on the establishment of a long-term partnership with French real-estate services company Nexity to redevelop 76 Carrefour supermarket sites across France.

Team & differentiation: The firm has made long-term support with a personal touch its calling card. It works with funds and major institutional and corporate clients as well as on stock market transactions. Veteran M&A specialist Guillaume Touttée advises finance companies, industrial groups and investment funds on transactions in France and abroad. Last year saw Sandra Aloui make partner.



M&A: MID-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 August Debouzy	Pierre Descheemaeker, Julien Wagmann, Julien Aucomte, Jérôme Brosset, Gilles August, Valéry Denoix de Saint Marc
Ayache	David Ayache, Alain Lévy, Bernard Ayache, Grégoire Zeitoun, Olivier Tordjman, Gwenaëlle de Kerviler
Goodwin	Thomas Dupont-Sentilles, Jérôme Jouhanneau, Maxence Bloch, Christophe Digoy, William Robert, Thomas Maitrejean, Benjamin Garçon, Anne-Charlotte Rivière, Simon Servan-Schreiber
McDermott Will & Emery	Grégoire Andrieux, Bertrand Delafaye, Guillaume Kellner, Jacques Buhart
2 Jeantet	Karl Hepp de Sevelinges, Philippe Portier, Thierry Brun, Yvon Dréano, Cyril Deniaud, Philippe Matignon, Vincent Netter, Stephen Walters, Anne Toupenay-Schueler, Guillaume Fornier, Philippe Raybaud
King & Spalding	Laurent Bensaid, Thomas Philippe
Peltier Juvigny Marpeau & Associés	Benoît Marpeau, Nicolas Partouche, Frédéric Peltier, Julie Herzog, François Dietrich
Sekri Valentin Zerrouk - SVZ	Franck Sekri, Pierre-Emmanuel Chevalier, Gérard de Franclieu, Antoine Hai, Olivier Legrand, Oscar Da Silva
EXCELLENT	
1 Advant Altana	Jean-Nicolas Soret, Fabien Pouchot, Gilles Gaillard, Bruno Nogueiro
Archers	Marc Baffreau, Audrey Wendling, Mark Richardson, Bruno Solle, Éric Labro, Fabrice Maraux, Emily Pabot du Chatelard
Baker McKenzie	Alain Sauty de Chalon, Marie-Françoise Bréchnignac, Stéphane Davin, Guillaume Nataf, Hugo Sanchez de la Espada, François-Xavier Naïme, Julie Yeni, Saveria Laforce, Aurélie Govillé
Cohen Amir Aslani	Gérard Cohen, Karine Fitau, David Amiach
Dechert	Alain Decombe, Ermine Bolot
Dentons	Olivia Guéguen, Olivier Genevois, Pascal Chadenet, John R. Flanigan, Jean-Marc Groperrin, Guillaume Kessler, Anne-Laure Marcerou
Franklin	Yam Atallah, Alexandre Marque, Lionel Lesur, Numa Rengot
Hoche Avocats	Jean-Luc Blein, Marie Peyréga, Eric Quentin, Didier Fornoni, Jérôme Roustit, Marie-Pierre Souweine, Guillaume Martinet
Jones Day	Alexandre de Verdun, Sophie Hagège, Geoffroy Pineau-Valencienne, Jean-Gabriel Griboul, Charles Gavoty, Renaud Bonnet, David Swinburne, Florent Bouyer, Gael Saint Olive, Linda Hesse
Koehler-Magne Serres (KMS)	Lionel Koehler-Magne, François Serres, Cyrille Gaucher
LPA-CGR Avocats	Frédéric Bailly, Raphaël Chantelot, Julie Cittadini, Arnaud Depierrefeuf, Stéphane Erard, Bertrand Galvez, Ran Hu, Michael Samol, Samir Sayah, Florence Trognon-Dumain
Racine	Bruno Cavalié, Jean-Christophe Beaury, Mélanie Coiraton, Maud Bakouche, Luc Pons, Marie Pouget
UGGC Avocats	Charles-Emmanuel Prieur, Edouard Héliot, Julien Mayeras, Ali Bougrine, Yves Mondellini, David Gordon-Krief, Jean-Philippe Crot, Jean-Jacques Uettwiller
Veil Jourde	Géraud Saint Guilhem, Laurent Jobert, François de Navailles, Pierre Deval
Viguié Schmidt & Associés	David Scemla, Louis Chenard, Yves Schmidt, Nicolas Viguié, Daniel Villey
Vivien & Associés	Jacques Epstein, Laetitia Amzallag, Emmanuel Chauvet, Julie Tchaglass, Nicolas Vivien, Judith Fargeot, Lisa Becker, Jean-Luc Bédos, Julien Koch
Winston & Strawn	Jérôme Herbet, Julie Vern Cesano-Gouffrant, Sara Susnjar, Gilles Bigot, Annie Maudouit-Ridde, Grine Lahreche, Edith Boucaya
2 Berrylaw	Delphine Bariani, Pascal Marchandon, Romain Franzetti, Jérôme Majbruch
Bryan Cave Leighton Paisner	Christian Sauer, Kai Völpel, Frédéric Jungels, Roland Montfort
Desfilis	José Desfilis, Nathalie Hollier-Cheyne, Alexandre Piette
DLA Piper	Laurence Masseran, Sarmad Haidar, Simon Charbit, Sonia de Kondserovsky, Alice Magnan, Thomas Priolet
Eversheds Sutherland	Eric Knai, Catherine Detalle, Franck Bourgeois, Alexandre Morel, Jean-Robert Bousquet, Cristina Audran-Proca
FTPA Avocats	Piera Cavanna, Bruno Robin, Robert Corcos, Nathalie Younan, Sylvain Clérambourg, Charles-Philippe Letellier, François-Xavier Beauvisage, Nicolas Message, Romain d'Innocente
Ginestié Paley-Vincent	Philippe Ginestié, Yves Ardaillou, François Devedjian, Jean-Baptiste Guillot, Pierre Mudet
Gowling WLG	Patrick Mousset, Marie-Aude Ziadé
KPMG Avocats	Franck Bernauer, Charles Barraine, Richard Bulenzi, Xavier Lemaréchal, Florence Olivier, Benoît Roucher, Audrey Ditsch-Antoine, Patrick Mertz, Hélène Ribaute, Benoît Maubant
Mermoz Avocats	Thomas Hermetet, Nada Sbai, Gilles Roux, Tristan Segonds, Aurélie Bonsch, Virginie Florence, Marina Llobell, Gaspard Le Pomellec
Moncey Avocats	Frédéric Pinet, Guillaume Giuliani, Marie-Victoire James, Fabrice de La Morandiere
Norton Rose Fulbright	Karine Montagut, Bénédicte Denis, Pierre François, Jean-Claude Rivalland
Scotto Partners	Coralie Oger

M&A: SMALL-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Aramis	Raphaël Mellerio, Alexis Chahid-Nourai, Anne-Hélène Le Trocquer
Delsol Avocats	Pierre Gougé, Philippe Dumez, Henri-Louis Delsol, Emmanuel Kaepelin, Philippe Malikian, Séverine Bravard, Raphaël Ory
Taylor Wessing	Gilles Amsallem, Anne-Juliette de Zaluski, Laurence Lapeyre, François Mary, Nicolas De Witt
2 Alerion	Vincent Poirier, Pierre-Olivier Brouard, Christophe Gerschel, Antoine Rousseau
BG2V	Roland Guény, Hervé de Kervasdoué, Camille de Verdelhan, Stanislas Ricoillez, Jérôme Albertin
Cornet Vincent Ségurel	Stéphanie Gérard, Benjamin Chevalier, Adrien Debré, Pierre-Jean Ferry, Olivier Greffard, Pierre Lamidon, Alexis Marchand, Emmanuel Mansillon, Bertrand Coste, René-Pierre Andlauer
3 Osborne Clarke	Catherine Olive, David Haccoun, Stéphanie Delage
EXCELLENT	
1 BCTG Avocats	Séverin Kullmann, Catherine Dupuy-Burin des Rozières, Alain de Rougé, Augustin Nicolle, Clément Sabatier
Bersay	Jérôme Bersay, Anya Hristova, Pierre-Louis Périn, Stéphanie Molkhou, Pauline Darmon
Bird & Bird	David Malcoiffe, Gildas Louvel, Emmanuelle Porte, Bertrand Levy, Nicolas Morelli, Anne-Cécile Hansson, Boris Martor, Carole Bodin
Coblenche Avocats	Alexandre Brugière, Ludovic Dorès, Grégoire Lepigeon
DS Avocats	B. Charrière Bournazel, B. Tézé, J. Lombard Platet, M. Trécan, A. Burg, L. Roglev, A. Langlais, T. Forbin, V. Ramirez, V. Ambroij, L. Yijun, A. Severin, A. Constant
Fidal	Cécile Marouani-Petit, Mathieu Aurignac, Christian Fournier, Bertrand Ducoin, Anne Méhu, Vianney Soudant, Joanna Candelier, Geoffrey Burrows, Jean-François Yerle, Raphaël Teyssot, Olivier Renault, Vincent Libaud, Fabien Mauvais, Gary Levy, Clyve Monfredo, Stéphanie Rodriguez, Thierry Filippi, Bintou Niang, P. Barouch
Lamartine Conseil	David Pitoun, Cyrille Garnier, Charles de Dreuzy, Annabelle Thieffine
Ollyns	David Pitoun, Cyrille Garnier, Charles de Dreuzy, Annabelle Thieffine
Piotraut Giné Avocats - PGA Avocats	Raphaël Piotraut, François Giné, Suzanne De Cavalho
Steering Legal	Nuno de Ayala Boaventura, Olivier Guinard, Florian Guais, Alice Bellilchi
Valther	Velin Valev, Bruno Fiacre, Idris Hebbat, Marie Kanellopoulos
Villechenon	Morgan Hunault-Berret, Francis Pinot de Villechenon, Isabelle Burel Blasoni, Erwan Tostivint, Alexander Kotopoulos
Yards	Jean-Philippe Jacob, Igor Doumenc, Éric du Peloux
2 Bignon Lebray	T. Dubly, T. Permezal, N. Robertson, A. Van de Vyver, F. Dedieu, A. Arminjon, A. Ghesquière, J. Goyet, L. Benoit, T. Mabed, P.-E. Scherrer, J.-M. Tocchio
Chammas & Marcheteau Avocats	Denis Marcheteau, Lola Chammas, Nicolas Lecocq, Pierre-Louis Sevegrand, Stéphanie Bréjaud, Jérôme Chapron, Christophe Blondeau
Fieldfisher	Jean-Baptiste Van de Voorde, Pascal Squercioni, Philippe Netto, Christopher Mesnooh
Joffe & Associés	Virginie Belle, Aymeric Dégremont, Christophe Joffe, Thomas Saltiel, Olivier Dumas, Romain Soiron, Thomas Lepeytre
Lerins	Luc Castagnet, Laurent Julienne, Mathilde Croze, Laurent Ségall, Guillaume Jarry, Stéphanie Nègre
Levine Keszler	Serge Levine, Pierre Treille, Nicolas de Courtivron, Benjamin Briand
LL Berg	Olivier Abergel, Gaëlle Quillivic, Julien Carrascosa, Leslie Batazzi, Magalie Delandsheer
Nova Partners	Loic-Emmanuel Pellegrino, Olivier Nett, Julien Imhoff, Agnès Lieutier, Magalie FLoris
Ooslo	Marion Fabre, Edouard Wael
Reboul & Associés	Guillaume Reboul, Olivier Mourain, Eric Bérengier
Solférino Associés	Bernard-Olivier Becker, Fouad Bellaaroussi, Magali Carosso
Spark Avocats	Ariane Olive
Stephenson Harwood	Guillaume Briant, Clotilde Billat
Volt Associés	Lucas d'Orgeval, Emmanuel Vergnaud
3 Addleshaw Goddard	Antoine Martin, Mathieu Taupin, Rémy Blain, Fabrice Bouquier, David Lambert
Advance Avocats	Nacime Tobni, Julien Vaucheret, Aymeric Malphettes
Agilys Avocats	Frédérique Milotic, Karine Violeau, Baptiste Bellone, Pierre Jouglard
Apollo Société d'Avocats	Guillaume de Ternay, Florence Savouré, Isabelle Horvilleur-Bars, Marie-Albane Pamard
Argos Avocats	Julien Sanciet
Clevery Avocats	Henri Larraud
Delcade	Jennifer Paty, Sophie Coignat, Benoît Lafourcade, Maïté Lavrilleux-Carboni, Thomas Rosier, Pierre-Antoine Dubecq, Jean-Yves Le Dizet
EBL lexington	Arnaud Demont
GCA Associés	Alexandre Gaudin, Damien Canali, Hélène Chardin
Grant Thornton Société d'Avocats	Nicolas Rémy-Néris, Stéphane Bénézant
Kalliopé	Tanguy d'Everlange, Rodolphe Cavroy
Latournerie Wolfrom Avocats	Christian Wolfrom, Hervé Castelnau, Pierre Lafarge, Thibaut Kazémi
Lmt Avocats	Cristian Rawlins, Arnaud Bourdon, Nathalie Le Bris, François Veuillot
Menu Semeria Broc - MSB Avocats	Jean-Luc Menu, Caroline Semeria, Florent Broc, Romain Gilard, Alexis Ardisson
PDGB	Roy Arakelian, Charlotte Riberprey, Christophe Vannoote
Simon Associés	Jack Demaison, Patrice Montchaud, Antoine Denis-Bertin, Christelle Salmon-Lataste, Cristelle Albaric
Spring Legal	Véronique Dutoit
Squire Patton Boggs	Denis Barat, Charles Fabry, Tony Reed, Christopher Wilde, Florence Cotillon, Arnaud Lafarge, Maxime Dequesne
Wan Avocats	Isabelle Wekstein, Ludovic Doutreleau
Ydès	Philippe Delorme, Laurent Nogaret, Marc Chaudet, Catherine Couriol, Marie-Laure Fantino, Gerald Garcia, Marcelo Mazzilli, Raphaël Oualid, Denis Simon, Cécile Baron, Cécile Dessapt



VENTURE CAPITAL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Gide Loyrette Nouel	Pierre Karpik, David-James Sebag, Anne Tolila
Jones Day	Renaud Bonnet, Charles Gavoty, Jean-Gabriel Griboul, Geoffroy Pineau Valenciennes, Alexandre Wibaux
2 Ayache	David Ayache, Bernard Ayache, Gwenaëlle de Kerviler, Olivier Tordjman, Grégoire Zeitoun
Chammas & Marcheteau Avocats	Christophe Blondeau, Stéphanie Bréjaud, Lola Chammas, Nicolas Lecocq, Denis Marcheteau
Hogan Lovells	Florian Brechon, Arnaud Deparday, Xavier Doumen, Matthieu Grollemund, Stéphane Hutten, Paul Leroy, Hélène Parent
Villechenon	Isabelle Burel Blasoni, Morgan Hunault-Berret, Alexander Kotopoulis, Francis Pinot de Villechenon, Erwan Tostivint
3 Orrick	Benjamin Cichostepski, Olivier Jouffroy, Patrick Tardivy, Olivier Vuillod
UGGC Avocats	Charles-Emmanuel Prieur, Ali Bougrine, David Gordon-Krief, Edouard Hélot, Julien Mayeras, Yves Mondellini, Michel Turon
EXCELLENT	
1 BG2V	Jérôme Albertin, Hervé de Kervasdoué, Camille de Verdelhan, Roland Guény, Stanislas Richoillez
Cornet Vincent Ségurel	René-Pierre Andlauer, Pierre-Jean Ferry, Stéphanie Gérard, Olivier Greffard, Pierre Guignand, Matthieu Guignard, Pierre Lamidon, Alfred Lortat-Jacob
Delsol Avocats	Séverine Bravard, Henri-Louis Delsol, Philippe Dumez, Pierre Gougé, Emmanuel Kaepelin, Philippe Malikian, Raphaël Ory
Harlay Avocats	Thibault Chareton, Olivier Cognard, Marie-Laure de Cordovez, Erwann del Do
Lamartine Conseil	Thierry Filippi, Gary Levy, Fabien Mauvais, Clyve Monfredo, Bintou Niang, Olivier Renault, Stéphane Rodriguez, Cédric Sapède, Félix Huon
Mermoz Avocats	Aurélié Bonsch, Thomas Hermetet, Nada Sbaï, Gilles Roux, Tristan Segonds
Orsay Avocats	Samira Friggeri, Pierre Hesnault, Frederic Lerner
Piotraut Giné Avocats - PGA Avocats	Suzanne de Carvalho, François Giné, Raphaël Piotraut
White & Case	Saam Golshani, Guillaume Vitrich
Yards	Igor Doumenc, Éric du Peloux, Jean-Philippe Jacob
2 Alerion	Pierre-Olivier Brouard, Vincent Poirier, Antoine Rousseau
August Debouzy	Julien Aucomte, Julien Wagmann
Berrylaw	Delphine Bariani, Pierre Bouley, Stéphanie Desprez, Romain Franzetti, Jérôme Majbruch, Étienne Pujol
CMS Francis Lefebvre Avocats	Jean-Eric Cros, Alexandre Delhayé, Thomas Hains, Arnaud Hugot
De Pardieu Brocas Maffei	Matthieu Candia, Cédric Chanas, Magali Masson, Jean-François Pourdieu, Guillaume Toutté
DLA Piper	Raphaël Béra, Simon Charbit, Fanny Combourieu, Sarmad Haidar, Alice Magnan, Laurence Masseran, Thomas Priolet
Goodwin	Maxence Bloch, Thomas Dupont-Sentilles, Benjamin Garçon, Jérôme Jouhanneau, Xavier Leroux, Thomas Maitrejean, Anne-Charlotte Rivière, William Robert, Simon Servan-Schreiber
Lamy Lexel	Sibylle Audet, Alexandre Bideau, Frédéric Dupont, Michel Masoëro, Vincent Medail, Jérôme Saleur

Latournerie Wolfrom Avocats	Thibault Kazémi, Pierre Lafarge, Christian Wolfrom
Nova Partners	Magali Floris-Drujon d'Astros, Julien Imhoff, Olivier Nett, Loic-Emmanuel Pellegrino
Ollyns	Cyrille Garnier, David Pitoun, Charles de Drezy
Reboul & Associés	Guillaume Reboul
Sekri Valentin Zerrouk - SVZ	Pierre-Emmanuel Chevalier, Oscar da Silva, Géraud de Franclieu, Antoine Hai, Olivier Legrand, Franck Sekri
TGS France Avocats	Jérôme Peron, Lise Pinault, Karine Ricou, Alexandre Siat, J.-P Tueni, Gauthier Verdon
Valther	Bruno Fiacre, Idris Hebbat, Marie Kanellopoulos, Velin Valev
Walter Billet Avocats	Fabien Billet, Alan Walter
Winston & Strawn	Grine Lahreche, Gilles Bigot, Edith Boucaya, Julie Vern Cesano-Gouffrant
3 Advise Avocats	Jean-Louis Médus
Baker McKenzie	Michael Foundethakis
Bersay	Jérôme Bersay, Pauline Darmon, Anya Hristova, Stéphanie Molkhou, Pierre-Louis Périn, Marie Serhal
Bird & Bird	Carole Bodin, Gildas Louvel, David Malcoiffe, Emmanuelle Porte
Coblence Avocats	Ludovic Dorès, Alexandre Brugière, Grégoire Lepigeon
Fidal	Mathieu Aurignac, Sabrina Bol, Joanna Candelier, Bertrand Ducoin, Christian Fournier, Anne Méhu, Charlette Mercier, Raphaël Teyssot, Brice Voillequin
Gramond & Associés	Corinne Cousseau, Xavier Gramond, Christelle Le Naour, Macha Pascale Sokolow
Jeantet	Maxime Brotz, Thierry Brun, Yvon Dréano, Pascal Georges, Karl Hepp de Sevelinges, Philippe Matignon, Vincent Netter, Anne Toupenay-Schueller, Stephen Walters
Joffe & Associés	Virginie Belle, Aymeric Dégremont, Christophe Joffe, Thomas Saltiel, Romain Soiron, Camille Malbezin
KPMG Avocats	Franck Bernauer, Xavier Lemarechal, Florence Olivier, Benoît Roucher
Marvell Avocats	Jean-Louis Lasserri
PwC Société d'Avocats	Isabelle de la Gorce, Eric Hickel, Suzie Maillot, Yannick Olivier, Claire Pascal-Oury
Simon Associés	Jack Demaison, Antoine Denis-Bertin, Patrice Montchaud, Jean-Charles Simon
Spring Legal	Véronique Dutoit
Stance Avocats	Magali Ostrolenk, Claire Valette
Taylor Wessing	Gilles Amsallem, Nicolas De Witt, Anne-Juliette de Zaluski, Laurence Lapeyre, François Mary
Ydès	Delorme, L. Nogaret, M. Chaudet, C. Couriol, M.-L. Fantino, G. Garcia, M. Mazzilli, R. Oualid, D. Simon, C. Baron, C. Dessapt, A. Loup.

BERSAY: DEEP KNOWLEDGE OF THE PRIVATE EQUITY ECOSYSTEM



Jérôme Bersay

Key Figure(s): Jérôme Bersay, Anya Hristova, Pierre-Louis Périn, Stéphanie Benmoussa-Molkhou, Mary Serhal, Alain Jouan, Alain Jouan and Pauline Darmon

Established: 1995

Track record: The venture capital team at Bersay advised on a number of big-ticket deals in the past year, including Leto Partners in its acquisition of a majority stake in Humens, alongside the group's board of management. It also acted for HysetCo, a hydrogen-mobility specialist, during its LBO. The partners advised the sellers and directors of SEP in an LBO with FCDE for a new buyer.

Team & differentiation: Responsive and direct, Bersay stands out for its strong business compass. In addition to acting in innovation capital aspects of small-cap LBOs, the team, which exhibits skills in restructuring, fund creation and refinancing matters, works with management companies during fundraisings. The firm recently added M&A and private equity partner Pauline Darmon.



ACQUISITION FINANCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Bredin Prat	Raphaële Courtier, Samuel Pariente, Karine Sultan
Clifford Chance	Thierry Arachtingi, Xavier Comaills, Pierre-Benoît Pabot du Châtelard
De Pardieu Brocas Maffei	Sébastien Boullier de Branche, Corentin Coatalem, Christophe Gaillard, Yannick Le Gall
Gide Loyrette Nouel	Nathalie Benoit, Éric Cartier-Millon
Latham & Watkins	Lionel Dechmann, Xavier Farde, Michel Houdayer, Carla-Sophie Imperadeiro
Paul Hastings	Tereza Courmont Vlkova, Olivier Vermeulen, Marc Zerah
Weil, Gotshal & Manges	James Clarke, Olivier Jauffret, Jean-Christophe David
2 Freshfields Bruckhaus Deringer	Stéphanie Corbière, Fabrice Grillo, Laurent Mabilat
Goodwin	Arnaud Fromion, Frédéric Guilloux, Adrien Paturaud
Hogan Lovells	Sabine Bironneau, Cassandre Porgès, Alexander Premont
Mayer Brown	Maud Bischoff, François-Régis Gonon, Jean-Philippe Lambert, Jean-Pierre Lee, Patrick Teboul
White & Case	Samir Berlat, Denise Diallo, Roman Picherack, Raphaël Richard, Neeloferr Roy
Willkie Farr & Gallagher	Thomas Binet, Amir H. Jahanguiri, Paul Lombard, Fabrice Veverka
EXCELLENT	
1 A&O Shearman	Driss Bererhi, Adrian Mellor, Thomas Roy
Cornet Vincent Ségurel	René-Pierre Andlauer, Bertrand Coste, Matthieu Guignard, Pierre Lamidon, Alfred Lortat-Jacob, André Watbot
Dechert	Privat Vigand
DLA Piper	Raphaël Béra, Fanny Combourieu, Sophie Lok
Jones Day	Frédéric Gros, Diane Sénéchal
Linklaters	Cyril Abtan, Kathryn Merryfield
McDermott Will & Emery	Pierre-Arnoux Mayoly, Shirin Deyhim
Mermoz Avocats	Benjamin Guilleminot, Tristan Segonds, Martin Kuychukov, Benoît Fournier
Moncey Avocats	David Malamed
Proskauer Rose	Maud Manon
Volt Associés	Alexandre Tron
Winston & Strawn	Ariane Berthoud, Mounir Letayf, Adeline Roboam
2 Agilys Avocats	David Kalfon, Frédéricque Milotic
Ayache	Linda Bessa, Gwenaëlle de Kerviler, Alain Lévy
Cards Avocats	Chucri Serhal
CMS Francis Lefebvre Avocats	Laurent Mion
Darrois Villey Maillot Brochier	Martin Lebeuf
HFW	Timothy Clemens-Jones, Diane de Mouÿ, Thomas Forin, Jean-Marc Zampa
Nabarro Béraud Avocats	Jonathan Nabarro
NH Law	Jennifer Hinge, David Lussigny
Nova Partners	Magali Floris-Drujon d'Astros, Julien Imhoff, Olivier Nett, Loic-Emmanuel Pellegrino
Sekri Valentin Zerrouk - SVZ	Emmanuelle Vicidomini
Simmons & Simmons	Colin Millar
Stephenson Harwood	Yann Beckers
Stream	Olivier Challine, Aymeric de Tapol
Valther	Marie Kanellopoulos, Velin Valev

MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 BDGS Associés	Mathilde Damon, Maria Trabucchi, Jérôme Fabre, Antoine Gosset-Grainville
Bredin Prat	Yelena Trifounovitch, Pierre Honoré, Marie-Cécile Rameau, Olivier Billard, Igor Simic, Arthur Helfer
Darros Villey Maillot Brochier	Didier Théophile, Guillaume Aubron
Grall & Associés	Jean-Christophe Grall, Charles-Henri Calla, Thomas Lamy
Latham & Watkins	Jacques-Philippe Gunther, Adrien Giraud, Mathilde Saltiel
Linklaters	Pierre Zelenko, Anne Wachsmann, Thomas Elkins, Charlotte Colin-Dubuisson
2	
Firm Renaudier	Richard Renaudier, Karine Turbeaux, Marianne Le Moullec, Muriel Perrier
De Pardieu Brocas Maffei	Philippe Guibert, Laëtitia Gavoty Tolot, Alexandre Eberhardt
Freshfields Bruckhaus Deringer	Jérôme Philippe
Gide Loyrette Nouel	Emmanuel Reille, Dimitri Dimitrov, Franck Audran, Laurent Godfroid, Stéphane Hautbourg, Laura Castex, Ségolène Pelsy, Romain Rard
Peltier Juvigny Marpeau & Associés	Thibault Reymond, Seng Ning-Ly
Vogel & Vogel	Joseph Vogel, Louis Vogel
EXCELLENT	
1	
A&O Shearman	Florence Ninane
Bryan Cave Leighton Paisner	Julie Catala-Marty
DLA Piper	Édouard Sarrazin
Hogan Lovells	Éric Paroche
Viguié Schmidt & Associés	Iñaki Saint-Esteben, Virginie Viillard
White & Case	Yann Utzschneider, Jérémie Marthan
2	
Ayache	Frédéric Fuchs
Baker McKenzie	Alex Dowding, Léna Sersiron
Dechert	Laurence Bary, Mélanie Thill-Tayara, Marion Provost
Deprez Guignot Associés - DDG	Philippe Bonnet, Pierre Deprez
Franklin	Lionel Lesur
Herbert Smith Freehills	Sergio Sorinas
Jeantet	Florent Prunet
Jones Day	Éric Barbier De La Serre
Magenta	Vincent Jaunet, Sylvain Justier, Gaël Hichri
Mayer Brown	Nathalie Jalabert-Doury, Jean-Maxime Blutel
Norton Rose Fulbright	Marta Giner Asins
Orrick	Patrick Hubert, Malik Idri, Marie-Laure Combet
Willkie Farr & Gallagher	Faustine Viala

GERMANY

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LBOs

Best Private Equity Funds

In each tier, the funds are ordered alphabetically

FUND	KEY FIGURE(S)
LEADING	
Advent International	Ronald Ayles, Ranjan Sen
Allianz Global Investors	Barbara Rupf Bee
Ardian	Daniel Graf von der Schulenburg
Cinven	Bruno Schick
Deutsche Beteiligungs Ag	Tom Alzin, Volker Bonsels
EQT	Marcus Brennecke
Partners Group	Jürgen Diegruber
Permira	Jörg Rockenhäuser
Quadriga Capital	Philipp Jacobi, Jörg Mugrauer
Triton	Claus von Hermann, Martin Huth
Waterland Private Equity Investments	Carsten Rahlfs, Jörg Dreisow
EXCELLENT	
Afinum	Thomas Bühler, Gernot Eisinger
Auctus Capital Partners	Ingo Krocke
Blackstone Group	Jurij Puth
Capiton	Frank Winkler, Manuel Hertweck
Capvis	André Perwas
Castik Capital	Marc-Oliver Jauch, Michael Gröber
CVC Capital Partners	Alex Dibelius
Deutsche Private Equity	Marc Thiery, Volker Hichert
Equistone Partners Europe	Marc Arens
Hannover Finanz	Jörg Caesar
Kgal Real Investment	André Zucker
KKR	Christian Ollig
Patrizia	Dominik Röhrich

HIGHLY RECOMMENDED

Aquila Capital	Roman Rosslenbroich
Astorius	Georg Remshagen
Findos Investor	Hans Freudenberg, Olaf Kensy
Golding Capital Partners	Matthias Reicherter
Halder	Mathias Fackelmeyer
HarbourVest Partners	Martina Schliemann
Idinvest Partners (Eurazeo)	Florian Zimmermann
Maxburg Capital Partners	Moritz Greve
Münich Private Equity Partners	Norman Lemke
Odewald & Compagnie	Alexander Schulz, Caspar von Hodenberg
Yielco Investments	Dominik Bub

RECOMMENDED

3I Group	Peter Wirtz
Aurelius	Dirk Markus
Emeram Capital Partners	Christian Nähter
Encavis	Quirin Busse
Lindsay Goldberg	Thomas Unger
Silver Investment Partners	Philipp Amereller
Vr Equitypartner	Christian Futterlieb

INVESTMENTS & EXITS

Best Venture Capital Firms

Firms are ordered alphabetically

FIRM	KEY INDUSTRY
42Cap	IT, Software
Accel Partners	E-commerce, Internet
Acton Capital Partners	Technology
Allianz X	Technology
Alstin Capital	Technology
Bayern Kapital	Technology
BlueYard Capital	E-commerce, Internet
Btov Partners	IT, TMT
Capnamic Ventures	E-Commerce, Gaming, Payments, Advertising, Software-as-a-Service
Cherry Ventures	Consumer Internet, Mobile, Marketplace
Creandum	IT, Technology
Creathor Venture	Technology
Deutsche Telekom Capital Partners	Technology
DN Capital	Technology
E.ventures	Internet, Software
Earlybird VC	IT, TMT, Gaming, E-Commerce, Real Estate





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> ECapital	IT, Technology
Fly Ventures	Technology
German Startups Group	Technology
Global Founders Capital	Technology, Consumer Goods, E-Commerce
Grazia Equity	Technology
Gründerfonds	Technology, TMT, Life-Sciences, Energy
Hasso Plattner Ventures	IT
Heartcore Capital	E-Commerce, Technology
Holtzbrinck Ventures	Digital
HTGF	Industrial, Digital Tech, Life Science, Chemistry
IBB Bet	Life sciences, ICT
Idinvest Partners	IT, Technology
Index Ventures	Consumer Internet and Mobile, Enterprise Technologies
Lakestar	Digital
Linus Capital	IT
Neuhaus Partners	IT
Next 47	Technology
Paua Ventures	Technology
Picus Capital	Fintech, healthcare, cleantech
Point Nine Capital	Software-as-a-Service
Project A	E-Commerce, Data, Software, Infrastructure
Redstone Digital	Digital
Rheingau Founders	Digital
RI Digital Ventures	Digital
Robert Bosch VC	IT, Technology
Rocket Internet Capital Partners	E-commerce, Marketplace
Salesforce Ventures	Technology
SevenVentures	Consumer Goods, Retail, Service
Shortcut Ventures	Data, IT, TMT
Star Ventures	Technology
Target Global	E-Commerce, Fintech, Travel, Software, Mobile
Target Partners	Technology
Team Europe	Digital
Tengelmann Ventures	Consumer Internet, Internet Technology
T-Ventures	Technology
Union Square Ventures	Technology, Consumer Goods, E-Commerce
Unternehmertum Ventures	IT, Industry 4.0, Automation Technologies, Mobility, Smart City
Venista Ventures	Mobile
Visionaries Club	Marketplace, E-Commerce
Wellington Partners	Technology, Life-Sciences
West Tech Ventures	Technology

M&A: LARGE-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Freshfields Bruckhaus Deringer	Rick van Aerssen, Andreas Fabritius, Christoph Seibt
Hengeler Mueller	Thomas Meurer, Maximilian Schiessl, Christian Schwandtner, Hans-Jörg Ziegenhain
Linklaters	Timo Engelhardt, Staffan Illert, Kristina Klaassen-Kaiser, Hans-Ulrich Wilsing
EXCELLENT	
Clifford Chance	Dominik Hess, Christoph Holstein, Thomas Krecek, Anselm Raddatz, Jörg Rhiel
Gleiss Lutz	Christian Cascante, Ralf Morshäuser, Jochen Tyrolt, Stefan Widder
Latham & Watkins	Ingo Strauss, Rainer Traugott
Sullivan & Cromwell	Carsten Berrar
HIGHLY RECOMMENDED	
1 Hogan Lovells	Lutz Angerer, Tim Oliver Brandi, Matthias Hirschmann, Christoph Louven, Nikolas Zirngibl
Milbank	Martin Erhardt, Steffen Oppenländer, Norbert Rieger
Noerr	Christian Pleister, Martin Neuhaus, Harald Selzner
Skadden, Arps, Slate, Meagher & Flom	Jan Bauer, Matthias Horbach
2 A&O Shearman	Hans Schoneweg
Cleary Gottlieb Steen & Hamilton	Michael Ulmer
DLA Piper	Nils Krause, Benjamin Parameswaran
Heuking	Boris Dürr, Thorsten Kuthe, Oliver von Rosenberg, Marc Scheunemann, Jörg Schewe, Helge-Torsten Wöhlert
Jones Day	Ansgar Rempff
Morrison Foerster	Christoph Wagner
Willkie Farr & Gallagher	Georg Linde
RECOMMENDED	
Ashurst	Marina Arntzen, Stefan Bruder
Baker McKenzie	Christian Atzler
CMS Hasche Sigle	Maximilian Grub, Hilke Herchen, Ernst-Markus Schubert
Dentons	Christof Kautzsch, Predrag Maksimovic
Eversheds Sutherland	Matthias Heisse
Gibson, Dunn & Crutcher	Dirk Oberbracht, Wilhelm Reinhardt
Kirkland & Ellis	Benjamin Leyendecker
Mayer Brown	Klaus Riehmer
McDermott Will & Emery	Carsten Böhm, Uwe Goetker
Norton Rose Fulbright	Frank Regelin
Oppenhoff	Alf Baars
SZA Schilling, Zutt & Anschutz	Michaela Balke, Martin Gross-Langenhoff, Jochem Reichert, Oliver Schröder
Taylor Wessing	Klaus Grossmann
White & Case	Roger Kiem

HEUKING: ACTIVE IN HIGH-PROFILE CAC40 STOCK EXCHANGE TRANSACTIONS



Dr. Helge-Torsten Wöhlert

Key Figure(s): Dr. Helge-Torsten Wöhlert
Established: 1971

Track record: Heuking has eight offices in Germany. Its French Desk's strong expertise on the CAC40 stock-exchange sees it regularly solicited for high-profile cross-border M&A transactions. Private M&A, public takeovers and joint ventures, management buyouts and buyins are core areas of expertise for a firm that prides itself on the full-service approach of its lean, multilingual teams.

Team & differentiation: Led by Dr. Helge-Torsten Wöhlert, the French Desk has established itself as a go-to resource for advice on deals involving French CAC40 groups. It has acted for various members of the French CAC40 stock-exchange as well as for French private equity firms. It also advised large privately held French groups from various industries.



M&A: MID-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Freshfields Bruckhaus Deringer	Rick van Aerssen, Christoph Seibt, Stephan Waldhausen
Linklaters	Staffan Illert, Tim Johannsen-Roth
EXCELLENT	
Clifford Chance	Thomas Krecek, Anselm Raddatz
Gleiss Lutz	Christian Cascante, Ralf Morshäuser
Latham & Watkins	Oliver Felsenstein, Burc Hesse, Ingo Strauss, Rainer Traugott
HIGHLY RECOMMENDED	
1 A&O Shearman	Nils Koffka, Hans Schoneweg
Baker McKenzie	Christian Atzler
CMS Hasche Sigle	Tobias Grau, Maximilian Grub, Michael Wangemann
Dentons	Christof Kautzsch, Predrag Maksimovic
DLA Piper	Nils Krause, Benjamin Parameswaran
Heuking	Boris Dürr, Martin Imhof, Thorsten Kuthe, Oliver von Rosenberg, Marc Scheunemann, Jörg Schewe, Kristina Schneider, Helge-Torsten Wöhlert
Hogan Lovells	Volker Geyrhalter, Matthias Hirschmann, Christoph Louven, Nikolas Zirngibl
Jones Day	Ansgar Rempp, Michael Fischer
McDermott Will & Emery	Sebastian von Lossow
Milbank	Michael Bernhardt, Norbert Rieger
Noerr	Julian Lemor, Jens Liese, Stephan Schulz, Harald Selzner
SZA Schilling Zutt & Anshütz	Stephan Brandes, Christoph Nolden, Stefan Zeyher
Taylor Wessing	Klaus Grossmann
White & Case	Darragh Byrne, Murad Daghles
2 ADVANT Beiten	Barbara Mayer, Christian von Wistinghausen
Ashurst	Benedikt von Schorlemer
Bird & Bird	Kai Kerger, Stefanie Ortman, Sandra Schuh, Marc Seeger, Peter Veranneman
Eversheds Sutherland	Anthony Cross, Holger Holle, Christof Lamberts, Steffen Schniepp
Flick Gocke Schaumburg	Stefan Göckeler, Dieter Leuring
Friedrich Graf Von Westphalen & Partner	Alexander Hartmann, Frank Jungfleisch, Jan Henning Martens, Hendrik Thies
Gibson, Dunn & Crutcher	Dirk Oberbracht
Glade Michel Wirtz	Achim Glade
GÖRG	Christian Becker, Tobias Fenck, Lars Weber
GreenbergTraurig	Peter Schorling
GSK Stockmann	Max Wilmanns
GvW Graf von Westphalen	Markus Sachslehner, Benjamin Schwarzfischer, Felix Wolf
Herbert Smith Freehills	Christoph Nawroth
Kirkland & Ellis	Tobias Larisch, Benjamin Leyendecker, Attila Oldag
Luther	Thomas Kuhnle, Björn Simon
Lutz Abel	Frank Hahn, Bernhard Noreisch
Mayer Brown	Ulrike Binder, Carsten Flasshoff
Morrison & Foerster	Dirk Besse
Norton Rose Fulbright	Klaus Bader
Oppenhoff	Gabriele Fontane, Stephan König
Poellath	Benedikt Hohaus, Jens Hörmann, Eva Nase
Renzenbrink	Ulf Renzenbrink
Watson Farley & Williams	Dirk Janssen
Weil	Gerhard Schmidt
YPOG	Frederik Gaertner, Adrian Haase, Martin Schaper, Benjamin Ullrich

RECOMMENDED

1	Arqis	Jörn-Christian Schulze, Shigeo Yamaguchi
	Dechert	Federico Pappalardo
	Deloitte	Markus Schackmann
	Dissmann Orth	Jochen Ettinger
	EPP Rechtsanwälte Avocats	Emil Epp, Marianne Grange, Anja Hergesell, Joan Kinder, Anne-Lise Lamy, Ulrich Martin, Laura Rejano, Elisabeth Walckenaer
	Esche Schümann Commichau	Stephan Bauer
	FPS	Menso Engelmann
	Greenfort	Martin Asmuss, Anh-Duc Cordalis, Andreas von Oppen
	Grub Brugger	Hans Konrad Schenk, Michael Vilgertshofer, Hendrik Wolfer
	GOF Gütt Olk Feldhaus	Heiner Feldhaus, Sebastian Olk
	Heussen	Dirk von dem Knesebeck, Christof Schmidt, Johannes Weideler
	K&L Gates	Thomas Lappe, Martina Ortner, Thilo Winkeler
	LARK	Tobias Nikoleyczik, Ludger Schult
	Leo Schmidt-Hollburg Witte & Frank	Tom Frank, Hubertus Leo, Thorben Rein
	Lupp + Partner	Kerstin Kopp, Matthias Lupp
	Morgan Lewis & Bockius	Florian Harder, Joachim Heine, Ulrich Korth, Christian Zschocke
	Orrick, herrington & Sutcliffe	Sven Grolie
	Osborne Clarke	Rudolf-Matthias Hübner
	RAUE	Andreas Nelle
	Schalast Law Tax	Matthias Geurts, Christoph Schalast, Gregor Wedell
	RSM Ebner Stolz	Roderich Fischer, Heiko Jander McAlister, Jörg Nickel, Christoph Winkler
	Seitz	Daniel Grewe, Wolfgang Schüler
	SKW Schwarz	Sebastian Graf von Wallwitz
2	Aderhold	Bianca Böttcher, Gunther Lehleiter, Matthias Wiese
	Avocado	Christian Berger, Ralph Hummel, Dagobert Nitzsche
	Baker Tilly	Thomas Gemmeke, Stephan Zuber
	Fieldfisher	Jan Hartmann
	GLNS	Reinhard Ege
	Haver & Mailänder	Timo Alte, Peter Mailänder
	Hoffmann Liebs	Björn Neumeuer
	Honert	Jürgen Honert, Jochen Neumayer
	HW&H	Konstanze Brieskorn
	Kapellmann	Christoph Carstens
	King & Wood Mallesons	Rudiger Knopf
	KPMG Law	Daniel Kaut, Christian Nordholtz, Boris Schilmar
	Menold Bezler	Vladimir Cutura
	NEON	Alexander Wulff
	Oppenländer	Thomas Trölitzsch
	ORKA - Orth Kluth	Marc Henze, Lars Karsten
	Pinsent Masons	Sönke Gödeke
	Simmons & Simmons	Klaus Banke, Stephan Ulrich
	VCvF.legal	Antonio Calderón, Patrick Vogt

EPP RECHTSANWÄLTE AVOCATS: EXPERTS IN FRANCO-GERMAN M&A PROCEEDINGS



Emil Epp

Key Figure(s): Emil Epp, Marianne Grange, Anja Hergesell, Joan Kinder, Anne-Lise Lamy, Ulrich Martin, Laura Rejano and Elisabeth Walckenaer
Established: 1994

Track record: EPP Rechtsanwälte Avocats is an expert in international merger and acquisition matters with consulting services in German, French and English, on issues relating to cross-border acquisition and sale of companies in France and Germany in the food, luxury goods, mobility services, fleet management, conveyor systems, sustainable energy and automotive industries.

Team & differentiation: Regularly handling \$20 million deals, the M&A practice includes four partners with profound insight into the legal cultures of Germany and France. Its expertise is based on an approach which combines legal aspects with finance (in collaboration with local banks) and other services, such as translation, for which the firm has a three-person team for drafting contracts in French and German.



PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Freshfields Bruckhaus Deringer	Markus Paul, Arend von Riegen
Hengeler Mueller	Andreas Hoger, Maximilian Schiessl, Hans-Jörg Ziegenhain
Latham & Watkins	Oliver Felsenstein, Burc Hesse, Sebastian Pauls, Leif Schrader, Rainer Traugott
Milbank	Michael Bernhardt, Sebastian Heim, Norbert Rieger
EXCELLENT	
Clifford Chance	Volkmar Bruckner, Anselm Raddatz
Kirkland & Ellis	Achim Herfs, Benjamin Leyendecker
Linklaters	Sebastian Daub, Ralph Drebes, Carsten Loll
Willkie Farr & Gallagher	Georg Linde, Maximilian Schwab
HIGHLY RECOMMENDED	
1 A&O Shearman	Christian Eichner, Nils Koffka
Gleiss Lutz	Jan Balssen, Christian Cascante
Weil	Gerhard Schmidt
Poellath	Philipp von Braunschweig, Otto Haberstock, Benedikt Hohaus, Jens Hörmann, Tim Kaufhold, Barbara Koch-Schulte, Eva Nase, Frank Thiäner
2 CMS Hasche Sigle	Eva Annett Grigoleit
GibsonDunn	Dirk Oberbracht, Wilhelm Reinhardt
Hogan Lovells	Hanns Jörg Herwig, Matthias Jaletzke
K&L Gates	Martina Ortner, Franz Schäfer, Thilo Winkeler
Lupp + Partner	Kerstin Kopp, Thomas Krawitz, Matthias Lupp
Noerr	Georg Christoph Schneider
White & Case	Stefan Koch
RECOMMENDED	
1 Arqis	Jörn-Christian Schulze
DLA Piper	Lars Jessen, Nils Krause
Heuking	Boris Dürr, Pär Johansson, Peter Christian Schmidt
GÖRG	Stefan Heyder
Jones Day	Ansgar Rempp, Stefan Schneider
LARK	Patrick Dröse, Daniel Epe, Ludger Schult
Mayer Brown	Ulrike Binder
McDermott Will & Emery	Michael Cziesla, Holger Ebersberger, Benedikt von Schorlemer
Oppenhoff	Gabriele Fontane
Orrick	Christoph Brenner
RAUE	Andreas Nelle
Renzenbrink & Partner	Ulf Renzenbrink
RSM Ebner Stolz	Ronald Kagan
Skadden, Arps, Slate, Meagher & Flom	Jan Bauer
2 Ashurst	Anne Grewlich
Baker McKenzie	Berthold Hummel
Bird & Bird	Stefan Gottgetreu, Stefanie Orttmann
Dechert	Federico Pappalardo
EY Law	Maximilian Menges
GLNS	Stefan Bührle, Georg Lindner
Goodwin Procter	Jan Schinköth
Gütt Olk Feldhaus	Sebastian Olk
GvW Graf von Westphalen	Benjamin Schwarzfischer
Lutz Abel	Bernhard Noreisch
Morgan Lewis	Florian Harder
NEON	Jan-Peter Heyer
Paul Hastings	Christopher Wolff
Reed Smith	Nikolaus von Jacobs
Sidley Austin	Volker Kullmann
Taylor Wessing	Jens Wolf
Watson, Farley & Williams	Simon Preisenberger
YPOG	Frederik Gaertner, Martin Schaper, Tim Schlösser, Benjamin Ullrich

VENTURE CAPITAL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
CMS Hasche Sigle	Stefan-Ulrich Müller, Jörg Zätzsch
Orrick	Oliver Duys, Sven Greulich
Osborne Clarke	Robin Eyben, Nicolas Gabrysch, Martin Sundermann
Taylor Wessing	Norman Röchert, Hassan Sohbi, Jens Wolf
Vogel Heerma Waitz	Samuel Aebi, Frank Vogel, Clemens Waitz
YPOG	Frederik Gaertner, Martin Schaper, Benjamin Ullrich
EXCELLENT	
1 Lutz Abel	Marco Eickmann, Lorenz Jellinghaus, Bernhard Noreisch, Björn Weidehaas
Noerr	Felix Blobel, Georg Christoph Schneider
Poellath	Michael Inhester, Christian Toenies
2 Friedrich Graf von Westphalen	Alexander Hartmann
Hengeler Mueller	Emanuel Strehle
Jones Day	Ivo Posluschny
RAUE	Andreas Nelle
Willkie Farr & Gallagher	Michael Ilter
HIGHLY RECOMMENDED	
Bird & Bird	Stefan Gottgetreu, Kai Kerger
Dechert	Federico Pappalardo
Heuking	Jörg Schewe, Peter Christian Schmidt, Mathias Schröder, Alexander Weber
Hogan Lovells	Volker Geyrhalter, Peter Huber
K&L Gates	Thomas Lappe, Patricia Prelinger*, Thilo Winkeler
NEON	Patrick Auerbach, Jan-Peter Heyer, Bastian Reinschmidt, Jan-Peter Heyer, Bastian Reinschmidt
PXR Legal	Peter Möllmann
RECOMMENDED	
1 Flick Gocke Schaumburg	Martin Oltmanns
Freshfields	Arend von Riegen
GSK Stockmann	Thomas Derlin, Katy Ritzmann
Lambsdorff	Pablo Rüdiger de Erice, Konstantin Graf Lambsdorff
Milbank	Norbert Rieger, Michael Bernhardt
Momentum	Philipp Weber
PwC Legal	Gerhard Wacker
2 Gleiss Lutz	Jan Balszen
GÖRG	Bernt Paudtke
GreenbergTraurig	Henrik Armah
Gütt Olk Feldhaus	Tilmann Guett
LARK	Daniel Gubitze
Lupp + Partner	Felix Stützer
Luther	Andreas Tüxen
Oppenhoff	Gabriele Fontane
RSM Ebner Stolz	Tim Odendahl, Christoph Winkler
RSR Rüping Schroeder	Matthias Rüping
Seitz	Daniel Grewe
Studio Legal	André Eggert, Natalie Pernile Vahsen
Weitnauer	Benedikt Mahr

* Counsel



REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Fabian Böhm, Christian Keilich, Reinhard Scheer-Hennings, Philipp Stoecker
Greenberg Traurig	Florian Rösch, Christian Schede, Peter Schorling
EXCELLENT	
CMS Hasche Sigle	Andreas Otto, Volker Zerr
Freshfields Bruckhaus Deringer	Timo Elsner, Niko Schultz-Süchting
Hengeler Mueller	Martin Geiger, Daniel Kress, Thomas Müller
Hogan Lovells	Roland Bomhard, Dirk Debal, Hinrich Thieme, Marc Werner
McDermott Will & Emery	Ulrich Flege, Frank Müller, Jens Ortmanns, Holger Weiss
HIGHLY RECOMMENDED	
1 DLA Piper	Martin Haller, Fabian Mühlen, Lars Reubekeul
Gleiss Lutz	Johannes Niewerth, Tim Weber
GSK Stockmann	Lorenz Claussen
Noerr	Volker Bock, Christoph Brenzinger, Annette Pospich
2 A&O Shearman	Olaf Meisen
Ashurst	Liane Muschter, Derk Opitz
Friedrich Graf von Westphalen	Markus Beaumart, Jessica Hanke, Gregor Lamla, Uwe Steingröver
Poellath	Matthias Durst, Stefan Lebek
Reius	Christian Thiele
RECOMMENDED	
1 BCLP Bryan Cave Leighton Paisner	Frank Schwem
Dentons	Sebastian Schmid, Dirk-Reiner Voss
GÖRG	Jan Lindner-Figura, Daniel Seibt
Heussen	Franziska Amtstätter, Jan Dittmann, Christoph Hamm, Norbert Huber, Carsten Richter, Christian Weinheimer
Linklaters	Wolfram Krüger
Mayer Brown	Fabian Hartwich, Jörg Michael Lang
Neuwerk	Claudia Jehle
Norton Rose Fulbright	Stefan Feuerriegel, Holger Wolf
Taylor Wessing	Adrian Birnbach, Patrick Brock
White & Case	Thomas Flatten
2 Aderhold	Catherine Westerwelle, Toni Woitke
ADVANT Beiten	Klaus Beine
avocado	Christian Berger, Lucia Patrizzi
Baker McKenzie	Florian Thamm
Bird & Bird	Dirk Barcaba, Elie Kaufman, Jürgen Schlinkmann
BRL	Christian Kahle
Eversheds Sutherland	Gerhard Molt
FPS	Dietrich Sammer
Goodwin	Marc Bohne, Peter Junghänel, Stephan Kock
GvW Graf von Westphalen	Lorenz Czajka
Herbert Smith Freehills	Sven Wortberg
Heuking	Armin Freiherr von Griessenbeck, Thomas Nickel
Jebens Mensching	Bendix Christians, Philipp Jebens
Jones Day	Nicole Kadel, Sandra-Christiane Kamper
K&L Gates	Georg Foerstner, Felix Greuner
King & Spalding	Sebastian Kaufmann
Latham & Watkins	Otto von Gruben, Torsten Volkholz
Loschelder	Walter Klein
Luther	Ingo Erberich, Achim Meier
Lutz Abel	Wolfgang Abel, Hubert Bauriedl, Rainer Kohlhammer, Daniela Pasemann
NEON	Boris Reschucha
Pinsent Masons	Katharina von Hermanni
RAUE	Klaus Goecke
RSM Ebner Stolz	Andreas Häussermann, Johanna Hofmann, Daniel Kautenburger-Behr
Wagensonner	Andreas Helm
Willkie Far & Gallagher	Cornelia Thaler

ENERGY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Mathias Elpass, Florian Mahler, Anselm Raddatz
CMS Hasche Sigle	Friedrich von Burchard, Christian Haellmigk, Fritz von Hammerstein, Niklas Ganssaue, Holger Kraft, Shaghayegh Smousavi
Hengeler Mueller	Andreas Breier*, Jörg Meinzenbach, Sebastian Schneider, Daniel Zimmer
Linklaters	Jens Hollinderbäumerv, Thomas Schulz
EXCELLENT	
Bird & Bird	Lars Kyrberg, Matthias Lang, Hermann Rothfuchs, René Voigtländer, Alexander Wojtek
Freshfields Bruckhaus Deringer	Ralph Kogge, Mirko Masek*, Stefan Schröder
Gleiss Lutz	Jacob von Andreae, Cornelia Topf
Hogan Lovells	Thomas Dörmer, Tobias Faber, Tim Heitling, Matthias Hirschmann, Carla Luh
Watson Farley & Williams	Wolfram Böge, Thomas Hollenhorst, Malte Jordan
HIGHLY RECOMMENDED	
A&O Shearman	Nicolaus Ascherfeld
Baker McKenzie	Claire Dietz-Polte, Holger Engelkamp
BBH	Wolfram Blumenthal
DLA Piper	Michael Cieslarczyk, Wolfram Distler, Cornelius Frie
Luther	Michael Bormann, Guido Jansen, Holger Stappert, Angelo Vallone
Noerr	Christof Federwisch, Tibor Fedke, Gabriele Haas, Christoph Spiering
RAUE	Christian von Hammerstein
Taylor Wessing	Carsten Bartholl, Markus Böhme, Tillmann Pfeifer
White & Case	Thomas Burmeister, Florian Degenhardt
RECOMMENDED	
Addleschaw Goddard	Boris Scholtka
ADVANT Beiten	Christof Aha, Christian Ulrich Wolf
Ashurst	Derk Opitz
Dentons	Florian-Alexander Wesche
Eversheds Sutherland	Martin Weitenberg
Fieldfisher	Daniel Marhewka
GÖRG	Achim Compes
GvW Graf von Westphalen	Maximilian Emanuel Elspas
Heuking	Marc Baltus, Tobias Woltering
Heussen	Nicole Alexander-Huhle, Dirk von dem Knesebeck, Bernhard Schex, André Turiaux, Johannes Weideler, Martin Wolfstetter
Jones Day	Johannes Willheim
Latham & Watkins	Alexander Stefan Rieger
McDermott Will & Emery	Benedikt von Schorlemer, Maximilian Uibeisen
Norton Rose Fulbright	Klaus Bader, Valerian von Richthofen
Osborne Clarke	Daniel Breuer
RSM Ebner Stolz	Johannes Joepgen, Alexander Rehs*

* Counsel



ICELAND

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
BBA/Fjeldco	Ásgeir Á. Ragnarsson, Einar Baldvin Árnason, Baldvin Björn Haraldsson, Halldór Karl Halldórsson
Lex Law Offices	Örn Gunnarsson, Ólafur Haraldsson, Guðmundur Ingvi Sigurdsson, Garðar Viðir Gunnarsson
Logos Legal Services	Pórólfur Jónsson, Óttar Pálsson, Gunnar Sturluson
EXCELLENT	
Advel Attorneys At Law	Stefán Thór Ingimarsson
Juris	Andri Árnason, Vífill Harðarson, Halldór Jónsson, Simon Knight
Landslög Law Offices	Jóhannes Bjarni Björnsson, Viðar Lúðvíksson, Grímur Sigurdsson
HIGHLY RECOMMENDED	
Lagahvoll	Daði Bjarnason, Jóhann Tómas Sigurdsson
Réttur – Adalsteinsson & Partners	Sigurður Örn Hilmarrson

ITALY

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LBOs: LARGE-CAP

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Ardian	Nicolò Saidelli
Bain Capital	Ivano Sessa, Luca Bassi
Blackstone	Andrea Valeri, Donatella Fanti
The Carlyle Group	Marco De Benedetti
CVC Capital Partners	Giampiero Mazza
EXCELLENT	
Advent International	Francesco Casiraghi
Clessidra Private Equity	Carlo Pesenti, Andrea Ottaviano
F2i	Renato Ravanelli
InvestIndustrial	Andrea Bonomi
Macquarie	Roberto Sambuco
Permira	Francesco Pascalizi



LBOs: SMALL TO MID-CAP

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
2I Invest	Dino Furlan, Alessandro Benetton, Andrea Mazzucato, Marco Monis
Abenex	Antonio Catali
Alcedo	Maurizio Tiveron, Franco Valvasori, Michele Gallo
Alto Partners	Stefano Scarpis, Raffaele de Courten, Enrico Ricotta, Mario Visioni
Ambienta	Mauro Roversi
DeA Capital	Gianandrea Perco, Marco Sala
IGI Private Equity	Matteo Cirila, Angelo Mastrandrea
NB Renaissance Partners	Patrizia Micucci
Wise Equity	Paolo Gambarini, Michele Semenzato
Xenon Private Equity	Danilo Mangano
EXCELLENT	
Arcadia SGR	Simone Arnaboldi
Assietta Private Equity	Giuliano Mari, Marco Cornaglia
Azimut Capital Management	Paolo Martini
Charme Capital Partners	Luigi Sala, Tommaso Beolchini
Chequers Capital	Niccolò Leita
Consilium	Stefano Iamoni, Antonio Glorioso
Ergon Capital	Emanuele Lembo
EQT	Federico Quitadamo
Gradiente	Pietro Busnardo, Carlo Bortolozzo
L Catterton	Luigi Feola
Mindful Capital Partners	Lorenzo Stanca, Alberto Forchielli
Progressio	Filippo Gaggini, Angelo Piero La Runa, Nino Mascellaro
Riello Investimenti Partners	Luigi Terranova
Trilantic Europe	Vittorio Pignatti-Morano
HIGHLY RECOMMENDED	
Aksia Group	Nicola Emanuele, Marco Rayneri
Anima Alternative	Philippe Minard
HAT Holding	Nino Attanasio, Ignazio Castiglioni
Itago Partners	Domenico Tonussi, Nicola Bordignon
Opera SGR	Michele Russo, Emmanuel Micheli
Palladio Finanziaria	Nicola Iorio
PM & Partners	Andrea Mugnai, Riccardo Rainone, Massimo Grasselli
Star Capital	Marco Gazzaniga

ALTO PARTNERS: RELIABLE INVESTORS WITH EXTENSIVE EXPERIENCE



Raffaele de Courten

Key Figure(s):
Stefano Scarpis, Raffaele de Courten, Enrico Ricotta and Mario Visioni
Established: 2000

Track record: Milan-based Alto Partners SGR has more than 20 years' experience investing in mid-sized Italian companies across four generations of funds. Alto Capital V, which currently has five holdings within its portfolio, was established in 2022. In 2024, Alto Partners invested in Dierre Group, EF Group, Fradiavolo and Eurosirel.

Team & differentiation: The firm's highly experienced team includes founders and managing partners Stefano Scarpis and Raffaele de Courten, who handle origination, investment, negotiation and fundraising matters. Mario Visioni deals with fundraising activities and institutional-investor relations, while Enrico Ricotta concentrates on the chemical and pharmaceutical sectors.

M&A: LARGE-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 BonelliErede	Vittoria Giustiniani
Chiomenti	Massimiliano Nitti
Gianni & Origoni	Francesco Gianni
2 Cappelli Riolo Calderaro Crisostomo Del Din & Partners	Roberto Cappelli, Valentina Dragoni
Cleary Gottlieb Steen & Hamilton	Roberto Bonsignore
Gatti Pavesi Bianchi Ludovici	Francesco Gatti, Carlo Pavesi
Legance	Filippo Troisi, Bruno Bartocci, Giovanni Nardulli
PedersoliGattai	Bruno Gattai, Antonio Pedersoli, Carlo Pedersoli, Giovanni Pedersoli, Andrea Gandini
EXCELLENT	
1 ADVANT Nctm	Simone De Carli, Matteo Trapani, Pietro Zanoni
Latham & Watkins	Cataldo Giuseppe Piccarreta, Stefano Sciolla, Giovanni Sandicchi, Giorgia Lugli
Linklaters	Giorgio Fantacchiotti, Pietro Belloni
White & Case	Leonardo Graffi, Tommaso Tosi, Ferigo Foscari, Domenico Fanuele
2 Clifford Chance	Paolo Sersale
Dentons	Alessandro Dubini, Federico Sutti, Luca Pocobelli, Pierfrancesco Faggiano
Giliberti Triscornia e Associati	Alessandro Triscornia
HIGHLY RECOMMENDED	
Baker McKenzie	Paolo Ghiglione
DLA Piper	Wolf Michael Kühne
Freshfields Bruckhaus Deringer	Nicola Asti
Hogan Lovells	Luca Picone
LCA	Leah Dunlop, Luca Minoli
Molinari Agostinelli	Ugo Molinari, Marinella Ciaccio, Margherita Santoiemma

**M&A: SMALL TO MID-CAP****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
ADVANT Nctm	Simone De Carli, Matteo Trapani, Pietro Zanoni
Carnelutti	Luca Arnaboldi, Carlo Pappalettera
Giovannelli e Associati	Fabrizio Scaparro, Alessandro Giovannelli, Pasquale Marini
Gitti & Partners	Gregorio Gitti, Vincenzo Giannantonio, Stefano Roncoroni, Giacomo Pansolli, Jessica Fiorani
LCA Studio Legale	Daniele Bonvicini, Andrea Carreri, Vittorio Turinetti di Priero
LMCR	Massimo La Torre, Roberto Rio
Orsingher Ortu	Mario Ortu, Paolo Canal, Nicola Barra Caracciolo, Pierfrancesco Giustiniani
Pavia e Ansaldo	Stefano Bianchi, Roberto Zanchi
EXCELLENT	
Alma LED	Marco Nicolini
CMS	Pietro Cavasola
Gilberti Triscornia e Associati	Alessandro Triscornia
Greenberg Traurig Santa Maria	Luigi Santa Maria, Mario Santa Maria
Linklaters	Giorgio Fantacchiotti, Pietro Belloni
LMS Studio Legale	Fabio Labruna
Simmons & Simmons	Andrea Accornero, Dario Spinella
White & Case	Domenico Fanuele
HIGHLY RECOMMENDED	
Alpeggiani Avvocati Associati	Leonardo Proni, Francesco Torelli
Bird & Bird	Alberto Salvadè, Giovanni Gazzaniga
CastaldiPartners	Gaspere Dori, Riccardo Gotti Tedeschi, Anne-Manuelle Gaillet
CBA	Luca Fabbrini, Ilaria Belluco
Fivers	Alfredo Craca
Freshfields Bruckhaus Deringer	Nicola Asti
Grimaldi Alliance	Vittorio Grimaldi, Davide D'Angelo, Giovanni Bocciardo
K&L Gates	Giampaolo Salsi
Macchi Di Cellere Gangemi	Luigi Macchi di Cellere, Claudio Visco
Masotti Cassella	Luca Masotti, Mascia Cassella
Molinari Agostinelli	Ugo Molinari, Marinella Ciaccio, Margherita Santoiemma
McDermott Will & Emery	Ettore Scandale, Fabrizio Faina
Nunziante Magrone	Gianmatteo Nunziante, Francesco Abbozzo Franzi, Gianmarco Munari, Fiorella Alvino
Pirola Pennuto Zei & Associati	Massimo Di Terlizzi, Roberto Padova, Francesca de Fraja
Portolano Cavallo	Francesco Portolano, Manuela Cavallo
Russo De Rosa Associati	Gianmarco Di Stasio, Marzio Molinari, Alberto Russo
Withers	Roberta Crivellaro, Guido Galeotti
RECOMMENDED	
BSVA	Alessandro Bellofiore
Bureau Plattner	Christoph Jenny

Eversheds Sutherland	Giuseppe Celli
Jones Day	Stefano Crosio
QLT Law & Tax	Francesco Fiore
RPLT Legalitax	Mario Colombatto, Claudio Elestici, Mario Ferrari, Paolo Grandi
Rödl & Partner	Stefan Brandes
Target	Fabio Coppola
Weigmann	Fabrizio Tarocco

ADVANT NCTM: EVER-PRESENT ADVISOR ON MAJOR M&A DEALS



Matteo Trapani

Key Figure(s):
Matteo Trapani, Pietro Zaroni, Alberto Toffoletto, Simone De Carli and Paolo Montironi
Established: 2000

Track record: The firm is known for being present at the negotiating table on a high number of deals of all sizes, including large, mid and small-cap. Its lawyers have expertise in a range of industries, and are respected for their impressive record of successfully concluded deals, which include investments in the private equity space.

Team & differentiation: Alberto Toffoletto and Paolo Montironi are co-founding partners of Nctm, now known as ADVANT Nctm, following the team-up with ADVANT Altana in France and ADVANT Beiten in Germany. Matteo Trapani and Pietro Zaroni advise private equity firms, infrastructure funds and industrial multinationals on M&A and private equity matters.

BSVA: SOLID CHOICE FOR COMPLEX TRANSACTIONS



Alessandro Bellofiore

Key Figure(s):
Alessandro Bellofiore
Established: 2002

Track record: The firm is known for assisting clients on a range of everyday issues, such as contract negotiations, as well as higher-stakes matters including M&A deals, business crisis-management, commercial and corporate litigation, and national and international arbitration. Headquartered in Milan, with satellite offices in Turin and Varese, BSVA is a trusted advisor to startups.

Team & differentiation: Founding partner Alessandro Bellofiore assists clients on day-to-day corporate needs as well as in their M&A maneuvers. Milan-based, he focuses his practice on logistics, road and rail transport, real estate and franchising, in addition to handling pre-litigation and arbitration matters.

LCA STUDIO LEGALE: OUTSTANDING GROWTH IN M&A WORK



Vittorio Turinetti di Priero

Key Figure(s):
Daniele Bonvicini, Andrea Carreri and Vittorio Turinetti di Priero
Established: 1988

Track record: The firm has experienced significant growth in recent years, expanding both through in-house partner-promotions and lateral hires. The corporate, M&A and private equity team, a leader in small to mid-sized transactions, specializes in representing members of various industries, including listed companies.

Team & differentiation: The team offers market-leading M&A expertise to a local and international clientele. Vittorio Turinetti di Priero heads the firm's Canadian desk and is also part of its French Desk. Daniele Bonvicini has extensive experience in both M&A and private equity deals, while Andrea Carreri, one of LCA's founders, is active in the iron and steel, life science, pharma and telecom industries.

ORSINGERH ORTU: BANKABLE ADVISORS FOR HIGH-PROFILE DEALS



Pierfrancesco Giustiniani

Key Figure(s): Mario Ortu, Paolo Canal, Nicola Barra Caracciolo and Pierfrancesco Giustiniani
Established: 2007

Track record: The firm is highly respected within the market for its vast experience acting in extraordinary transactions, including joint ventures and mergers involving listed industrial or financial groups. Its lawyers are strong in a number of sectors, including automotive, energy, digital & media, oil & gas, fashion, marketing, food and telecoms.

Team & differentiation: Orsingher Ortu has robust legal teams in both Milan and Rome and boasts an outstanding team that is very active in medium-sized mergers and acquisitions. Mario Ortu is the name and founding partner. Pierfrancesco Giustiniani has nearly 30 years' experience working on major domestic and international deals across a range of sectors.

CASTALDIPARTNERS: GO-TO FIRM FOR CROSS-BORDER DEALS INVOLVING ITALY AND FRANCE



Enrico Castaldi

Key Figure(s):
Enrico Castaldi, Gaspare Dori, Riccardo Gotti Tedeschi and Anne-Manuelle Gaillet
Established: 1996

Track record: CastaldiPartners is well known in the Italian legal market for its flawless handling of corporate and M&A transactions both in Italy, France and cross-border. Its lawyers are spread among offices in Milan, Paris, Lyon, London and Brussels and each speaks at least three languages perfectly. The corporate team has been expanding considerably of late.

Team & differentiation: Founding partner Enrico Castaldi has extensive experience in the corporate and M&A field. Gaspare Dori also handles PE transactions, while Riccardo Gotti Tedeschi has significant experience in ESG matters and Anne-Manuelle Gaillet often takes point on industrial M&A matters. The firm's lawyers are mostly registered to practice both in Italy and in France.



PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
BonelliErede	Umberto Nicodano, Eliana Catalano
Chiomenti	Franco Agopyan, Carlo Croff
PedersoliGattai	Bruno Gattai, Alessandroarena
Gianni & Origoni	Renato Giallombardo, Gianluca Ghersini, Francesco Gianni
Latham & Watkins	Stefano Sciolla, Cataldo Giuseppe Piccarreta
Legance	Bruno Bartocci, Filippo Troisi, Giovanni Nardulli
EXCELLENT	
ADVANT Nctm	Paolo Montironi, Pietro Zanoni
Cleary Gottlieb Steen & Hamilton	Roberto Bonsignore
Gatti Pavesi Bianchi Ludovici	Stefano Valerio, Gianni Martoglia
Linklaters	Giorgio Fantacchiotti, Roberto Casati
LMCR	Roberto Rio, Massimo La Torre
HIGHLY RECOMMENDED	
1 Clifford Chance	Claudio Cerabolini
Giovannelli & Associati	Alessandro Giovannelli
Molinari Agostinelli	Ugo Molinari, Marinella Ciaccio, Margherita Santoiemma
Orsingher Ortu	Mario Ortu, Nicola Barra Caracciolo, Pierfrancesco Giustiniani
Pavia e Ansaldo	Stefano Bianchi, Roberto Zanchi
White & Case	Leonardo Graffi, Tommaso Tosi, Ferigo Foscarei
2 Carnelutti	Luca Arnaboldi, Carlo Pappaletta
CastaldiPartners	Gaspere Dori, Riccardo Gotti Tedeschi, Anne-Manuelle Gaillet
Dentons	Luca Pocobelli, Alessandro Dubini
DLA Piper	Agostino Papa
Gitti & Partners	Gregorio Gitti, Vincenzo Giannantonio, Stefano Roncoroni
LCA Studio Legale	Riccardo Massimilla, Andrea Messuti, Benedetto Lonato, Alberto Vaudano
LMS Studio Legale	Fabio Labruna
Simmons & Simmons	Andrea Accornero
RECOMMENDED	
Bird & Bird	Alberto Salvadè, Giovanni Gazzaniga
CBA	Luca Fabbrini, Ilaria Belluco
CP-DL	Giancarlo Capolino Perlingieri, Dante Leone
Alpeggiani Avvocati Associati	Leonardo Proni, Marco Carbonara
Hogan Lovells	Luca Picone
McDermott Will & Emery	Ettore Scandale
Portolano Cavallo	Francesco Portolano, Manuela Cavallo
Russo De Rosa Associati	Gianmarco Di Stasio, Marzio Molinari, Alberto Russo

CP-DL: STRONG AND GROWING ITALO-SWISS FOOTPRINT



Giancarlo Capolino-Perlingieri

Key Figure(s):
Giancarlo Capolino-Perlingieri and Dante Leone
Established: 2006

Track record: The firm's services are aimed at a variety of clients, including international investors and domestic and foreign fund sponsors. The team, which handles M&A, corporate finance and venture capital transactions, and private equity investments, is able to manage all aspects of investment, from deal structuring to execution of exit strategies.

Team & differentiation: CP-DL has offices on both the Swiss and Italian sides of Lake Lugano. Its lawyers are adept at handling complex cross-border cases, as the firm has a strong international footprint. Milan-based founding partner Giancarlo Capolino-Perlingieri is admitted to the Bar in both Italy and France, while Lugano-based Dante Leone, is a member of the Italian, New York and Swiss Bar Associations.

REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
BonelliErede	Alessandro Balp
Chiomenti	Patrizia Liguti, Paolo Fedele
Dentons	Maria Sole Insinga
DLA Piper	Olaf Schmidt
Gianni & Origoni	Filippo Cecchetti, Massimiliano Macaione
EXCELLENT	
CBA	Francesco Assegnati, Roberto Brustia
Gatti Pavesi Bianchi Ludovici	Rocco Ferrari
Greenberg Traurig Santa Maria	Marzio Longo
K&L Gates	Francesco Sanna
Legance	Gabriele Capecci, Giuseppe Abruzzese
HIGHLY RECOMMENDED	
Bertacco Recla & Partners	Paolo Bertacco, Francesca Tresoldi, Maria Grazia Buonanno, Francesco Rovetta
Fivers	Adriano Nocerino, Francesco Mantegazza, Andrea Brambilla
Gitti and Partners	Carlo Andrea Bruno, Stefano Roncoroni, Chiara Perego
LCA Studio Legale	Barbara De Muro, Giangiacomo Rocco di Torrepadula, Andrea Marani, Carmen Leo
RECOMMENDED	
BLV – Belvedere & Partners	Antonio Belvedere
Cappelli Riolo Calderaro Crisostomo Del Din & Partners	Alessandro Vespa
Jones Day	Paolo Foppiani
Linklaters	Francesco De Blasio
Pirola Pennuto Zei & Associati	Massimo Di Terlizzi, Flaviano Ciarla, Claudio Schettini
Studio Inzaghi - SI	Guido Alberto Inzaghi

**PUBLIC LAW****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Chiomenti	Filippo Brunetti, Giulio Napolitano, Federico Vanetti
Gianni & Origoni	Antonello Lirosi
Studio Legale VILDE	Riccardo Villata, Andreina Degli Esposti
Cintioli & Associati	Fabio Cintioli
EXCELLENT	
AMMLEX - Studio Legale Amministrativisti Associati	Guido Bardelli, Maria Alessandra Bazzani
Bertacco Recla & Partners	Jacopo Recla
BonelliErede	Raffaele Cassano, Luca Perfetti
Legance - Avvocati Associati	Alessandro Botto, Filippo Pacciani
Satta Romano & Associati	Filippo Satta, Anna Romano
HIGHLY RECOMMENDED	
BLV – Belvedere & Partners	Antonio Belvedere, Veronica Vitiello
CBA	Fabrizio Magri
LCA	Leonardo De Vecchi
Lipani	Damiano Lipani
Pavia e Ansaldo	Marco Giustiniani
Studio Inzaghi - SI	Guido Alberto Inzaghi
Todarello	Fabio Todarello

ENERGY (REGULATORY)**Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
ADVANT Nctm	Piero Viganò, Giovanni Battista De Luca
Chiomenti	Carola Antonini
Legance	Monica Colombera
Parola Associati	Andrea Leonforte, Lorenzo Parola
EXCELLENT	
CBA	Francesco Piron
DLA Piper	Germana Cassar
Gianni & Origoni	Ottaviano Sanseverino Vimercati
Green Horse Legal Advisory	Carlo Montella
Lexia	Pinella Altiero, Marco Muscettola
L&B Partners	Michele Di Terlizzi

SHIPPING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
ADVANT Nctm	Giorgio Berlingieri, Alberto Rossi, Alberto Torrazza
Studio Legale Mordiglia	Marco Lopez de Gonzalo, Marco Lenti, Pietro Palandri
Watson Farley & Williams	Furio Samela, Michele Autuori
EXCELLENT	
BonelliErede	Enrico Vergani
Dardani Studio Legale	Maurizio Dardani, Lawrence Dardani
LCA	Davide Magnolia, Maria Grazia Longoni Palmigiano
Siccardi Bregante & C	Francesco Siccardi, Corrado Bregante
HIGHLY RECOMMENDED	
Deloitte Legal	Francesco Munari
Studio Legale Lauro	Francesco S. Lauro, Ernesto Ardia
Zunarelli Studio Legale Associato	Stefano Zunarelli, Massimo Campailla, Alberto Pasino

ENVIRONMENTAL LAW

Best Law Firms

Firms are ordered alphabetically

FIRM	KEY FIGURE(S)
HIGHLY RECOMMENDED	
B-HSE	Matteo Benozzo, Francesco Bruno
Dentons	Federico Vanetti
Landilex	Giovanna Landi
LCS	Dario Covucci, Benedetta Mussini
Legance	Antonella Capria, Cristina Martorana

LIECHTENSTEIN

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Gasser Partner	Hannes Arnold, Johannes Gasser
Schurti Partners	Alexander Appel, Moritz Blasy, Andreas Schurti
2 Batliner Wanger Batliner	
Batliner Wanger Batliner	Martin Batliner, Christian Batliner
Marxer & Partner	Mario A. König, Armin Dobler
EXCELLENT	
Advocatio Rechtsanwälte Grabher Dür	Johannes Dür, Johannes Grabher
Müller & Partner	Roland Müller
Paragraph 7	Christoph Bruckschweiger, Helene Rebholz
Seeger, Frick & Partner	Wolfgang Seeger
HIGHLY RECOMMENDED	
Bergt & Partners	Peter Bergt, Josef Bergt
Lampert & Partner	Siegbert Lampert
Niedermüller	Matthias Niedermüller
NSF Rechtsanwälte	Heinz Frommelt
Walser	Manuel Walser

LUXEMBOURG

CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Fabian Beullekens, Marc Feider, Jacques Graas, Peter Myners
Arendt & Medernach	Laurent Schummer
Baker McKenzie	Élodie Duchene, Jean-François Findling, Jean-Philippe Smeets
Clifford Chance	Katia Gauzès, Christian Kremer
EXCELLENT	
Elvinger Hoss Prussen	Yves Prussen
Kleyr Grasso	Renata Jokubauskaite
Linklaters	Rémy Bonneau, Anton Cox, Nicolas Gauzès
Loyens & Loeff	Frédéric Franckx, Frédéric Lemoine, Thierry Lohest
Luther	Aurélien Latouche, Mathieu Laurent, Selim Souissi, Eric Sublon
Molitor	Chan Park
HIGHLY RECOMMENDED	
1 Bonn & Schmitt	Cédric Bellwald, Gabriel Bleser, Chantal Keereman, Alex Schmitt
Brucher, Thieltgen & Partners	Nicolas Bernardy
BSP	Linda Harroch, Jean Steffen, Alain Steichen
Chevalier & Sciales	Cécile Rechstein, Olivier Sciales
CMS	Pawel Hermelinski, Gérard Maîtrejean
GSK Stockmann	Anna Gassner, Anna Lindner, Philipp Mössner, Marcus Peter
Hogan Lovells	Alexander Koch
Norton Rose Fulbright	Torsten Sauer





LUXEMBOURG

>	Ogier	Bertrand Geradin, Laurent Thailly
	Stibbe	Gérald Origer
	Strelia	Etienne de Crepy, Michael Meylan, Vanessa Schmitt
2	Brouxel & Rabia	Samia Rabia
	DLA Piper	Catherine Pogorzelski
	DSM Avocats À La Cour	Mario Di Stefano, Jean-Philippe François, Renaud Le Squeren
	Lexfield	Aldric Grosjean, Pierre-Yves Magerotte
	NautaDutilh	Romain Sabatier, Margaretha Wilkenhuysen
	Pinsent Masons	Isabelle Charlier, Yann Payen
	PwC Legal	Catherine Baffast
	White & Case	Thierry Bosly, Thomas Glauden
RECOMMENDED		
	AKD	Nicolas Marchand
	Ashurst	Isabelle Lentz
	Clément Konrad & Partners	Christophe Clément, Jens Konrad
	CM Law	Raphaël Collin
	Dentons	Shaohui Zhang
	Felten & Associés	Bernard Felten
	K&L Gates	Yoanna Stefanova
	Maples Group	Baptiste Aubry
	Rutsaert Legal	Edouard Guy, Quentin Rutsaert
	Simmons & Simmons	Thierry Somma
	Thewes & Reuter	Pierre Reuter

LUTHER: EXPERT FRANCO-GERMAN-LUXEMBOURG M&A ADVISORS



Eric Sublon

Key Figure(s): Eric Sublon
Established: 2010

Track record: Luther's strong track record in corporate and M&A law attracts a diverse clientele ranging from multinationals and financial institutions to investment funds and mid-size companies. Its expertise spans various industries, including telecoms, media, technology, finance, real estate and gaming. Luther stands as a trusted legal partner for clients seeking comprehensive and tailored solutions in their business endeavors.

Team & differentiation: Under the guidance of founding partner Eric Sublon, the team has shown consistent growth. Its entrepreneurial spirit is evident through tailor-made services offered in French, English and German, focusing on corporate and finance law aspects of cross-border transactions. The practice excels in German-related matters, making it a standout choice for clients seeking legal support in international business matters.

BONN SCHMITT: EXCELLENCE, COMMITMENT AND AMBITION



Stéphane Ebel

Key Figure(s): Stéphane Ebel
Established: 1988

Track record: The practice encompasses corporate, international tax advisory, and indirect taxes, earning a stellar reputation both in Luxembourg and internationally. The firm is renowned for its meticulous and practical approach to complex tax structures. Its diverse clientele includes multinational corporations, high-net-worth individuals, and both institutional and private investors.

Team & differentiation: Led by the highly accomplished Stéphane Ebel, Bonn Schmitt's corporate-law team excels in mitigating double taxation, managing corporate tax obligations, and handling transfer pricing. Ebel's expertise covers pre-litigation and litigation across various tax categories, with a special focus on direct taxes, VAT, and registration fees.

PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 A&O Shearman	Fabian Beullekens, Marc Feider, Frank Mausen, Peter Myners
Arendt & Medernach	Pierre Beissel
Elvinger Hoss Prussen	Toinon Hoss
Linklaters	Nicolas Gauzès
2 Baker McKenzie	Élodie Duchene, Jean-François Findling, Catherine Martougin
Clifford Chance	Kristof Meynaerts
Loyens & Loeff	Frédéric Franckx, Frédéric Lemoine, Marc Meyers
EXCELLENT	
BSP	Linda Harroch, Christèle Pierre-Alexandre, Jean Steffen
Chevalier & Sciales	Cécile Rechstein, Olivier Sciales
CMS	Pawel Hermelinski, Gérard Maîtrejean
Kleyr Grasso	Mevlûde-Aysun Tokbag
Luther	Mathieu Laurent, Selim Souissi, Eric Sublon
NautaDutilh	Caroline Notté, Romain Sabatier, Margaretha Wilkenhuysen
Ogier	Bertrand Geradin, Daniel Richards
Stibbe	Gérald Origer
HIGHLY RECOMMENDED	
AKD	Virginie Leroy
Bonn & Schmitt	Cédric Bellwald, Chantal Keereman, Anne Selbert
Brouxel & Rabia	Samia Rabia
Dechert	Jean-Louis Frognet
DLA Piper	Catherine Pogorzelski
GSK Stockmann	Anna Gassner, Marcus Peter, Corinna Schumacher
Hogan Lovells	Alexander Koch
Lexfield	Aldric Grosjean, Pierre-Yves Magerotte
Norton Rose Fulbright	Torsten Sauer
Pinsent Masons	Benoit Rose
PwC Legal	Catherine Baflast
Rutsaert Legal	Edouard Guy, Quentin Rutsaert
Strelia	Michael Meylan, Vanessa Schmitt
White & Case	Thierry Bosly, Thomas Glauden
RECOMMENDED	
Ashurst	Isabelle Lentz
DSM Avocats À La Cour	Mario Di Stefano, Renaud Le Squeren
K&L Gates	Yoanna Stefanova
Mohé	Cécile Hestin
Simmons & Simmons	Augustin de Longeaux, Thierry Somma



Analysis

**STRELIA:
EXCELLENCE AND CUSTOMER ENGAGEMENT**



Vanessa Schmitt

Key Figure(s):
Vanessa Schmitt
Established: 2013

Track record: Strelia's corporate & M&A practice is extensive, handling everything from high-profile cross-jurisdictional equity transactions to individual asset or business sales. It also provides counsel to parties involved in public takeover bids and covers all aspects of merger and acquisition transactions, from due diligence (where applicable for the seller) to deal execution.

Team & differentiation: The corporate and M&A team recently welcomed four new lawyers who specialize in private equity, including two partners, cross-border private equity specialist Vanessa Schmitt, and Michaël Meylan, who is entrusted the business-transactions of numerous international corporate groups. Strelia manages to offer a complete set of services, while staying responsive and accessible for clients.

**WHITE & CASE:
INVESTMENT STRATEGY LUMINARIES**



Thierry Bosly

Key Figure(s): Thierry Bosly
Established: 1967

Track record: White & Case benefits from a well-established team offering guidance on complex domestic and cross-border deals across a range of sectors. Particularly known for its expertise in drafting and negotiating sophisticated transaction-related documents. The team recently assisted Crédit Mutuel Arkéa and its subsidiary Arkéa Direct Bank on the disposal of Keytrade Bank Luxembourg S.A.

Team & differentiation: The team is admired for its deep bench of legal experts, which are dual-qualified under Belgian and Luxembourg law, as well as its international capabilities. Thierry Bosly heads the department and was recently appointed global co-head of White & Case's private equity industry group. He is a fixture on lists of the world's most prominent PE Lawyers.



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REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Arendt & Medernach	Christian Point
Dentons	Martine Gerber-Lemaire
DSM Avocats À La Cour	Mario Di Stefano, Renaud Le Squeren
EXCELLENT	
A&O Shearman	Pierre Schleimer
Baker McKenzie	Élodie Duchene, Jean-François Findling, Jean-François Trapp, Ana Vazquez
BSP	Fabio Trevisan
Clifford Chance	Albert Moro, Sébastien Schmitz
Kleyr Grasso	François Collot
Molitor	Stéphanie JUAN
Norton Rose Fulbright	Torsten Sauer
PwC Legal	Serge Hoffmann
HIGHLY RECOMMENDED	
1 Elvinger Hoss Prussen	Léon Gloden
Linklaters	Anton Cox
Loyens & Loeff	Véronique Hoffeld
Luther	Aurélien Latouche
Simmons & Simmons	Augustin de Longeaux, Pieter Leguit, Thierry Somma
Stibbe	Claire-Marie Darnand
Thewes & Reuter	Marc Thewes
2 Ashurst	Isabelle Lentz
Brucher, Thieltgen & Partners	Marie Bena
Hogan Lovells	Alexander Koch
Pinsent Masons	Romain Viard
Sjl Jimenez Lunz	Michel Jimenez Lunz

DSM AVOCATS À LA COUR: TOP-NOTCH REAL ESTATE EXPERTS



Mario Di Stefano

Key Figure(s):
Mario Di Stefano
Established: 2004

Track record: DSM boasts a strong track-record advising Luxembourg and international clients on all aspects of real-estate law, including tax regulation and planning at the EU level. Its multidisciplinary team adeptly handles office, commercial and residential projects, along with infrastructure ventures encompassing urban zoning, planning, environmental issues and water management.

Team & differentiation: Led by Mario Di Stefano, DSM's real-estate team possesses the technical expertise, experience and business acumen to handle all manner of intricate transactions. Complemented by two counsel, the multilingual team offers cross-jurisdictional knowledge and advisory services in English, French, German, Italian, Luxembourgish and Spanish.

NETHERLANDS

© Dennis van de Water

LBOs

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
EQT	Floris van Halder
Waterland Private Equity Investments	Wouter Roduner, Hans Scheepers
EXCELLENT	
AlpInvest Partners	Joeri de Groot
APC	Jasper Anderluh, Niels Klok
Avedon Capital Partners	Lotte Verhoeve
Blackstone	Lionel Assant
HAL Investments	Teun Dings, Philip Heyning
Holland Capital	Ewout Prins, Hubert Verbeek
Invest-NL	Anne Mieke van der Werf
Main Capital Partners	Charly Zwemstra
NATO Innovation Fund	Andrea Traversone
NPM Capital	Bart Coopmans, Rutger Ruigrok
HIGHLY RECOMMENDED	
Boralis BV	Marijn Pijnenborg, Carla Snepvangers
Karmijn Kapitaal	Brigitte van der Maarel
KKR	Yacine Boumahrat
Momentum Capital	Joost Oostveen
Reggeborgh	Mirre de Noo
Rivean Capital	Nikolai Pronk
Standard Investment	Hendrik Jan ten Have
RECOMMENDED	
Bencis Capital Partners	Lesley van Zutphen
IceLake Capital	Max Theunissen, Rogier Veerman, Freddy Vlot
Partners Group	Wolf-Henning Scheider
PMH Investments	Durk van der Meer

M&A

Best Investment Banks & Consulting Firms

In each tier, the banks/firms are ordered alphabetically

BANK/FIRM	KEY FIGURE(S)
LEADING	
AXECO	Bart Buijs
Crédit Suisse	William Mansfield
Goldman Sachs	Andre Kelleners
J.P. Morgan	Cassander Verwey
EXCELLENT	
1 ABN AMRO Bank	Sander Neeteson
Bank of America	Birger Berendes
ING Bank	Steven van Rijswijk
Jefferies	Serge Fielmich, Dominic Lester
Morgan Stanley	Marius Brinkhorst
Rabobank	Paul Schram
Rothschild & Co.	Sander Griffefjoen
2 Citi	David Livingstone
Deloitte Financial	David Janmaat, Jorg Schalekamp
Deutsche Bank	Derek Shakespeare
KPMG	Edwin Herrie
Lazard	Bas van der Vlist



PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Karine Kodde
Clifford Chance	Thijs Alexander
De Brauw Blackstone Westbroek	Arne Grimme, Lennard Keijzer
Loyens & Loeff	Harmen Holtrop, Herman Kaemingk
EXCELLENT	
Freshfields Bruckhaus Deringer	Igor Dovgaliouk
Houthoff	Alexander Kaarls, Michiel Pannekoek
Stibbe	Björn van der Klip
HIGHLY RECOMMENDED	
1 NautaDutilh	Gaike Dalenoord, Joost den Engelsmann
Stek	Eelco Bijkerk, Ruben Tros, Maarten van der Graaf
2 Jones Day	
Lexence	Luc Habets, Wouter Helder, Joost Kolkman
Van Campen Liem	Marc van Campen
Van Doorne	Onno Boerstra, Jeroen Sombezki
RECOMMENDED	
1 AKD	Nathalie van Woerkom
DLA Piper	Casper Hamersma
Simmons & Simmons	Leo Verhoeff
2 Baker McKenzie	
Barentskrans	Rhamsey Croes
Biesheuvel Jansen advocaten	Quirijn Biesheuvel
CMS	Roman Tarlavski
De Breij Evers Boon	Laura Overes
Dentons	Kuif Klein Wassink, Marnix Veldhuijzen
Orange Clover Law	Pien van Veersen

MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Kees Schillemans
De Brauw Blackstone Westbroek	Jolling de Pree, Helen Gornall
Freshfields Bruckhaus Deringer	Onno Brouwer, Winfred Knibbeler
Stibbe	Christof Swaak, Rein Wesseling
EXCELLENT	
1 Houthoff	Rick Cornelissen, Albert Knigge, Weyer VerLoren van Themaat
Pels Rijcken & Droogleever Fortuijn	Erik Pijnacker Hordijk
2 Brinkhof	Pepijn van Ginneken
Loyens & Loeff	Gert-Wim van de Meent, Marc Wiggers
NautaDutilh	Mauricette Schaufeli
Stek	Jan Erik Janssen
Van Doorne	Sarah Beeston, Gijs Verberne
HIGHLY RECOMMENDED	
Baker McKenzie	Derk Christiaans, Frank Kroes, Frans Muller
Banning	Minos van Joolingen, Sophia Wittkämper
Barentskrans	Joost Fanoy
Bird & Bird	Pauline Kuipers
Bureau Brandeis	Hans Bousie, Bas Braeken
CMS	Edmon Oude Elferink
Dentons	Marc Kuijper
DLA Piper	Léon Korsten, Ewald Netten
Kennedy Van der Laan	Annemieke van der Beek
Maverick Advocaten	Diederik Schrijvershof, Martijn van de Hel
RECOMMENDED	
Clifford Chance	Jurre Jurriëns
HVG Law	Misha Iutje Beerenbroek
Jones Day	Yvan Desmedt
Nysingh Advocaten-Notarissen	Marco Balhuizen
Simmons & Simmons	Jeroen Bos
Taylor Wessing	Bram Nijhof



CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Charles Honée, Karine Kodde, Joyce Leemrijse
De Brauw Blackstone Westbroek	Klaas de Vries, Arne Grimme, Gaby Smeenk, Michael Schouten
EXCELLENT	
1 Clifford Chance	Gregory Crookes
NautaDutilh	Lieke van der Velden, Jaap Stoop, Stefan Wissing
Stibbe	Heleen Kersten, Björn van der Klip
2 Freshfields Bruckhaus Deringer	Jan Willem Van Der Staay, Alexander Doorman, Saloua Ouchan, Harald Spruit
Houthoff	Bram Caudri, Alexander Kaarls
Loyens & Loeff	Bastiaan Cornelisse, Harmen Holtrop, Roel Fluit
HIGHLY RECOMMENDED	
AKD	Carlos Pita Cao, Nathalie van Woerkom
Baker McKenzie	Mohammed Almarini, Don-Tobias Jol, Kim Tan
Dentons	Ico Jalink, Casper Haket, Kuif Klein Wassink
DLA Piper	Daphne Bens, Pieter Paul Terpstra
Hogan Lovells	Victor de Vlaam, Danielle du Bois-Buné
Jones Day	Mike Jansen, Floris Pierik, Marc Rijkaart van Cappellen, Menno Geusens
Linklaters	Jan-Willem De Boer
Simmons & Simmons	Rob Hendriks, Leo Verhoeff
Van Doorne	Friso Foppes
RECOMMENDED	
1 CMS	Roman Tarlavski, Pieter van Duijvenvoorde
Florent	Pieter van Uchelen, David van Kessel, Pieter van den Brink
Greenberg Traurig	Bas Vletter, Herald Jongen
Lexence	Joost Houtman, Joost Kolkman
Norton Rose Fulbright	Saskia Blokland
Stek	Dierik Cras, Jasper Stek, Maarten van der Graaf
2 Barentskrans	Rhamsey Croes, Robert-Jan Zwaan
Bird & Bird	Pauline Vos
De Breij Evers Boon	Gaston Freijser, Maurice Dudink, Wytse Huidekoper, Laura Overes
Heussen Bz	Stan Robbers

NORWAY

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Advokatfirmaet Schjodt	Caroline Karlsson, Robert Romansky, Dag Sigvart Kaada, Knut Smith-Erichsen
BAHR	Anne Dahl Frisak, Svein Gerhard Simonnæs, Øystein Guvåg, Lars Kristian Sande, Erik Langseth
Thommessen	Anders Arnkværn, Ervin Auren, Stig Berge, Hans Cappelen Arnesen, Christian G. Sagstad
Wiersholm	Harald Hellebust, Jarle Kvam, Kai Thøgersen
Wikborg Rein	Ketil E. Bøe, Ole Henrik Wille, Sigurd Opedal, Filip Truyen
EXCELLENT	
Advokatfirmaet CLP	Edvard Cock, Lars Gunnar Aas, Alexander S. Lund, Jakob Villum
Advokatfirmaet Haavind	Preben Brecke, Kjetil Hardeng, Bjørn Olav Torpp
Advokatfirmaet Selmer	Are Herrem, Camilla Magnus, Ingar Solheim, Robert Sveen
Arntzen De Besche	Per Dagslet, Lars Horgen Hinze, Per Kristian Ramsland
Simonsen Vogt Wiig	Fredrik Haberer Anfinssen
HIGHLY RECOMMENDED	
Aabø-Evensen	Ole Kristian Aabø-Evensen
Advokatfirmaet Grette	Thomas Borch-Nielsen, Thomas J. Fjell, Roland Mörtsdorf
CMS Kluge	Snorre Haukali, Frode Olsen
DLA Piper Norway	Magnus Brox, Fredrik Lykke, Sveinung Mjaugedal, Kaare Oftedal, Christian P.N. Fenner
Kvale Advokatfirma	Henrik Grung, Anne Kjøseth Ekerholt, Marius L. Andresen, Trygve Norum, Thomas S. Farhang
RECOMMENDED	
Advokatfirmaet Hjort	Jørn A. Uggerud, Thomas Alnæs, Rolf Trolle Andersen
AGP Advokater	Gard A. Skogstrøm, Lars André Gjerdrum, Hege Dahl, Ketil Enerstad Sauarlia, Nils Olav Aarseth
Brækhus Advokatfirma	John Aa. Sveinsvold, Frank C. Aase, Toralv Follestad, Christoph Morck
Bull & Co Advokatfirma	Eivind Bergo-Eriksen, Bjarte Bogstad, Saloume Djoudat
SANDS	Espen Furuholt, Terje Gulbrandsen

**ENERGY****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Advokatfirmaet Haavind	Mari Reitzel Bjerke, Aksel S. Tannum, Jøran Sandvik
BAHR	Jan B. Jansen, Henrik Bjørnebye, Jon Christian Thaulow, Thomas K. Svensen, Stig Klausen Engelhart, Morten P. Smørdal
Thommessen	Bendik Christoffersen, Christian Hals, Pål Lieungh, Audun Stornes
Wiersholm	Inge Ekker Bartnes, Kristian Martin Lind, Jon Rabben
Wikborg Rein	Cathrine B. Hetland, Tormod Ludvik Nilsen
EXCELLENT	
Advokatfirmaet Schjødt	Sverre B. Bjelland, Christian Fredrik Michelet, Hallvard Gilje Aarseth, Preben Willoch
Advokatfirmaet Selmer	Thomas G. Michelet, Øyvind Olimstad, Håkon Sandbekk
Arntzen De Besche	Odd-Harald B. Wasenden, Karl Erik Navestad, Rune Omdahl, Anders Rødland
CMS Kluge	Olav Hasaas
Kvale Advokatfirma	Gry Bratvold, Yngve Bustnesli, Christian Poulsson
Sands	Lars Berge Andersen, Vidar Johnsen, Alf Øystein Skudal
Simonsen Vogt Wiig	Peter Aall Simonsen, Robin Aker Jakobsen, Gunnar Espeland, Bjørn-Erik Leerberg
HIGHLY RECOMMENDED	
Advokatfirmaet CLP	Amund Erdal, Lars Gunnar Aas
Advokatfirmaet Grette	Thomas Borch-Nielsen, Thomas J. Fjell, Marius Svendsvoll Langnes, Stig Walle
Advokatfirmaet Hjort	Kristin Bjella
Lund & Co Advokatfirma	Stein Erik Stinessen, Ulf Larsen, Caroline Lund

POLAND

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Marcin Bartnicki, Agnieszka Janicka, Wojciech Polz
Greenberg Traurig Grzesiak	Rafał Baranowski, Lejb Fogelman
Rymarz Zdort	Lukasz Gasinski, Pawel Rymarz, Pawel Zdort
White & Case P. Pietkiewicz M. Studniarek I Wspóln	Marcin Studniarek
EXCELLENT	
1 Allen & Overy	Jarosław Iwanicki
Dentons	Piotr Dulewicz, Paweł Grabowski
Linklaters	Daniel Cousens, Marcin Schulz
2 Baker McKenzie	Tomasz Krzywowski
CMS Cameron McKenna Nabarro Olswang Posniak i Bejm	Rafał Zwierz
Domanski Zakrzewski Palinka	Krzysztof Zakrzewski
Soltysinski Kawecki & Szlezak	Robert Gawalkiewicz
Wardynski & Partners	Anna Dabrowska, Izabela Zielicka-Barlocek
Wiercinski Kwiecinski Baehr	Andrzej Wiercinski



MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Marta Sendrowicz
Clifford Chance	Iwona Terlecka
Dentons	Agnieszka Stefanowicz-Baranska
Linklaters	Małgorzata Sz waj
Wiercinski Kwiecinski Baehr	Aleksander Stawicki, Bartosz Turno
EXCELLENT	
1 DLA Piper	Andrzej Balicki
Greenberg Traurig Grzesiak	Robert Gago
Modzelewska & Pasnik	Małgorzata Modzelewska de Raad
Soltysinski Kawecki & Szlezak	Krzysztof Kanton
2 Baker McKenzie	
CMS Cameron McKenna Nabarro Olswang Posniak i Bejm	Małgorzata Urbanska
HIGHLY RECOMMENDED	
1 Gide Loyrette Nouel	Dariusz Tokarczuk
Kieszkowska Rutkowska Kolasinski	Marcin Kolasinski
Hansberry Tomkiel	Dorothy Hansberry-Biegunska
Rymarz Zdort	Iwona Her
Traple Konarski Podrecki	Katarzyna Menszig-Wiese, Tomasz Targosz
White & Case P. Pietkiewicz M. Studniarek I Wspóln	Katarzyna Czapracka
2 Affre I Wspólnicy Sp. K.	
Hogan Lovells	Piotr Skurzynski
Wardynski & Partners	Antoni Bolecki

PORTUGAL

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cuatrecasas	Rafael Lucas Pires, João Mattamouros Resende, Mariana Norton dos Reis, Francisco Santos Costa
Linklaters	António Soares, Marcos Sousa Monteiro
Morais Leitão, Galvão Teles, Soares Da Silva & Associados	Nuno Galvão Teles, Carlos Osório de Castro, Eduardo Paulino, Tomás Vaz Pinto
PLMJ	Bárbara Godinho Correia, Diogo Perestrelo, Inês Pinto da Costa, Duarte Schmidt Lino
VdA	Jorge Bleck, Cláudia da Cruz Almeida, Paulo Olavo Cunha, Paulo Trindade Costa, Helena Vaz Pinto, João Vieira de Almeida
EXCELLENT	
Abreu Advogados	Ana Sofia Batista, José Maria Corrêa de Sampaio, Rui Peixoto Duarte, Manuel Santos Vitor, Hugo Teixeira
CMS Portugal	João Caldeira, Tiago Valente de Oliveira, Margarida Vila Franca, Francisco Xavier de Almeida
CS'Associados	Bernardo Abreu Mota, Maria Castelos, Martim Morgado, David Oliveira Festas
Garrigues	Mário Lino Dias, Tomás Pessanha, Susana Pimenta de Sousa
SRS Legal	Paulo Bandeira, Octávio Castelo Paulo, Nuno Prata, Gustavo Ordonhas Oliveira, Alexandra Valente
Uría Menéndez	Francisco Brito e Abreu, Antonio Villacampa
HIGHLY RECOMMENDED	
Antas da Cunha Ecija	Fernando Antas da Cunha, Amílcar Silva
CCA Law	Domingos Cruz
DLA Piper ABBC	Nuno Azevedo Neves
Gómez-Acebo & Pombo	Mafalda Barreto, Miguel de Avillez Pereira
RECOMMENDED	
Costa Pinto	José Costa Pinto
Deloitte Legal	Sofia Barros Carvalhosa, Mónica Moreira, Miguel Ribeiro Telles
Eversheds Sutherland FCB	Rodrigo Almeida Dias, Gonçalo da Cunha, Pedro Guimarães
J + Legal	José Diogo Horta Osório, Diogo Leónidas Rocha
Pérez-Llorca	Gonçalo Godinho, Rodrigo Falcão Nogueira
Raposo Bernardo & Associados	Joana Andrade Correia, Nelson Raposo Bernardo
Sérvulo & Associados	Sofia Carreiro, Pedro Silveira Borges
Telles	Miguel Carvalho, Francisco Espregueira Mendes, Cristina Ferreira, Mariana Martins, Carlos Lucena, Joana Telles de Abreu
VALUABLE PRACTICE	
Caiado Guerreiro	João Caiado Guerreiro, Joana Gomes dos Santos
CCSL Advogados	Mafalda Almeida Carvalho
Enes Cabral	Susana Enes
Macedo Vitorino & Associados	João de Macedo Vitorino
Pares Advogados	João Freitas e Costa, António Juzarte Rolo, Tiago Gama
Pra - Raposo, Sá Miranda & Associados	Leila Grácio, Pedro Raposo, Pedro Sá

**ENERGY****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Abreu Advogados	José Eduardo Martins, Manuel de Andrade Neves, Tiago Corrêa do Amaral
CMS Portugal	Mónica Carneiro Pacheco, Manuel Cassiano Neves, Bernardo Cunha Ferreira
Miranda & Associados	João Rosado Correia, Catarina Cunha e Távora, Diogo Xavier da Cunha, Nuno Antunes
Morais Leitão, Galvão Teles, Soares da Silva & Associados	Catarina Brito Ferreira, Ricardo Andrade Amaro, Rui de Oliveira Neves
VdA	Manuel Protásio, Ana Luísa de Sousa, Vanda Cascão
EXCELLENT	
Cuatrecasas	Francisco Santos Costa, Lourenço Vilhena de Freitas, Marisa Mirador
Linklaters	Francisco Ferraz de Carvalho, Maria de Athayde Tavares
PLMJ	João Marques Mendes, Inês Pinto da Costa
Uriá Menéndez	João Louro e Costa, Bernardo Diniz de Ayala
HIGHLY RECOMMENDED	
CS' Associados	Mafalda Ferreira, André Salgado de Matos
DLA Piper ABBC	André Duarte Figueira
Garrigues	Mário Lino Dias, Lino Torgal
Pérez-Llorca	Gonçalo Capela Godinho, Carlos Vaz de Almeida
Sérvulo & Associados	Mark Kirkby, Sofia Carreiro, Pedro Silveira Borges
SRS Legal	Gonçalo Anastácio, Nuno Calaim Lourenço, José Luís Moreira da Silva
Telles	Ivone Rocha
RECOMMENDED	
Gómez-Acebo & Pombo	Ana Luísa Guimarães
Deloitte Legal	Rita Ferreira dos Santos
Eversheds Sutherland FCB	Miguel Lorena Brito, Pedro Guimarães
Macedo Vitorino	João Vitorino
Raposo Bernardo & Associados	Nelson Raposo Bernardo

PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cuatrecasas	João Mattamouros Resende, Mariana Norton dos Reis, Paulo Costa Martins
Linklaters	Marcos Sousa Monteiro
Morais Leitão, Galvão Teles, Soares Da Silva & Associados	Tomás Vaz Pinto, Luis Roquette Geraledes , Diana Ribeiro Duarte
SRS Legal	Paulo Bandeira, Gustavo Ordonhas Oliveira
VdA	Cláudia da Cruz Almeida, Paulo Trindade Costa, Jorge Bleck, Helena Pinto
EXCELLENT	
CS'Associados	Maria Castelos, Bernardo Abreu Mota, João Gonçalo Galvão, Martim Morgado
DLA Piper ABBC	Nuno Azevedo Neves, João Costa Quinta
Garrigues	Mário Lino Dias, Tomás Pessanha
PLMJ	Diogo Perestrelo, Duarte Schmidt Lino, Bárbara Godinho Correia
Uriá Menéndez	Francisco Brito e Abreu, Antonio Villacampa, Catarina Tavares Loureiro
HIGHLY RECOMMENDED	
Abreu Advogados	Ana Sofia Batista, Marta Romano de Castro, Bruno Azevedo Rodrigues, Rita Albuquerque
CCA Law Firm	Domingos Cruz
CCSL Advogados	Mafalda Almeida Carvalho
CMS Portugal	João Caldeira, Margarida Vila Franca, Francisco Almeida, Tiago Valente de Oliveira
Telles	Francisco Espregueira Mendes, Ofélia Pinto de Queiroz
RECOMMENDED	
Gama Glória	André Júdice Glória
J + Legal	José Diogo Horta Osório, Jorge Brito Pereira
Raposo Bernardo & Associados	Joana Andrade Correia, Nelson Raposo Bernardo

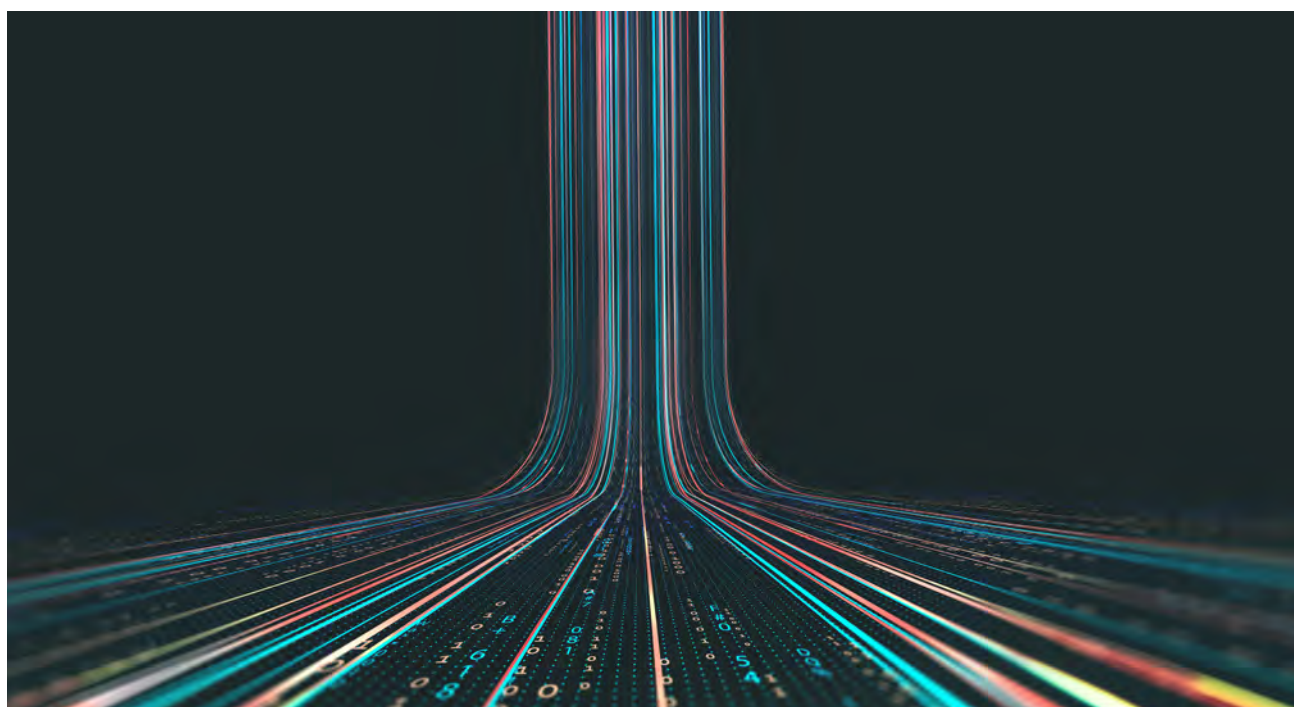


PRIVATE EQUITY

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Activecap	Pedro Correia da Silva, João Ferreira Marques, Francisco Martins
Atena Equity Partners	Miguel Lancastre, João Rodrigo Santos
C2 Capital Partners	Christophe Vielle, André Oliveira, Gonçalo Mata
Caixa Capital	Pedro Rangel, João Marques
Crest Capital Partners	David Calem Ferreira, Marco Lebre, Inês Lopo de Carvalho
ECS	Manuel Noronha Andrade, João Pereira Martins
Explorer Investments	Tiago Gonçalves, Pedro M. Coutinho, António Rocha e Silva, Elizabeth Rothfield, José Tiago Silva
Iberis Capital	Diogo Chalbert, João Henriques, David Pinheiro, Luís Quaresma
Magnum Capital	João Coelho Borges, João Talone
Menlo Capital	Ricardo Cunha-Vaz, Gonçalo de Mello
Oxy Capital	Marco Henriques, Miguel Lucas, Gonçalo Mendes, Igor Pereira
Point Capital Partners	Luís Paulo Tenente, Sérgio Silva
Vallis Capital Partners	Eduardo Rocha, Luís Santos Carvalho, Luís Palma da Graça



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REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cuatrecasas	Nuno Sá Carvalho, Sara Quaresma, Sofia Gomes da Costa, Hugo Nunes
PLMJ	Francisco Lino Dias, Teresa Madeira Afonso, Carmen Baptista Rosa, Ricardo Reigada Pereira
Uría Menéndez	Rita Xavier de Brito
VdA	Pedro Corrêa de Oliveira, Pedro Ferreirinha, Miguel Marques dos Santos, Sofia Galvão
EXCELLENT	
Abreu Advogados	Patrícia Viana, Tiago Mendonça Castro, Maria Santa Martha, Diogo Belard Correia
Garrigues	Miguel Menezes da Silva
Linklaters	Diogo Plantier Santos
Morais Leitão, Galvão Teles, Soares Da Silva & Associados	Rita Ferreira Vicente, João Torroaes Valente
HIGHLY RECOMMENDED	
CCA Law	Tomás Assis Teixeira, Madalena Azeredo Perdigão
pbbr Sociedade de Advogados	Teresa Freire, Pedro Pinto
Sérvulo & Associados	Eduardo Gonçalves Rodrigues, Sofia Thibaut Trocado
SRS Legal	Neuza Pereira de Campos, Regina Santos Pereira
RECOMMENDED	
CCSL Advogados	João de Lemos Portugal
CMS Portugal	João Pinheiro da Silva, Luís Abreu Coutinho
Eversheds Sutherland FCB	Rodrigo Almeida Dias, Miguel Lorena Brito, António Cid
Pares Advogados	Rui Rompante
Pra - Raposo, Sá Miranda & Associados	Clélia Brás
Raposo Bernardo & Associados	Manuel Esteves de Albuquerque
Telles	Pedro Almeida e Sousa, Miguel Nogueira Leite
VALUABLE PRACTICE	
Antas da Cunha Ecija	Henrique Moser, João de Moraes Vaz
Macedo Vitorino	Susana Vieira
SPS	Edmundo Batalha Reis, Joana Ribeiro Pereira
Vasconcelos Advogados	Felipe Ferreira

SPAIN

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Iñigo del Val, Ignacio Hornedo, Bosco de Checa
Cuatrecasas	Javier Villasante, Alejandro Payá, Federico Roig, Juan Aguayo, Diana Rivera
Garrigues	Fernando Vives, Álvaro López-Jorrín, Mónica Martín de Vidales, Víctor Chiquero Mielgo, Renata Mendaña
Linklaters	Carmen Burgos Alcaide, Lara Hemzaoui, Victor Manchado
Pérez-Llorca	Javier Carvajal, Pablo González Mosqueira, Julio Lujambio, Iván Delgado, Francisco Iso, Carmen Reyna
Uria Menéndez	Manuel Echenique, Francisco San Miguel, Christian Hoedl
EXCELLENT	
Addleshaw Goddard	Roberto Pomares, Pablo Díaz, Germán Cabrera, Carlos Pazos
Clifford Chance	Luis Alonso, Javier Amantegui
CMS Albiñana & Suárez de Lezo	Mariano Bautista, Luis Miguel de Dios, Ignacio Zorzalejos, Carlos Peña
DLA Piper	José María Gil-Robles, Yoko Takagi, Enrique Chamorro, Joaquín Echánove
Freshfields Bruckhaus Deringer	Armando Albarrán, David Franco
Gómez-Acebo & Pombo	Fernando de las Cuevas, Alvaro Mateo Sixto, David González, Augusto Piñel
Herbert Smith Freehills	Alberto Frasquet, Nicolás Martín
Latham & Watkins	Alejandro Ortiz, Ignacio Pallarés, José Antonio Sánchez-Dafos
Squire Patton Boggs	Teresa Zueco, Carlos Blanco, Pablo García, Rocío García
HIGHLY RECOMMENDED	
Araoz & Rueda	Pedro A. Rueda
Ashurst	Jorge Vázquez
Baker McKenzie	Javier Menor, Jorge Adell, Enrique Carretero, Maite Diez
Deloitte Legal	Sharon Izaguirre, Francisco Mayor
Dentons	Nieves Briz
Eversheds Sutherland	Juan E. Díaz Hidalgo, Carlos Pemán, Sixto de la Calle
Hogan Lovells	Alex Dolmans, José María Balañá, Lucas Osorio, Graciela Llana
Jones Day	Miguel Bermúdez de Castro, Blanca Puyol
PwC Tax & Legal	Javier Gómez Domínguez
RCD	Iñaki Frías, Iñigo Montesino-Espartero, Adolf Rousaud
Watson Farley & Williams	Gonzalo Aranzabal, María Pilar García Guijarro, Ana Lorenzo Sobrado
White & Case	Juan Manuel de Remedios, Carlos Daroca

RECOMMENDED

Andersen	Ignacio Aparicio Ramos
Bird & Bird	Lourdes Ayala
Broseta	Joaquín Giráldez, Julio Veloso
Cases & Lacambra	Lucas Palomar, Bojan Radovanovic
Confianz	Álvaro Mendiola, Manuel Urrutia Subinas
Ecija	Alberto Alonso Ureba, Leticia Dominguez, Gabriel Nadal, Emilio Prieto
EY Abogados	Rubén Ferrer, Simeón García-Nieto Nubiola, Francisco Silván
Fieldfisher Jausas	Rodrigo Martos, Joan Vidal de Llobatera
López Ibor Abogados	Marta Gil de Biedma, Carlos Trénor Löwenstein
KPMG Abogados	Eneko Belausteguigoitia, Rafael Aguilar
Ontier	Pablo Enrile Mora-Figueroa
Osborne Clarke	Jordi Casas, Vicente Conde, David Miranda
Pavia e Ansaldo	Meritxell Roca Ortega
Pinsent Masons	Francisco Aldavero, Diego Lozano, Antonio Sánchez Montero
Ramon Y Cajal Abogados	Alvaro Bertrán, Miguel García Stuyck
Roca & Junyent	Xavier Altirriba, Alex Llevat, Natalia Martí, Santi Pagès
Vaciero	Leticia del Estal, Begoña González

VALUABLE PRACTICE

AGM Abogados	Francisco Lacasa, Julio Menchaca, Julio Rocafull
AVQ Legal	Xavier Amat Badrinas
Ceca Magán Abogados	José María Pastrana, Alejandro Dregi, Jose Carlos González, Santiago Torent, Miguel Lobón
Lesayra	Javier Leyva Olarte, Rafael Sánchez Jiménez
Lupicinio International Law Firm	Luis Manuel García, Ángel Valdés
Marimón Abogados	José Miguel Martín-Zamorano Llamas, Begoña Redón
Metricson	Luis Gosalbez
Zurbarán Abogados	Ricardo Astorga

CONFIANZ: CLIENT-CENTRIC APPROACH



Manuel Urrutia Subinas

Key Figure(s):
Manuel Urrutia Subinas
and Álvaro Mendiola
Established: 1994

Track record: Confianz offers broad expertise in a range of corporate matters for medium-sized companies, particularly in the industrial and education sectors. The firm led notable transactions, including the sale of Jaúregui to Serveo (co-owned by Ferrovial and Portobello), securing an impressive Ebitdax7, and advised on the sale of Iparfrio Group to Syclef, owned by the French fund, Ardian.

Team & differentiation: Confianz is a dynamic firm comprised of 48 professionals, all of whom are qualified lawyers and economists representing leading industrial clients throughout the Basque Country and Spain. With offices in Madrid, Bilbao and San Sebastián, the firm has a particular expertise in family successions, with a focus on M&A transactions and complex corporate reorganizations arising from family owned businesses.

PAVIA E ANSALDO: TOP ITALIAN M&A EXPERTS IN SPAIN



Meritxell Roca Ortega

Key Figure(s):
Meritxell Roca Ortega
Established: 1961

Track record: Pavia e Ansaldo specializes in corporate matters, focusing on manufacturing, real estate and life sciences. Notable deals include advising Threestones Capital on a sale and lease-back of five DomusVi properties, expanding its Spanish portfolio to nineteen assets, and assisting Saica Group in acquiring stakes in Italian packaging manufacturers Lic Packaging, Cartorobica and Adda Ondulati.

Team & differentiation: The sole major Italian law firm based in the Madrid, Pavia e Ansaldo represents Spanish and Italian multinationals, as well as European investment funds in all aspects of business law. With offices in Milan, Rome, Turin, Moscow, Tokyo, Barcelona and, since 2023, Madrid, the firm has a significant presence in Spain and Southern Europe.



SPAIN

ENERGY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Antonio Vázquez-Guillén, Vanessa Cuellas, Ignacio Hornedo, Iñigo del Val, Charles Poole-Warren
Clifford Chance	Jaime Almenar
Cuatrecasas	Luis Pérez de Ayala, Félix Plasencia, Alejandro Bonitch
Gómez-Acebo & Pombo	Verónica Romaní Sancho, Carlos Vázquez Cobos, Santiago Garrido, Borja Carvajal
Linklaters	José Giménez
Watson Farley & Williams	María Pilar García Guijarro, David Diez
EXCELLENT	
Addleshaw Goddard	Gonzalo Olivera, Roberto Pomares
Garrigues	Silvestre Arana, Gonzalo Valencia del Alcázar, Álvaro Valle de Alvear
Herbert Smith Freehills	José Ramón Mourenza Diaz
Hogan Lovells	Fernando Calancha
MVA Asociados	Javier Montalvo, Gervasio Martínez-Villaseñor
Pinsent Masons	Hermenegildo Altozano, Alfonso Bayona, Juan de Navasqués
Uría Menéndez	Juan Ignacio González, Ignacio Álvarez, José-Félix Zaldivar
HIGHLY RECOMMENDED	
Ashurst	Andrés Alfonso
Baker McKenzie	Antonio Morales
CMS Albiñana y Suárez de Lezo	Ignacio Grangel
DLA Piper	Pablo Echenique, José María Barrios, José Manuel Sala Arquer
Jones Day	Raimundo Ortega
Pérez-Llorca	Ana Cremades, Javier Carvajal
RECOMMENDED	
Araoz & Rueda	Francisco Solchaga, Laura Vintanel
Bird & Bird	Coral Yáñez
EY Abogados	Pablo Dorronsoro
Fieldfisher	Ramón Vázquez del Rey Villanueva
GTA Villamagna Abogados	Ernesto García-Trevijano
Ontier	Lucía González Fernández, Pablo Enrile Mora-Figueroa
Osborne Clarke	Luis Gil Bueno, Luis Castro
Ramón y Cajal Abogados	Pablo Silván
RCD	Javier Olmos
Squire Patton Boggs	Antonio Bañón

A&O SHEARMAN: TOP ENERGY-TRANSITION ADVISORS



Vanessa Cuellas

Track record: A&O Shearman's energy team, known for its expertise in energy transition matters, has advised on major energy deals, including Repsol's sale to EIG, Iberdrola's wind farm sale to Masdar, Cepsa's sale to TotalEnergies, EDP Renováveis' offshore wind-farm financing, Bruc Energy's Holdco-level financing for wind and solar projects, and Bruc's agreement to supply renewable electricity to Pfizer's European plants.

Team & differentiation: Following the 2024 merger of Allen & Overy and Shearman & Sterling, the firm is now one of the largest global law firms, with nearly 4,000 lawyers and 800 partners in 48 offices across 29 countries. The Madrid office advises on the energy sector, including oil & gas, power, renewables (wind, solar, hydrogen, waste-to-energy), thermal and nuclear power, regulated network assets and water.

Key Figure(s):
Antonio Vázquez-Guillén,
Vanessa Cuellas, Ignacio
Hornedo, Iñigo del Val
and Charles Poole-Warren

Established: 1930

ADDLESHAW GODDARD: ENERGY ADVISORS TO BLUE-CHIP COMPANIES



Gonzalo Olivera

Track record: Highly regarded for its multidisciplinary expertise, the firm's energy team advises blue-chip companies on the full spectrum of energy matters. It holds the distinction of being the only Iberian firm to offer ongoing counsel to both EDP Group and Galp, two key players in the Iberian energy sector. Major clients include Banco Santander, Mapfre and the European Investment Bank.

Team & differentiation: Addleshaw Goddard launched its Madrid office in 2024, bringing on board all 13 partners from King & Wood Mallesons Spain in the process. The energy team is led by Gonzalo Olivera, a renowned expert in energy and infrastructure regulation with over 20 years' experience in the market. The firm has over 1,600 lawyers and nearly 400 partners across 20 offices worldwide.

Key Figure(s):
Gonzalo Olivera, Alberto
Artés, Elena Gonos
and Ignacio López

Established: 2024 (Madrid)

PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&O Shearman	Iñigo del Val, Ignacio Hornedo, Bosco de Checa
Clifford Chance	Javier Amantegui, Samir Azzouzi, Francisco Aldavero
Garrigues	José Manuel Martín, Víctor Manchado, José Luis Ortín, Esteban Arza Bombin
Latham & Watkins	Alejandro Ortiz, Ignacio Pallarés, José Antonio Sánchez-Dafos
Linklaters	Carmen Burgos, Esteban Arza Bombin, Víctor Manchado
Uria Menéndez	Christian Hoedl, Manuel Echenique, Francisco San Miguel
EXCELLENT	
Addleshaw Goddard	Germán Cabrera, Pablo Díaz, Carlos Pazos, Roberto Pomares, Isabel Rodríguez
Cuatrecasas	Alejandro Payá, Francisco J. Martínez Maroto, Javier Martí-Fluxa, Marco Antonio Sanz, Javier Villasante
Freshfields Bruckhaus Deringer	Armando Albarrán
Gómez-Acebo & Pombo	Pablo Fernández Cortijo, Alvaro Mateo Sixto, David González
Herbert Smith Freehills	Alberto Frasquet, Nicolás Martín, Marcos Fernández-Rico
Pérez-Llorca	Pablo González Mosqueira, Carmen Reyna, Francisco Iso, Javier Carvajal, Julio Lujambio, Javier Bau
HIGHLY RECOMMENDED	
Ashurst	Jorge Vázquez, Pedro Ester
Baker McKenzie	Luis Casals, Javier Menor, Maite Díez
DLA Piper	Enrique Chamorro, Joaquín Echánove, José María Gil-Robles
Hogan Lovells	Graciela Llana
Squire Patton Boggs	Teresa Zueco, Carlos Blanco, Rocío García, Pablo García Oliván
Watson Farley & Williams	Gonzalo Aranzabal, Ana Lorenzo Sobrado
RECOMMENDED	
Araoz & Rueda	Pedro A. Rueda
Dentons	Jesús Durán
Eversheds Sutherland	Sixto de la Calle
RCD	Ignasi Costas, David Villa

A&O SHEARMAN: LEADING NAME IN PRIVATE EQUITY DEALS



Iñigo del Val

Key Figure(s): Iñigo del Val, Ignacio Hornedo and Bosco de Checa
Established: 1930

Track record: A&O Shearman's private equity team, known for its M&A expertise combined with deep sectoral knowledge, has advised on key transactions such as Repsol's sale to EIG fund and Macquarie Capital's acquisition of DIGI Spain Telecom's FTTH network. The firm also guided EQT through its largest infrastructure investment in Spain to date, with the purchase of Proyectos Educativos Europa.

Team & differentiation: Following the 2024 merger of Allen & Overy and Shearman & Sterling, the firm is now one of the largest global law firms, with nearly 4,000 lawyers and 800 partners in 48 offices across 29 countries. The Madrid office features a leading private equity team, advising major clients in energy, infrastructure, technology, media, TMT, and real estate, handling buyouts, exits, portfolio restructurings and secondaries.



SPAIN

FUND FORMATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Addleshaw Goddard	Isabel Rodríguez
Alter Legal	Carlos de Cárdenas, Alejandra Font, Manuel García-Riestra
EXCELLENT	
Clifford Chance	Idefonso Alier, Javier Amantegui
Cuatrecasas	Jorge Canta, Miguel Sánchez Monjo, Paz Irazusta
PwC España	Ana Torres
HIGHLY RECOMMENDED	
Garrigues	Francisco Martínez Iglesias
Gómez-Acebo & Pombo	Eduardo Martínez-Matosas Ruiz de Alda, Alex Pujol
Linklaters	Victor Manchado
Pérez-Llorca	Pablo González Mosqueira, Julio Lujambio
RECOMMENDED	
Dentons	Jesús Durán
Lexcrea	Silvia Martínez Losas
RCD	Ignasi Costas, David Villa, Carlos Nogareda

PWC: KEY ADVISOR IN PRIVATE EQUITY MATTERS



Ana Torres

Key Figure(s): Ana Torres
Established: 1998

Track record: PwC has sound experience in fund formation, particularly private equity, real estate, debt, infrastructure, and distressed-asset closed-ended funds. It advises clients such as Suma Capital, Meridia Capital and Aurica Capital, on the structuring, incorporation and marketing of funds. It also assists GPs of fund-of-funds with their investments in national and international funds, in addition to providing key regulatory advice.

Team & differentiation: Led by Ana Torres, who boasts over 20 years' experience in fund formation and M&A deals, the practice stands out as one of the few involved in Spain to combine fund structuring and regulatory practices with active M&A and financing for funds. Clients also benefit from the services provided by PwC consultants specializing in ESG matters and by PwC's dedicated people & organization department.

ADDLESHAW GODDARD: ELITE FUND-FORMATION EXPERTISE



Isabel Rodríguez

Key Figure(s): Isabel Rodríguez
Established: 2024 (Madrid)

Track record: Addleshaw Goddard's Spain fund-formation team is well-known for its unique capabilities in fund due-diligence and secondary transactions throughout the private equity lifecycle, covering all the legal aspects of private equity matters. The team has structured more than 25 funds worth over €10 billion for clients including Alantra, Q-Energy, Qualitas, Miura Partners and Mutua Madrileña Group.

Team & differentiation: Addleshaw Goddard launched its Madrid office in 2024, bringing on board all 13 partners from King & Wood Mallesons Spain. Its Spanish fund formation team is led by Isabel Rodríguez, a renowned expert in the field, who manages more than 85% of the fund structuring work in the Spanish market. The firm has over 1,600 lawyers and nearly 400 partners across 20 offices worldwide.

ALTER LEGAL: UNRIVALED EXPERTISE IN ALTERNATIVE INVESTMENTS



Carlos de Cárdenas

Key Figure(s): Carlos de Cárdenas, Alejandra Font and Manuel García-Riestra
Established: 2009

Track record: Alter Legal has extensive experience in fund formation and alternative investments, such as fund-of-funds, private equity, real estate and venture capital. In the past year, the firm advised on over 85 fund investment transactions (primaries, co-investments, secondaries), working with top market players like AltamarCAM, Qualitas, Amchor, Bestinver, EIF, VidaCaixa and LangunAro.

Team & differentiation: Alter Legal has one of the largest and most experienced investment fund practices in Spain, and enjoys longstanding relationships with other specialist firms across Europe, the United States and Asia. Its team has more than 20 years' experience advising on fund formation, acting for investors in primary, secondary and co-investments including handling related tax and regulatory issues.

REAL ESTATE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Carlos Portocarrero de las Heras
Cuatrecasas	Sergio Agüera, Silvia Alcoverro, Joaquín Garaulet, Ramón Gil, Bernat Mullerat
Garrigues	Oscar de Santiago, Juan José Berdullas Pomares, Héctor Muñoz, Jorge García-Pellicer
Pérez-Llorca	Alejandro Osma, Fausto Romero-Miura, Gerard Serra, Jesús Varela, Luis Zurera
Uria Menéndez	Ignacio Albiñana, Diego Armero, Fernando Azofra, Juan Antonio Pérez Rivarés
EXCELLENT	
Ashurst	Ismael Fernández Antón
DLA Piper	Orson Alcocer, Ignacio Antón, José María Oliva
Gómez-Acebo & Pombo	Jaime Diaz de Bustamante, Enrique Isla
Hogan Lovells	Emilio Gómez Delgado
Latham & Watkins	Rafael Molina
HIGHLY RECOMMENDED	
Addleshaw Goddard	José Antonio Calleja
A&O Shearman	Santiago de Vicente
Baker McKenzie	Guillermo Rodrigo
Eversheds Sutherland	Rafael Arraez, Javier Ibáñez
Freshfields Bruckhaus Deringer	Fernando Soto
Jones Day	Javier Muñoz Méndez, Luis Jiménez-Díaz
Linklaters	Gabriel Cabello, Adolfo Guerrero
RCD	Adolf Rousaud, Iñigo Montesino-Espartero, Carlos Nogareda, Leire Elorza
Roca Junyent	Roger Pla, Xavier Serramalera, Silvia López, Esther Boix, José Manuel Alcolea Díez
Squire Patton Boggs	Ramón Castilla
RECOMMENDED	
Andersen	Ignacio Sáenz de Santa María, Eduardo González Yebra, Maite Hernández, César Morales Romero-Requejo
Araoz & Rueda	Jesús Conde
CMS Albiñana & Suárez de Lezo	Alvaro Otero
Dentons	Itxaso López, Roberto Tojo
EY Abogados	Iván Azinovic
Fieldfisher Jausas	Javier Galán, Victor Casarrubios
Lupicinio International Law Firm	Angel Lavin
Ramon Y Cajal Abogados	Miguel Ferre
Sánchez Butrón Abogados	Cayetano Sánchez Butrón
Watson Farley & Williams	Pablo San Gil
VALUABLE PRACTICE	
Cases & Lacabra	Marta González-Llera
Herbert Smith Freehills	Tomás Díaz Mielenhausen
López Ibor Abogados	Carlos Trénor Löwenstein
Monereo Meyer Abogados	Stefan Meyer
Ontier	Natalia Callejo
Osborne Clarke	Julian Matos
Simmons & Simmons	Alfonso Fernández-Puebla Muñiz
Zurbarán Abogados	Ricardo Astorga

SÁNCHEZ BUTRÓN: MULTIDISCIPLINARY APPROACH



Cayetano Sánchez Butrón

Key Figure(s):
Cayetano Sánchez Butrón
Established: 1995

Track record: Distinguished real-estate boutique with an impressive track record advising sector leaders like Intrum, Solvia, Sareb, Promontoria Coliseum – Cerberus, TM Real Estate and Engel & Völkers. Much valued for its extensive experience in real estate litigation, purchases, sales and swaps, construction and urbanization contracts, in addition to legal proceedings for construction defects.

Team & differentiation: Headquartered in Alicante, with an office in Madrid, Sánchez Butrón is a full-service firm known for its highly experienced team of reorganization lawyers. The firm takes a multidisciplinary approach, collaborating across various legal fields. It also acts on behalf of a diverse client base, including developers, builders, technicians, home buyers and homeowners' cooperatives.

SWEDEN

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CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Advokatfirman Vinge	Jonas Bergström, Jonas Johansson, Christina Kokko, Erik Sjöman, Johan Winnerblad
Gernandt & Danielsson	Mikael Borg, Mats Hugoson, Manfred Löfvenhaft, Fredrik Palm, Gustav Skogö Nyvang, Carl Westberg
Mannheimer Swartling	Adam Green, Jan Holmius, Patrik Marcelius, Tom Wehtje
Roschier	Jens Bengtsson, Pontus Enquist, Malin Leffler, Ola Sandersson
EXCELLENT	
Advokatfirman Cederquist	Carl-Johan Deuschl, Pontus Röckert, Martin Ulfson, Maja Wettergren
Hannes Snellman	Ola Åhman, Richard Åkerman, Mattias Friberg, Claes Kjellberg, Christoffer Saidac
Linklaters Sweden	Rasmus Kindlund, Charlotte Levin, Elisabet Lundgren
Setterwalls Advokatbyrå	Mattias Detterfelt, Ola Grahn, Anders Holmgren, Anders Söderlind
White & Case Sweden	Jan Jensen, Shoan Panahi, Johan Steen
HIGHLY RECOMMENDED	
Baker McKenzie	Anders Fast, Mattias Hedwall, Carl M. Svernlöv, Costin Mihailescu
Bird & Bird Sweden	Hans Svensson, Mårten Willamo
Cirio Law Firm	Annika Andersson, Peter Lilja, Anders Moberg
Delphi	David Averstén, Mats Dahlberg, Stefan Erhag, Michael Juhlin, Christoffer Mangelus
DLA Piper Sweden	Mathias Berggren, Peter Ihrfelt, Anders Malmström
Hammarstiöld	Magnus Bohman, Erik Fahlgren, Erik Löfwall, Carl-Johan Pousette
RECOMMENDED	
1 Advokatfirmaet Schjødt	Pontus Bergsten
Advokatfirman Lindahl	Johan Herrström, Svante Liljedahl, Henrik Nobel, Mattias Prage, Mårten Steen, Mats Tindberg
Kanter Advokatbyrå	Lennart Kanter, Björn Kristiansson, Per Ugge
MAQS Advokatbyrå	Lovisa Elardt, Dag Fredlund
Morris Law	Racine Ashjari, Carl Friberg, Olof Myhrman, Martin Prager
TM & Partners	Vaiva Eriksson, Per Granström, Jens Haneclint, Sten Hedbäck, Niclas Högström, Viktor Magnell, Peter Törngren
Wigge & Partners	Bo Adrianzon, Anders Morén, Henrik Wenckert, Michael Wigge
2 Advokatfirman Fylgia	Mattias Larsson, Åsa Thorell Hejdenberg
Ag Advokat	Johan Gadd, Johan Lindberg, Eric Ödling
CMS Wistrand	Per Dalemo, Jörgen Eklund, Lars Hasp, Robert Kullgren
Eversheds Sutherland	Jens André, Michael Hylander, Ulrika Sparrman
Magnusson	Anders Bäckman, Jonas Bergquist

SWITZERLAND

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INVESTMENT FUNDS

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Ardian	Felix Signorell
Equistone Partners Europe	David Zahnd
Partners Group	Kim Nguyen
EXCELLENT	
Apax Partners	Gabriele Cipparrone, Rohan Haldea
Avista Capital Partners	David Burgstahler, Thompson Dean
Bridgepoint	William Jackson
Capvis	Daniel Flaig, Rolf Friedli
Endeavour Vision	Bernard Vogel
HIGHLY RECOMMENDED	
Aravis	Jean-Philippe Tripet
Argos Wityu	Frank Hermann
Blue Orchard	Philipp Müller
BV Group	Patrick Schaer
CGS Management	Rolf Lanz, Andreas Emödi, Oliver Walker
Constellation	Rainer W. Fröhlich
Cross Equity	Michael Petersen, Markus Reich
CVC Capital Partners	Jean-Rémy Roussel
Da Vinci Capital	Oleg Jelezko
Edmond De Rothschild Private Equity	Johnny El Hachem
Invision Private Equity	Frank Beker
KKR	Christian Ollig
Montagu Private Equity	Frank Löhner
MTIP	Christoph Kausch
Palmer Capital	Russell Arnold, Roman Benvenuti
Patrimonium	Christoph Syz



INVESTMENT FUNDS

Best Venture Capital Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 HBM Healthcare Investments	Mario G. Giuliani
Lakestar	Klaus Hommels
Novartis Venture Fund	Anja König
Redalpine Venture Partners	Peter Niederhauser, Michael Sidler
Verve Ventures	Chris Gay-Crosier
2 Btov Partners	Florian Schweitzer
Pureos Bioventures	Klaus Breiner, Dominik Escher, Martin Münchbach
Roche Venture Fund	Carole Nuechterlein
Swisscom Ventures	Dominique Mégret
Versant	Alexander Mayweg
EXCELLENT	
Creathor Ventures	Gert Köhler
DAA Capital Partners	Bertrand Mueller
Emerald Technology Ventures	Gina Domanig
Fundament	Yves Böniger
Gentian	Gerhard Gerner, Elian Kool
HBM Partners	Andreas Wicki
Index Ventures	Neil Rimer
Mountain Partners	Cornelius Boersch
NeoMed	Claudio Nessi
Polytech Ecosystem Ventures	Guillaume Dubray
Swiss Founders Fund	Patrick Degen
Wingman	Pascal Mathis, Alex Stöckl, Lukas Weder
HIGHLY RECOMMENDED	
Blue Horizon Corporation	Bjoern Witte
Equity Pitcher Ventures	Jack Gasser, Metin Zerman
Momenta	Doug Harp
Mountain Partners	Felix Exner
Omega Funds	Francesco Draetta, Claudio Nessi, Otello Stampacchia
Seedstars	Charles Graham-Brown

M&A

Best Investment Banks

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Houlihan Lokey	Alexander Grünwald
J.P. Morgan	Reinout Boettcher
UBS Investment Bank	Martin Kesselring, Christine Novakovic
EXCELLENT	
KPMG	Tobias Valk
Lazard	Christian Kames
PwC	Marc Schmidli
Raffaissen	Heinz Huber
Rothschild & Co	Laurent Gagnebin
HIGHLY RECOMMENDED	
BofA Securities	Olof Engelbrekts
Citi	Marni McManus
Davy Corporate Finance	Ivan Murphy
EY	Bruno Patusi
Goldman Sachs	Dominique Wohnlich
Goodbody Corporate Finance	Sarah Bogossian
Lincoln International	Øyvind Bjordal
Morgan Stanley	Sebastian Römer
Société Générale	Anne Marion-Bouchacourt
Sycomore Corporate Finance	Olivier Barret

CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bär & Karrer	Martin Anderson, Raphael Annasohn, Dieter Dubs, Mariel Hoch, Ralph Malacrida, Christoph Neera-cher, Fabienne Perlini-Frehner, Elisabeth Rinderknecht, Philippe Seiler, Rolf Watter
Homburger	Hansjürg Appenzeller, Daniel Daeniker, Franck Gerhard, Dieter Gericke, Daniel Hasler, Daniel Häu-sermann, Claude Lambert, Andreas Müller, David Oser, Heinz Schärer
Lenz & Stachelin	Stephan Erni, Tino Gaberthüel, Jacques Iffland, Beat Kühni, David Ledermann, Andreas Rötheli, Matthias Wolf
Niederer Kraft Frey	Jacques Bonvin, Philipp Candreia, Andrea Giger, Philipp Haas, Peter R. Isler, Adrian Koller, Moritz Maurer, Patrik R. Peyer, Ulysses von Salis, Philippe A. Weber, Manuel Werder
Walder Wyss	Luc Defferrard, Florian Gunz Niedermann, Alexander Gutmans, Stefan Knobloch, Alexander Niki-tine, Urs P. Gnos, Markus Vischer, Robert von Rosen, Patrick W. Vogel, Ramona Wyss
EXCELLENT	
Baker McKenzie	Matthias Courvoisier, Alexander Fischer, Lukas Glanzmann
MLL Legal	Christophe Heiz, Alexander Vogel
Pestalozzi	Ludivine Boisard, Jakob Hoehn, Franz J. Kessler, Christoph Lang, Christian Leuenberger, Sébastien Roy, Franz Schubiger, Severin Roelli, Pascal Richard, Petra Hanselmann, Beat Schwarz, Christoph R. Ramstein, Robert Furter



SWITZERLAND

>	Schellenberg Wittmer	Josef Caleff, Tarek Houdrouge, Jean Jacques Ah Choon, Lorenzo Olgiati, Oliver Triebold, Christoph Vonlathen
	Vischer	Robert Bernet, Gian-Andrea Caprez, Maxime Chollet, Benedict Christ, Damien Conus, Jürg Luginbühl
	Wenger Plattner	Dieter Gränicher, Oliver Künzler, Tobias Meili, Marc Nater, Urs Reinwald, Fritz Rothenbühler
HIGHLY RECOMMENDED		
1	CMS von Erlach Partners	Stefan Brunnschweiler, Pascal Favre, Daniel Jenny, Jerome Levrat, Alain Raemy, Patrick Sommer, Stephan Werlen
	Kellerhals Carrard	Marco Balmelli, Beat Brechbühl, Jean-Luc Chenaux, Edgar Philippin, Ines Poeschel
	Wenger Vieli	Pascal Arnold, Beat Speck, Mark Walter, Christian Wenger, Wolfgang Zürcher
2	Advestra	Rashid Bahar, Beda Kaufmann, Daniel Raun, Thomas Reutter, Alexander von Jeinsen, Annette Weber
	Bratschi	Reto Arpagaus, Claudio Bazzi, Florian Jörg, Martin Moser, Simon Osterwalder, Thomas Peter, Marco Rizzi, Christian Stambach
	Id Est Avocats	Marina Castelli-Joos, Michel Jaccard
	Mangeat	Fabien Aepli, Joël Chevallaz
	Loyens & Loeff	Marco Toni
RECOMMENDED		
1	Altenburger	Massimo Calderan, Thierry Thormann
	Eversheds Sutherland	Oliver Beldi, Marc Nufer
	Gillioz Dorsaz & Associés	Damien Cand, Nicole Fragnière Meyer, Christian Valentini
	Jacquemoud Stanislas	Philippe Jacquemoud
	MME	Martin Eckert, Alex Enzler, Thomas Müller
	Thouvenin Rechtsanwälte	Markus Alder, Arlette Pfister
	Valfor	Hans-Peter Schwald
2	Barandun	Franco Taisch, Stefan Wiesli
	Bonnard Lawson	Marie Flegbo-Berney, Loïs Hainard
	Borel & Barbey	Nicolas Killen
	Chabrier Avocats	Manuel Bianchi della Porta
	FBT Avocats	Marco Villa
	GHR Rechtsanwälte	Marc Grüniger
	Kasser Schlosser	Mathieu Blanc
	Oberson Abels	Sébastien Bettchart, Stefan Eberhard, Philipp Fischer
	Prager Dreifuss	Guy Deillon, Daniel Hayek, Andreas Moll, Verena Morscher
	Staiger	Yasemin Varel, Andreas von Erlach

Analysis

LENZ & STAHELIN: POWERING SWISS CORPORATE TRANSACTIONS



Tino Gaberthüel

Key Figure(s):
Tino Gaberthüel
and Andreas Rötheli
Established: 1917

Track record: An ever-present in Switzerland's biggest corporate and PE deals, Lenz & Staehelin combines quick-thinking, innovation and deep insight. The firm acted in L Catterton's stake acquisition in AmaWaterways, and advised Midea Group in the €760 million purchase of the climate division of SIX-listed Arbonia. Furthermore, Lenz & Staehelin advised Amundi in the acquisition of Swiss-based independent asset manager, Alpha Associates.

Team & differentiation: Tino Gaberthüel in Zurich and Andreas Rötheli in Geneva and Lausanne co-head a robust team of 70 partners and associates. The firm excels at full-service provision, thanks to its deep expertise in the corporate realm. Its proficiency extends to ESG compliance, human rights, anti-bribery and risk management and is reflected in the firm's renewed dedication to environmental law issues.

BÄR & KARRER: INNOVATIVE M&A MASTERS



Mariel Hoch

Key Figure(s): Rolf Watter
and Mariel Hoch
Established: 1969

Track record: The corporate & M&A practice excels at complex multinational transactions. Recent successes include the DSM-Firmenich merger, Sandoz's spinoff from Novartis and the acquisition of a stake by L'Oréal in Galderma combined with a strategic partnership of the two companies. The M&A team is admired for the quality of its counsel to industrial, private equity and private investors, both at home and abroad.

Team & differentiation: With nine heads, 42 partners and 135 skilled associates, including dynamic young partners, 2024 has seen the arrival of fresh talent, fortifying the firm's offices in Zurich, Geneva, Lugano, Zug, Basel and St. Moritz. The firm's partners author numerous M&A publications, authoritative treatises, and lecture at academic institutions including the University of Zurich, St. Gallen and Geneva.

VISCHER: EMPOWERING STARTUPS



Damien Conus

Key Figure(s):
Jürg Luginbühl,
Gian-Andrea Caprez
and Damien Conus
Established: 2000

Track record: Vischer is a household name in the Swiss mid-market M&A and private equity landscapes. In recent years, the advisory of its experts has underpinned scores of big-ticket transactions and played a vital role in the Swiss start-up ecosystem. It advises a multitude of venture capital investors and corporates in pivotal financing rounds and exits, such as AMR Action Fund's investment in BioVersys AG.

Team & differentiation: The powerhouse trio of Jürg Luginbühl, Gian-Andrea Caprez and Damien Conus co-head a formidable team of 16 partners and 30 other lawyers. The firm is present in Switzerland's main economic hubs of Zurich, Basel and Geneva. It maintains strong ties with key industry stakeholders, especially in life sciences, ICT, energy, luxury, watches and e-mobility.

WALDER WYSS: FORGING M&A EXCELLENCE



Alex Nikitine

Key Figure(s): Alex Nikitine
Established: 1972

Track record: In the past five years Walder Wyss has been involved in over 330 successful deals, worth a total of \$60 billion, many in the past year alone. These deals were largely cross-border in nature. The firm has had a hand in the most prestigious M&A deals of recent years, from the merger of Credit Suisse and UBS to the fusion of Firmenich and DSM. It acts as lead-counsel for entities like TX Group and Migros.

Team & differentiation: Alex Nikitine spearheads a 22-partner, 55-lawyer corporate and M&A team across six offices. Zurich takes the lead on large M&A transactions, while Geneva handles financial industry affairs and Basel thrives in life sciences. Focusing on large-cap and mid-cap transactions, Walder Wyss is a pivotal player in Switzerland's \$4 billion VC funds market.

WENGER PLATTNER: ENVIABLE TRACK RECORD AND EXPERTISE



Oliver Künzler

Key Figure(s): Tobias Meili
and Oliver Künzler
Established: 1980

Track record: Wenger Plattner's M&A expertise shines through in Swiss Merger Act transactions. From SMEs to major corporations, the firm has orchestrated dozens of deals in the past year, with a strong emphasis on mid-cap transactions. It took the helm as lead counsel on the deal that saw Audi enter Formula 1 as a power-unit supplier to, and 75% owner of, Sauber.

Team & differentiation: Comprising five partners and 20 other lawyers, the team's dynamic blend of youth and experience serves clients in Zurich, Bern and Basel. The firm's corporate law prowess extends to multiple industries, and has seen it act in major transactions in the pharmaceutical, healthcare, chemical, IT (including Fintech), real estate, automotive, services and hospitality sectors.

NIEDERER KRAFT FREY (NKF): GLOBAL REACH AND SECTOR-SPECIFIC EXPERTISE



Jacques Bonvin

Key Figure(s):
Jacques Bonvin
Established: 1936

Track record: NKF manages all facets of private equity, venture capital and mid-to-mega M&A deals. Serving an international clientele, it also has a strong foothold in the Swiss multinational and life sciences sectors, catering to entire corporate lifecycles. With the opening of a Geneva office in 2023, the firm reinforced its presence in French-speaking Switzerland.

Team & differentiation: The Geneva office, led by Jacques Bonvin, has a team of 10 partners and 30 other lawyers. The practice emphasizes transactional work that encompasses an array of corporate and commercial legal matters. With extensive experience across diverse industries, the team demonstrates deep understanding of all phases of company life cycles, particularly in technology and life sciences.

UNITED KINGDOM

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LBOs

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Blackstone Group	Lionel Assant
Cinven	Stuart McAlpine
CVC Capital Partners	Rob Lucas
Permira	Kurt Björklund
EXCELLENT	
Clayton, Dubilier & Rice	Johannes Huth
EQT Partners	Sofia Ahuja
Inflexion Private Equity	Gideon Lowin, Diego Straziota, Mittu Sridhara, Peter Pfister
KKR	Flor Kassai
TDR Capital	Gary Lindsay, Tom Mitchell
TPG Capital	Karthic Jayaraman
HIGHLY RECOMMENDED	
Apax Partners	Andrew Sillitoe
Apollo Global Management	Robert Seminara
Bain Capital	Tim Anten, Nicholas Bendt, Laura Carr
Intermediate Capital Group (ICG)	Benoît Durteste
Nordic Capital	Christof Ratjen, Raj Shah
Silver Lake	Simon Patterson, Christian Lucas
The Carlyle Group	Michael Wand
RECOMMENDED	
Allianz Capital Partners	Simon Gergel
BC Partners	Matthew Evans, Mark Richards
Bridgepoint Group	Xavier Robert
Fortress	Robert Miles
Hg Capital	Nic Humphries
Vitruvian Partners	Amit Tiwari, Charles Hardwick, Christopher Chalk, Mike Risman

TMT

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bain Capital	Christophe Jacobs van Merlen, Luca Bassi, Giovanni Camera
EQT Partners	Bert Janssens
Hg Capital	Chris Kindt
KKR	Franziska Kayser
EXCELLENT	
BC Partners	Mark Richards
BDO	Ian McBane
BGF	Tim Rea
Bridgepoint Group	Michael Black, William Jackson
Carlyle Group	Cyril Bourdarot, Charles Villet, Alex Wagenberg
Cinven	Alex Lizcano
Foresight Group	James Livingston, Matthew Smith
Inflexion Private Equity	John Hartz, Simon Turner
Livingbridge	Wol Kolade
Permira	Kurt Björklund
Providence Equity Partners	Robert Sudo, Karim Tabet, Andrew Tisdale

RETAIL & CONSUMER GOODS

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
3i Group	Rupert Howard
Cinven	Stuart McAlpine
PAI Partners	Richard Howell
TDR Capital	Gary Lindsay, Tom Mitchell
EXCELLENT	
Advent International	Nicolas Chavanne
Apollo Global Management	Robert Seminara
Ardian	Mathieu Teyssier, Caroline Letellier, Arnaud Mercier
Bain Capital	Nigel Walder
Blackstone	Mathias Favetto
Inflexion Private Equity	James Stevens
LDC Private Equity	Yann Souillard
Permira	Kurt Björklund, Dipan Patel
TSG Consumer Partners	Colin Welch

INDUSTRIALS

Best Private Equity Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Blackstone	Saleh Panahi
Intermediate Capital Group (ICG)	Gareth Knight
The Carlyle Group	Michael Wand
Triton Partners	Peder Prahl
EXCELLENT	
3I Group	David Stephens
Advent International	Jan Janshen, Shonnel Malani
BC Partners	Stefano Ferraresi
Bridgepoint Group	Kyle Johnston
Cinven	Alex Lizcano
EQT Partners	Peter Henrik Balslev, Michiel Thiessen
Inflexion Private Equity	Nick Rosenberg
KKR	Claire Wellby
LDC Private Equity	Tom Jervis

**M&A: TMT****Best Investment Banks**

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Goldman Sachs	Kim Posnett
J.P. Morgan	Michael Batula, Nick Denman
Qatalyst Partners	Salvatore Arcarese
EXCELLENT	
1 Barclays	Alex Evans
Morgan Stanley	Dominique Cahu
2 Bank of America Merrill Lynch	Alexandre Gafsi
Ernst & Young	Will Fisher
Houlihan Lokey	Phil Adams
Raymond James Financial	Stuart Sparkes

M&A: HEALTHCARE & PHARMACEUTICALS**Best Investment Banks**

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Barclays	Jim Birchenough
Citigroup	Cyril Besseddik
Goldman Sachs	Anthony Gutman
J.P. Morgan	Henry Capper
Morgan Stanley	Obaid Mufti
EXCELLENT	
Bank of America Merrill Lynch	Simon Ives, Kieran Whitty
Centerview Partners	Andrew Rymer
Evercore	Chris Whittaker, Simon Elliott
Guggenheim	Nicholas Riddle, Ben Thorpe
Lazard	Michele Colocci, Eric Stewart
Rothschild & Co.	Dominic Hollamby
HIGHLY RECOMMENDED	
Houlihan Lokey	Rainer Hepberger
Jefferies	Ashwin Pai, Michael Jüngling
Piper Jaffray	Richard Singh

M&A: RETAIL & CONSUMER GOODS

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
BofA Securities	Pablo Bowen
Barclays	Matt Hammerstein
Citigroup	Susan Shakespeare
Crédit Suisse	Alexis Turcas
Goldman Sachs	Andre Kelleners
Jefferies	James Grzinic
EXCELLENT	
BNP Paribas	Anne Marie Verstraeten
Morgan Stanley	Nick Bishop
Rothschild & Co.	Toby Cohen
HIGHLY RECOMMENDED	
HSBC	Taylan Turan
Nomura Holdings	Michael MacKinnon

M&A: INDUSTRIALS

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Goldman Sachs	Eduard van Wyk
J.P. Morgan	Richard Crozier
EXCELLENT	
BofA Securities	Richard King
Citigroup	Enrico Prato
Lazard	Edward Earlam

**M&A: PRIVATE EQUITY****Best Investment Banks**

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
BofA Securities	Preveen Samarasinghe
Barclays	Tim Sherwood
Citigroup	Pedro Lami
Goldman Sachs	Harry Wilson, Christian Welling
J.P. Morgan	Mark Hempstead
EXCELLENT	
Deutsche Bank	Fabrizio Campelli
Jefferies	Philip Noblet
Morgan Stanley	David Miller
Rothschild & Co.	Seif Khoufi, Samuel Offer
HIGHLY RECOMMENDED	
Houlihan Lokey	Andy Lund
HSBC	James Cundy
KPMG	Naveen Sharma,
Lazard	Nadira Huda
Nomura Holdings	Konstantin R.
UBS Investment Bank	Marc Wursdorfer
RECOMMENDED	
Jamieson Corporate Finance	Tom Burton
Macquarie Group	Adam Joseph, Nick Patrick
RBC Capital Markets	Josh Critchley

M&A: LARGE-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Melissa Fogarty, Guy Norman, David Pudge, Nigel Wellings
Freshfields Bruckhaus Deringer	Julian Long, Piers Prichard Jones, Claire Wills
Linklaters	Simon Branigan, Richard Godden, Matthew Middleditch
Slaughter and May	Roland Turnhill, Jeffrey Twentyman
EXCELLENT	
1 A&O Shearman	David Broadley, Dominic Morris
Skadden, Arps, Slate, Meagher & Flom	Lorenzo Corte, Scott Hopkins
2 Herbert Smith Freehills	Gavin Davies, Stephen Wilkinson
Latham & Watkins	Robbie McLaren, Farah O'Brien
HIGHLY RECOMMENDED	
Ashurst	Karen Davies, Jason Radford
Macfarlanes	Howard Corney, Luke Powell
RECOMMENDED	
Baker McKenzie	Jannan Crozier, Jane Hobson
Cleary Gottlieb Steen & Hamilton	Tahir Sarkar
CMS	Charles Currier, Victoria Henry
Davis Polk & Wardwell	Will Pearce
Hogan Lovells	Sarah Shaw
Jones Day	Giles Elliott, Leon Ferera
Milbank	Lisa O'Neill, Mark Stamp
Norton Rose Fulbright	Raj Karia
Simpson Thacher & Bartlett	Adam Signy, Ben Spiers
Sullivan & Cromwell	Timothy Emmerson, Richard Pollack
Travers Smith	Spencer Summerfield
Weil, Gotshal & Manges	David Avery-Gee, Michael Francies
White & Case	Allan Taylor

**M&A: MID-CAP****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 DLA Piper	Jon Kenworthy, Robert Salter, Charles Severs
2 Addleshaw Goddard	Charles Penney, Yunus Seedat, Chris Taylor
Dentons	Stephen Levy, Neil Nicholson
Eversheds Sutherland	Richard Moulton
Macfarlanes	Howard Corney
Travers Smith	Andrew Gillen, Richard Spedding
EXCELLENT	
Bryan Cave Leighton Paisner	John Bennett, Benjamin Lee
Dechert	Christopher Field
Greenberg Traurig	Henrietta Walker
Jones Day	Giles Elliott, Leon Ferera, Vica Irani
Pinsent Masons	John Tyerman
Reed Smith	Delphine Currie
Taylor Wessing	Emma Danks, Andrew Edge, Angus Miln
HIGHLY RECOMMENDED	
Baker Botts	Derek Jones
Bird & Bird	Neil Blundell, Matthew Bonass
Goodwin	Graham Defries, David Evans
Mayer Brown	Richard Page
McDermott Will & Emery	Nicholas Azis
Mishcon de Reya	Kevin McCarthy
Osborne Clarke	Ray Berg, Tim Birt, Greg Leyshon, Simon Smith
Simmons & Simmons	Arthur Stewart
Squire Patton Boggs	Robert Bray, Tony Reed
Stephenson Harwood	Sam Gray
RECOMMENDED	
Cooley	Stephen Rosen
Covington & Burling	Paul Claydon
Fieldfisher	David Bowcock, Andy Lawton Smith, Neil Matthews
Gowling WLG	Gareth Baker
K&L Gates	Paul Tetlow
Morgan, Lewis & Bockius	Tim Corbett
Orrick, Herrington & Sutcliffe	Shawn Atkinson
RPC	Karen Hendy
Watson Farley & Williams	Chris Kilburn

LBOs: LARGE-CAP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Jonny Myers
Kirkland & Ellis	Matthew Elliott, David Higgins
Latham & Watkins	Kem Ihenacho, David Walker
EXCELLENT	
1 Weil, Gotshal & Manges	Marco Compagnoni, Michael Francies
2 Freshfields Bruckhaus Deringer	Charles Hayes, Victoria Sigeti, Tim Wilmot
Linklaters	Ben Rodham, Alex Woodward
Simpson Thacher & Bartlett	Clare Gaskell, Amy Mahon, Adam Signy, Ben Spiers
HIGHLY RECOMMENDED	
A&O Shearman	Peter Banks, Stephen Lloyd, Gordon Milne
Ropes & Gray	Myrto Gouti, Laura Kayani
Skadden, Arps, Slate, Meagher & Flom	Richard Youle
Travers Smith	Lucie Cawood, Edmund Reed
White & Case	Kenneth Barry, Michael Weir
RECOMMENDED	
1 Cleary Gottlieb Steen & Hamilton	Gabriele Antonazzo, Michael Preston
Dechert	Christopher Field
Goodwin Procter	Richard Lever
Macfarlanes	Alex Edmonson
Proskauer Rose	Steven Davis
Willkie Farr & Gallagher	Gavin Gordon
2 Baker McKenzie	David Allen
Debevoise & Plimpton	David Innes
DLA Piper	Tim Wright
Slaughter and May	Harry Bacon, Filippo de Falco, Jeffrey Twentyman

**LBOs: MID-CAP****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Macfarlanes	Stephen Drewitt, Alex Edmonson
EXCELLENT	
1 Addleshaw Goddard	Michael Hinchliffe, Yunus Seedat
Ashurst	David Carter
DLA Piper	Edward Griffiths, Tim Wright
Goodwin Procter	James Grimwood, Richard Lever, Ali Ramadan
Travers Smith	Edmund Reed
2 CMS	John Finnemore, Jason Zimmel
Hogan Lovells	John Connell, Ed Harris
Mayer Brown	James West
Pinsent Masons	Edward Stead
HIGHLY RECOMMENDED	
1 Baker McKenzie	David Allen
Dentons	Stephen Levy, Brian Moore, Nicholas Plant
Eversheds Sutherland	James Trevis
Jones Day	Patrick Stafford
Squire Patton Boggs	Paul Mann
Taylor Wessing	Emma Danks, Angus Miln, Howard Palmer
2 Akin Gump Strauss Hauer & Feld	Sebastian Rice
Cooley	Stephen Rosen
McDermott Will & Emery	Fatema Orjela
Morgan, Lewis & Bockius	Mark Geday
Norton Rose Fulbright	Sophie O'Connor, Bayo Odubeko
Osborne Clarke	Alisdair Livingstone, Robert Wood
Paul Hastings	Anu Balasubramanian
Stephenson Harwood	Jonathan Pittal
RECOMMENDED	
Bryan Cave Leighton Paisner	Carol Osborne
Charles Russell Speechlys	Andrew Clarke, David Coates, Adrian Mayer
Gowling WLG	Ian Piggin
Herbert Smith Freehills	David D'Souza, John Taylor
Mishcon de Reya	Nadim Meer
Proskauer Rose	Steven Davis
Reed Smith	Phillip Taylor
Watson Farley & Williams	Chris Kilburn

MERGER CONTROL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Nelson Jung, Alex Nourry
Freshfields Bruckhaus Deringer	James Aitken, Rod Carlton, Alex Potter, Alastair Chapman, Simon Priddis
Linklaters	Natura Gracia, Bruce Kilpatrick
Slaughter and May	Claire Jeffs, Bertrand Louveaux
EXCELLENT	
A&O Shearman	Philip Mansfield, Matthew Readings
Ashurst	Euan Burrows, Nigel Parr, Duncan Liddell
Herbert Smith Freehills	Stephen Wisking
HIGHLY RECOMMENDED	
1 Hogan Lovells	Christopher Hutton, Suyong Kim
Macfarlanes	Malcolm Walton, Tom Usher
Norton Rose Fulbright	Ian Giles
2 Addleshaw Goddard	Mark Molyneux
Baker McKenzie	Luis Gomez, Samantha Mobley
Cleary Gottlieb Steen & Hamilton	Maurits Dolmans, Nicholas Levy, Jackie Holland
Latham & Watkins	David Little, Jonathan Parker
RECOMMENDED	
1 Bryan Cave Leighton Paisner	Andrew Hockley
CMS	Brian Sher
Eversheds Sutherland	Ros Kellaway, James Lindop
Kirkland & Ellis	Alasdair Balfour
Pinsent Masons	Alan Davis
Travers Smith	Nigel Seay
2 Bristows	Sophie Lawrance
Dentons	Adrian Magnus
DLA Piper	Sarah Smith
Euclid Law	Oliver Bretz, Andrea Zulli
Reed Smith	Marjorie Holmes
Simmons & Simmons	Satyen Dhana
VALUABLE PRACTICE	
Covington & Burling	James Marshall, Johan Ysewyn
Gibson, Dunn & Crutcher	Ali Nikpay
Jones Day	Nicholas Cotter
Morgan, Lewis & Bockius	Frances Murphy
Sidley Austin	Ken Daly
White & Case	Marc Israel
Willkie Farr & Gallagher	Philipp Girardet



VENTURE CAPITAL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Goodwin	David Mardle, Sophie McGrath
Orrick, Herrington & Sutcliffe	Christopher Grew, Ylan Steiner
Taylor Wessing	Angus Miln, Howard Palmer
EXCELLENT	
Bird & Bird	Struan Penwarden
Osborne Clarke	Robert Wood
Shoosmiths	Alastair Peet
HIGHLY RECOMMENDED	
Brown Rudnick	Mark Dorff, Neil Foster
CMS	John Finnemore, Tony Waller
Cooley	Aaron Archer, Ryan Naftulin
Covington & Burling	Gregor Frizzell, James Gubbins
Marriott Harrison	David Strong
Mishcon de Reya	Charles Fletcher, Chris Keen
Withers	James Shaw
RECOMMENDED	
1 Ashfords	Chris Dyson, Rory Suggett
Dentons	Joseph Altendorff, David McGrory
Harbottle & Lewis	Tony Littner
Latham & Watkins	Shing Lo, Robbie McLaren, Mike Turner
Mills & Reeve	Zickie Lim
2 Browne Jacobson	Mike Jackson, Jon Snade
DLA Piper	Luca Gori, Jon Kenworthy
Gowling WLG	Ian Pigginn
Penningtons Manches Cooper	James Went
Sheridans	Nick Crabtree
Taylor Vinters	Charles Fletcher
Waterfront Solicitors	Matthew Cunningham
White & Black Legal	John Allen, Phil Riman



LEADERS LEAGUE

INTELLIGENCE REPORT & RANKINGS

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LITIGATION & ARBITRATION

AFRICA

TUNISIA

DR

BUSINESS LAW

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Adly Bellagha & Associés	Adly Bellagha
Firm Donia Hedda Ellouze	Donia Hedda Ellouze
Caid Essebsi & Ben Salem Law Firm	Fakher Ben Salem, Slah Eddine Caid Essebsi
Ferchiou & Associés	Noureddine Ferchiou
Meziou Knani & Khlif	Ghazi Meziou
EXCELLENT	
Boussayene Knani & Associates	Youssef Knani
Eversheds Sutherland El Heni	Fares Koussay El Heni
Gallala Law Firm	Zied Gallala
Global Lawyers North Africa In Partnership With Gide	Anis Jabnoun
Jurismed	Maya Bouregghda Chebeane
Kammoun & Kallel	Ahmed Kallel
HIGHLY RECOMMENDED	
Abdelly & Associates	Samir Abdelly
ATR - Avocats Tunisiens Réunis	Walid Ben Amor
Berjeb lawyers	Aslan Berjeb
Firm Ben Slama	Mehdi Ben Slama
Chafter Raouadi Law Firm	Elyes Chafter
Dentons Zaanouni Law Firm & Associates	Mohamed Zaanouni
El Ajeri Lawyers	Mohamed Lotfi El Ajeri
Juris Affaires	Sahbi Bouderbala, Slim Bouderbala, Taoufik Bouderbala, Faten Guemri
Kallel & Associates	Sami Kallel
Lamloum Law Firm	Malek Lamloum
Malouche Avocats & Associés	Slim Malouche
Younsi & Younsi	Yassine Younsi
RECOMMENDED	
Achour Law Firm	Abdelmonem Achour
Bargui Avocats	Ali Bargui, Malek Bargui, Mehdi Bargui
Beji Kassar Atallah	Safia Atallah, Khalil Beji
Ben Mahmoud	Mohamed Ben Mahmoud
Ben Salem Law Firm	Bessem Ben Salem
Bennani & Associés	Lamia Harguem
Firm Lakhoua	Ahmed Abbes Lakhoua
Dakhlaoui Avocats	Salah Dakhlaoui
Ghachem Legal Adviser	Bechir Ghachem
Labib Law Firm	Yacine Labib
Maghrebi Lawyers	Wathek Maghrebi
Malek Rejiba Tunisian Law Firm	Malek Rejiba

ASIA

CHINA

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INVESTMENTS & EXITS

Best Venture Capital Firms

Firms are ordered alphabetically

FIRM	SECTOR
5Y Capital	Enterprise Applications, Life Sciences and more
Axia8 Ventures	Blockchain and Crypto Industry
Bangsheng Capital	Technology, Media and Telecommunication
Chenshan Capital	Internet Industry and data
China Growth Capital	SaaS, fintech, online education, consumer internet, life science
DCM	Consumer, Enterprise, Healthcare, Fintech, Deep Tech
Fortune Capital	Information technology, Manufacturing, Energy Conservation, Environmental, Healthcare, Enterprise, cultural Media.
Gaocheng Capital	Enterprise Software and Technology-enabled services
Gaorong Capital	TMT, including AI and frontier technologies
GGV Capital	Internet, enterprise tech, smart tech
GSR Ventures	AI-enabled enterprise software, Consumer platforms and Healthcare technology
Hillhouse Capital Group	Technology, Consumer, Healthcare, and Financials services
IDG Capital Partners	TMT, new forms of consumption and services, consumer and entertainment, healthcare, clean energy
K2VC	Technology, new energy, advanced manufacturing, software
Legend Capital	Enterprise Software, financial Services
Lightspeed China Partners	Internet, mobile, services
Matrix Partners	Software, enterprise software, mobile, financial tech, e-commerce
MSA Capital	Biotechnology, Enterprise-facing core technology, and Consumer sectors
Northern Light Venture Capital	TMT, advanced technology, healthcare
Qiming Venture Partners	Consumer internet, internet technology, healthcare, cleantech
Sequoia Capital China	Fintech, healthcare, outsourcing, technology
Shenzhen Capital Group	Technology, media, biopharmaceuticals
Shunwei Capital	Telecommunications, digital media, video games, rural internet, financial technology
Sinovation Ventures	Internet, mobile computing, software, robotics, education sectors
Source Code Capital	Media, entertainment, consumer services, enterprise, finance, retail, housing, education, healthcare
ZhenFund	Internet, technology, education, artificial intelligence, healthcare

**CORPORATE / M&A****Best International Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Terence Foo, Kelly Gregory, Andrew Crook
Freshfields Bruckhaus Deringer	Alan Wang
Skadden, Arps, Slate, Meagher & Flom	Haiping Li, Paloma Wang, Jonathan Stone, Peter Huang, Yuting Wu
EXCELLENT	
1 BLF Law	Mathieu Bonnici, Bertrand Théaud
Kirkland & Ellis	David Patrick Eich, Gary Li, Peng Yu, Jesse Sheley
LEAF	Bruno Grangier
Linklaters	Matthew Middleditch, John Xu
Simpson Thacher & Bartlett	Celia Lam, Yang Wang, Ian Ho
2	
A&O Shearman	Victor Ho, Jack Wang
Baker McKenzie FenXun	Bee Chun Boo, Tracy Wut, Howard Wu
Paul Weiss Rifkind Wharton & Garrison	Greg Liu, Judie Ng Shortell
HIGHLY RECOMMENDED	
Cleary Gottlieb Steen & Hamilton	Denise Shiu
Davis Polk & Wardwell	Miranda So, Annie Yan
DLA Piper	Roy Chan, Qiang Li, Luke Gannon
Eversheds Sutherland	Charles Butcher, Jack Cai, Dickson Ng, Jay Ze
Herbert Smith Freehills	Nanda Lau, Matt Emsley, Jason Sung
Hogan Lovells	Jun Wei, Liang Xu
Latham & Watkins	Simon Cooke
Morrison Foerster	Maureen Ho, Paul McKenzie, Chuan Sun, Vivian Yiu, Thomas Chou
Norton Rose Fulbright	Sun Hong, Lynn Yang, Jerry Li, Tom Luckock
O'Melveny & Myers	Ke Geng, Walker Wallace
Orrick Herrington & Sutcliffe	Jie Jeffrey Sun, Jeffrey Sun, Jinsong Zhang

Paul Hastings	David Wang, Fang Pei, Jia Yan, Raymond Li
Sidley Austin	Zhengyu Tang
Slaughter and May	Lisa Chung
Weil, Gotshal & Manges	Charles Ching
White & Case	Vivian Tsoi, Alex Zhang
RECOMMENDED	
Ashurst	Michael Sheng
Bird & Bird	Shan Lai, John Shi
CMS	Ulrike Glueck
Dechert	Yang Wang
Gibson, Dunn & Crutcher	Fang Xue
K&L Gates	Simon Poh, David Tang
Mayer Brown	Hannah Ha
Morgan, Lewis & Bockius	Maurice Hoo, Ning Zhang
Pinsent Masons	Wei Liu
Reed Smith	Denise Jong, Eric Lin
Ropes & Gray	Oliver Nip

BLF LAW: CHINESE MARKET SPECIALISTS



Matthieu Bonnici

Key Figure(s):
Matthieu Bonnici
Established: 2019

Track record: BLF LAW China, a French firm with an experienced team of international lawyers, has expertise in matters pertaining to China's Greater Bay Area, which includes Hong Kong and Guangzhou. With over 20 bi-cultural professionals, the firm is renowned for its entrepreneurial approach, particularly in the context of China's evolving technological and economic landscape.

Team & differentiation: Led by Matthieu Bonnici, who has over 15 years of top international legal experience in the United States and United Kingdom to his name, BLF Law specializes in M&A, reorganizations, and corporate matters, notably in the tech sector. Bonnici mentors entrepreneurs and startups in the Chinese market, showcasing BLF's unique expertise.

LEAF: CROSS-CULTURAL TEAM OF M&A EXPERTS



Bruno Grangier

Key Figure(s):
Bruno Grangier
Established: 2012

Track record: With a strong Sino-European team located in China, Leaf's M&A practice advises in cross-border transactions, legal finance, and negotiations. The firm's lawyers include Chinese natives and international profiles. They have also been approved by the Ministry of Justice in China. Leaf's transaction team assisted GL Events in its capital injection.

Team & differentiation: With offices in Shanghai and Paris, Leaf was founded by Bruno Grangier, a French lawyer who's been based in China for two decades. He specializes in M&A transactions, both public and private, in the Chinese market. He mainly assists mid-cap businesses as well as international corporations through the provision of innovative solutions.



PRIVATE EQUITY

Best International Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Kirkland & Ellis	Gary Li, Jesse Sheley
2 Clifford Chance	Andrew Crook, Terence Foo
Morrison & Foerster	Marcia Ellis, Thomas Chou
Simpson Thacher & Bartlett	Ian Ho, Jin Hyuk Park, Jonathan Hwang, Erik Ping Wang
Weil, Gotshal & Manges	Charles Ching, Timothy Gardner
EXCELLENT	
Latham & Watkins	Simon Cooke
Linklaters	Betty Yap
Paul Hastings	David Wang, Fang Pei, Vivian Lam
Paul Weiss Rifkind Wharton & Garrison	Greg Liu, Judie Ng Shortell
Skadden, Arps, Slate, Meagher & Flom	Haiping Li, Jonathan Stone, Peter Huang, Yuting Wu
HIGHLY RECOMMENDED	
A&O Shearman	Wayne Lee, Jean Ye, Li Chen
Baker McKenzie FenXun	Derek Poon, Hong Zhang
Davis Polk	Miranda So
DLA Piper	Stewart Wang, Luke Gannon
Freshfields Bruckhaus Deringer	Simon Weller
Gibson, Dunn & Crutcher	Brian Schwarzwaldler
Goodwin Procter	Douglas Freema, Yash Rana
O'Melveny & Myers	Ke Geng, Walker Wallace
Orrick Herrington & Sutcliffe	Jie Jeffrey Sun, Jeff Zhang
Ropes & Gray	Arthur Mok, Oliver Nip
Sidley Austin	Raymond Oh, Constance Choy
White & Case	Daniel Yeh, Alex Zhang
RECOMMENDED	
Cleary Gottlieb Steen & Hamilton	Denise Shiu
Cooley	Patrick Loofbourrow, Christina Zhang
Hogan Lovells	Don Williams, Stephanie Tang
Mayer Brown	David Ellis, Ricky Yiu, Mark Uhrynuk
Morgan Lewis	Maurice Hoo
Proskauer Rose	Yuval Tal

MERGER CONTROL

Best International Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Yong Bai
Freshfields Bruckhaus Deringer	Ninette Dodoo, Alastair Mordaunt
Linklaters	Arthur Peng, Fay Zhou
EXCELLENT	
A&O Shearman	Vivian Cao
Baker McKenzie	Stephen Crosswell
Hogan Lovells	Adrian Emch
Jones Day	Peter Wang
HIGHLY RECOMMENDED	
1 Herbert Smith Freehills	Adelaide Luke
Skadden, Arps, Slate, Meagher & Flom	Andrew Foster
2	
CMS	Kevin Wang, Ulrike Glueck
Norton Rose Fulbright	Marc Waha
O'Melveny & Myers	Philip Monaghan
Slaughter and May	Natalie Yeung
RECOMMENDED	
Eversheds Sutherland	Jocelyn Chow
Gibson, Dunn & Crutcher	Sébastien Evrard
Gide	David Boitout, Jiannian Fan, Min Guo

INDIA

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M&A

Best Investment Banks & Consulting Firms

In each tier, the banks/firms are ordered alphabetically

BANK/FIRM	KEY FIGURE(S)
LEADING	
Axis Capital	Sumit Arora, Deepak Sharma
Goldman Sachs	Devarajan Nambakam, Sudarshan Ramakrishnan
ICICI Securities	Vijay Chandok, Ajay Saraf
J.P. Morgan	Ravi Shankar
EXCELLENT	
Aventus Capital	Gaurav Deepak
Bofa Securities India	Raj Balakrishnan
Edelweiss	Sanjay Waghani
HDFC Bank	Rakesh Singh
JM Financial	Nimesh Kampani
Kotak Investment Banking	S. Ramesh
Morgan Stanley	S. Sundareswaran
HIGHLY RECOMMENDED	
Ambit Corporate Finance	Ashok Wadhwa
FundTQ	Aanchal Malhotra
IDBI Capital	Rakesh Sharma
O3 Capital	Deepesh Garg
Spark Capital	Rama Rao
Veda Corporate Advisors	Sivaraj Sekhar, S Ganapathiraman, T S Abinandan

CORPORATE / M&A

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
AZB & Partners	Ajay Bahl, Zia Mody, Ashwath Rau
Cyril Amarchand Mangaldas	Reeba Chacko, Nivedita Rao, Cyril Shroff
Khaitan & Co.	Bharat Anand, Rabindra Jhunjhunwala, Haigreve Khaitan
Shardul Amarchand Mangaldas & Co.	Akshay Chudasama, Raghubir Menon, Shardul Shroff
Trilegal	Sridhar Gorthi, Yogesh Singh
EXCELLENT	
1 JSA	Vivek Chandy, Shivpriya Nanda
Luthra and Luthra Law Offices	Jay Parikh, Sudipta Routh
S&R Associates	Rajat Sethi
2 BTG Advaya	Xerxes Antia, Vikram Jeet Singh, Juhi Mehta, Ramesh Vaidyanathan
DSK Legal	Aparajit Bhattacharya, Anand Desai
IndusLaw	Suneeth Katarki, Srinivas Katta
TT&A	Feroz Dubash, Kunal Thakore
HIGHLY RECOMMENDED	
Bharucha & Partners	Alka Bharucha
Fox Mandal	Jeevanandham Rajagopal
Kochhar & Co.	Rohit Kochhar
Lexcounsel	Seema Jinghan, Dimpay Mohanty
Lumiere Law Partners	Kamal Sawhney, Nageshwar Rao
Phoenix Legal	Manjula Chawla, Abhishek Saxena
Samvad Partners	Vineetha MG
Saraf and Partners	Vaibhav Kakkar, Mohit Saraf
Spice Route Legal	Praveen Raju
Touchstone Partners	Karam Daulet-Singh
Vaish Associates	Bomi Daruwala
Veritas Legal	Abhijit Joshi
RECOMMENDED	
1 ALMT Legal	S. Arun, Aliff Fazelbhoy
Argus Partners	Krishnavi Dutt
Dentons Link Legal	Nusrat Hassan
Desai & Diwanji	Aneesh Gupte, Anoj Menon
Economic Laws Practice	Suhail Nathani
Hsa Advocates	Soumya Kanti De Mallik
K Law	Naina Krishna Murthy
Majmudar & Partners	Rukshad Davar, Akil Hirani
Nishith Desai Associates	Nishchal Joshipura
Singhania & Partners	Ravi Singhania
Tatva Legal	Dilip N.K.
Wadia Ghandy & Co.	Ashish Ahuja
2 Chadha & Co.	Namita Chadha, Rahul Chadha
Clasis Law	Vineet Aneja
Dhir & Dhir Associates	Alok Dhir, Guranpreet Singh Sarna
Dua Associates	Cr DUA, Manoj Menon
Jerome Merchant + Partners	Vishnu Jerome
Kanga & Company Advocates	Preeti Mehta
Obhan & Associates	Ashima Obhan
P&A Law Offices	Anand Pathak
Rajani Associates	Prem Rajani



PRIVATE EQUITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
AZB & Partners	Ajay Bahl, Zia Mody, Ashwath Rau
Cyril Amarchand Mangaldas	Ravindra Bandhakavi, Reeba Chacko, Cyril Shroff
Khaitan & Co.	Haigreve Khaitan, Siddharth Shah
Shardul Amarchand Mangaldas & Co.	Raghubir Menon
Trilegal	Yogesh Singh
EXCELLENT	
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JSA	Vikram Raghani
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Nishith Desai Associates	Nishchal Joshipura
Samvad Partners	Vineetha MG
Veritas Legal	Abhijit Joshi
2 ALMT Legal	Dhanya Menon, Statira Ranina
Bharucha & Partners	Vandana Pai
DSK Legal	Aparajit Bhattacharya
Economic Laws Practice	Sujjain Talwar
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Quillon Partners	Ankit Majmudar
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IC Universal Legal	Tejesh Chitlangi
Jerome Merchant + Partners	Vishnu Jerome, Sameer Sibal, Murtaza Somjee
Luthra and Luthra Law Offices	Deepak THM
Phoenix Legal	Abhishek Saxena
S&R Associates	Viral Mehta
Tatva Legal	Dilip N.K.
Vertices Partners	Vinayak Burman
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Khaitan & Co.	Manas Kumar Chaudhuri
Shardul Amarchand Mangaldas & Co.	Harman Sandhu, Pallavi Shroff, Shweta Shroff Chopra
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Economic Laws Practice	Ravisekhar Nair, Suhail Nathani
Kochhar & Co.	Chandrasekhar Tampi
Luthra and Luthra Law Offices	Gurdev Bhatia
Trilegal	Nisha Uberoi
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Dentons Link Legal	Atul Sharma
DSK Legal	Anand Desai
2 JSA	Vaibhav Choukse
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Baker McKenzie (Gaikokuho Joint Enterprise)	Hiroshi Kondo, Akifusa Takada
Davis Polk & Wardwell	Kenneth Lebrun
White & Case	Nels Hansen, Brian Strawn, Jun Usami
EXCELLENT	
1 Herbert Smith Freehills	Graeme Preston
2 Latham & Watkins Gaikokuho Joint Enterprise	Ivan Smallwood
Linklaters	Tracy Whiriskey
HIGHLY RECOMMENDED	
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DLA Piper Tokyo Partnership Gaikokuho Kyodo-jigyo Horitsu Jimusho	Masahiko Ishida, Lance J Miller
Freshfields Bruckhaus Deringer	Takeshi Nakao
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Orrick, Herrington & Sutcliffe	Hiroki Sugita
Ropes & Gray	Tsuyoshi Imai

Simpson Thacher & Bartlett	Ian Ho, Noritaka Kumamoto
Skadden, Arps, Slate, Meagher & Flom	Mitsuhiro Kamiya, Kenji Taneda
Squire Gaikokuho Kyodo Jigyo Horitsu Jimusho	Stephen Chelberg
RECOMMENDED	
Ashurst	Natsuko Ogawa
Jones Day	Chris Ahern
K&L Gates	Ryan Dwyer, Eric Sedlak
Mayer Brown	Rupert Burrows, Gordon Palmquist
Morgan, Lewis & Bockius	Motonori Araki
Norton Rose Fulbright	Sam Inohara
Paul Hastings Foreign Law Joint Enterprise	Toshiyuki Arai
Paul, Weiss, Rifkind, Wharton & Garrison	Kaye N Yoshino, Tong Yu

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White & Case	Toshio Dokei
EXCELLENT	
1 Morrison & Foerster	Rony Gerrits
2 Freshfields Bruckhaus Deringer	Kaori Yamada
Jones Day	Hiromitsu Miyakawa
HIGHLY RECOMMENDED	
Clifford Chance	Masafumi Shikakura
Herbert Smith Freehills	Kyriakos Fountoukakos, Adelaide Luke, Joel Rheuben
Shearman & Sterling	Masahisa Ikeda, Toshiro Mochizuki, Kana Morimura

EXPERT INSIGHTS 2024-'25

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“ Dismissing a manager in Germany is generally more straightforward than it is in France ”



Interview with
MARIANNE GRANGE
Avocate,
EPP RECHTSANWÄLTE AVOCATS

Managing foreign subsidiaries is inherently complex, especially when dealing with the diverse legal landscapes of countries like France and Germany. Marianne Grange and Anja Hergesell, legal experts at EPP Rechtsanwälte Avocats, explore the intricacies of managing governance structures post-acquisition, and offer practical advice for navigating the challenges that arise in these two jurisdictions.

LEADERS LEAGUE: Understanding the leadership structure of foreign subsidiaries seems to be a crucial post-deal step.

Marianne Grange: After acquiring a foreign subsidiary, the buyer must carefully consider how to manage the existing leadership structure, particularly if organizational restructuring is on the horizon.

German companies, when dealing with French subsidiaries, often encounter a unique situation: the management team of the French subsidiary might hold both a corporate mandate and an employment contract.

This dual arrangement stems from specific legal and social security norms in France, which can complicate the management process.

Why do French subsidiary managers hold both corporate and employment contracts?

MG: In France, it's common for the managing director (*gérant*) of a limited liability company (SARL) or the executive body (President or *Directeur Général*) of a simplified joint-stock company (SAS) to hold both a corporate mandate and an employment contract.

This dual role primarily serves to protect the individual, as French law allows these executives to be dismissed by shareholders at any time, without notice and without severance pay.

However, if they are solely corporate officers, they are not entitled to unemployment benefits post-dismissal. Unlike in Germany, French shareholders cannot issue binding instructions to a company manager, which further complicates the leadership dynamics.

Balancing independence and job security: How is this achieved in France?

MG: The dual role of a French executive, where they are independent in their corporate capacity but subordinate in their employment role, is a carefully constructed compromise.

Typically, this is managed by assigning a specific operational function – such as technical or sales director – in the employment contract, distinct from their corporate responsibilities. This operational role is subordinate to another superior one within the company.

If this division of roles is clearly established and the executive receives separate compensation for each role, French social security authorities are likely to recognize the dual status. If there is uncertainty about the legality of this arrangement, however, companies can seek an advance ruling from the social security authorities.

What happens when it's time to part ways?

MG: The dual role arrangement has significant implications in the event of termination. If a French subsidiary manager holding both a corporate mandate and an employment contract is dismissed, the standard labor laws governing employee termination apply. This includes following a formal process, and the potential financial claims can be considerable – ranging from compensation for unused vacation days to severance pay and possible damages. For this reason, some companies prefer that the French manager holds only a corporate mandate, with much less strict rules concerning dismissal and allowing for the terms of dismissal to be contractually defined.

However, any severance payment stipulated in the contract must be reasonable, as an



and
ANJA HERGESELL
Rechtsanwältin,
EPP RECHTSANWÄLTE AVOCATS

excessively high amount could be viewed as infringing on a shareholder's right to dismiss the executive at will.

Is there an alternative approach in SAS structures?

MG: The governance structure of a SAS offers more flexibility for German parent companies. For instance, the SAS allows the appointment of a legal entity, such as the German parent company itself, as the President. This setup enables the German parent company to maintain indirect control over the subsidiary while designating an on-site manager in France as *Directeur Général*. This dual structure provides continuous oversight and control, which can be advantageous for the parent company.

What are the differences in how Germany handles managerial contracts compared to how they are handled in France?

Anja Hergesell: In contrast to the French system, it is unusual in Germany for an executive to hold both an employment contract and a corporate mandate. German law typically employs a management contract, a special form of service contract that delineates the rights and responsibilities of the managing director. If the director was previously an employee, the contract must address how the old employment relationship is resolved, whether through termination or transition to the new role. Another critical difference is the handling

of post-contractual non-compete clauses. In Germany, the company cannot unilaterally waive them with immediate effect. The company must respect a reasonable notice period during which the executive is typically compensated for adhering to the non-compete restrictions.

What is the procedure for dismissing a manager in Germany?

AH: Dismissing a manager in Germany is generally more straightforward than in France. A manager can usually be removed at any time by shareholders issuing a resolution, without the need to provide a reason. Unless otherwise specified in the management contract, the dismissed manager is not entitled to compensation, even if there is no just cause for the dismissal.

What about the role of the Prokurist in Germany?

AH: The role of the German Prokurist does not have an equivalent in France. A Prokurist holds a power of attorney granted by a transactional act (Prokura) that allows him to perform any judicial and extrajudicial act related to business operations, with some exceptions such as changing the company name or signing the annual financial statements. This role offers significant authority but is distinct from the managing director's responsibilities, and thus constitutes another layer of management in German companies. ♦

"Unlike in France, German shareholders can issue binding instructions to a limited liability company (GmbH) manager"



“ Collaboration between France and Italy in the field of M&A, joint ventures and partnerships is set to grow ”



Interview with
GASPARE DORI
Partner, **CASTALDIPARTNERS**



and
ANNE-MANUELLE GAILLET
Partner, **CASTALDIPARTNERS**

Gaspare Dori and Anne-Manuelle Gaillet talk to Leaders League about Franco-Italian business interests, their predictions for the two markets as well as what makes CastaldiPartners stand out when it comes to guiding companies in both jurisdictions.

LEADERS LEAGUE: What services can CastaldiPartners’ clients benefit from and what are CastaldiPartners’ main strengths?

Gaspare Dori: We offer an extensive range of legal services tailored for businesses, covering both contentious and non-contentious matters, including M&A and corporate, dispute resolution, real estate, employment, IP, competition, regulatory and ESG-compliance. What truly sets CastaldiPartners apart from its competitors is its distinctive focus on cross-border transactions and matters, as well as its attention to the current transformation of the legal environment due to the impact of AI and the cultural shift towards ESG policies and requirements.

We are also recognized as one of the leading firms advising French and Italian companies on their matters across both countries. Eighteen of our lawyers are enrolled in both the Italian and French bars, further confirming the unique expertise we have demonstrated over CastaldiPartners’ 28-year history.

In your opinion, can Italy be a strategic market for French companies when it comes to internationalization?

Anne-Manuelle Gaillet: Italy is definitely a strategic M&A market for the internationalization of French companies for several key reasons, in the context of France’s gradual deindustrialization, the strong internationalization of Italy’s industry and the still high number of family-owned businesses in Italy that are in need of transition.

Firstly, deindustrialization in France in the 80s and 90s weakened certain manufacturing sectors, leading French companies to seek growth opportunities abroad. Italy, which maintains a strong

and competitive manufacturing base, particularly in industries such as luxury goods, automotive, precision mechanics and agri-food, is an attractive target, not least because it offers opportunities not exclusively limited to the Italian market. French companies should see investment in an Italian company as an opportunity to offset their loss of domestic industrial competitiveness by acquiring specific know-how and Italian production capabilities.

Secondly, Italy has an open economy where small and medium-sized enterprises (SMEs) play a crucial role in exports and often seek international partnerships to strengthen their global market position. Italy has managed to sustain a network of dynamic SMEs, often leaders in their niches, with a strong export orientation which makes having an Italian partner a springboard for exports; moreover, those SMEs are often family-owned and have successfully internationalized while becoming leaders in their sectors.

What do you think French companies that decide to invest in Italy should know?

GD: The most sensitive factor to be considered is cultural difference. Many Italian companies, especially in the manufacturing and food sectors, are family-owned SMEs. These businesses often prioritize preserving their legacy and may have different expectations and negotiation styles compared to French corporations. In addition, post-acquisition integration in Italy may be more gradual, with a focus on maintaining the acquired company’s existing management and operational structure. Regarding the mechanics of an M&A deal, a French purchaser must bear in

mind that, in Italy, a public notary is required for share transfers and for most corporate transactions such as mergers, de-mergers, contributions in kind and transfers of a business as a going concern. This could have an impact on timing, if not properly anticipated.

However, workers' council consultations are not undertaken in M&A deals other than asset deals and in any case with a strict calendar provided by law, which makes the process smoother.

Do you see Italian-French collaboration in business blossoming further?

A-MG: The future collaboration between France and Italy in the field of M&A, joint ventures, and partnerships is set to grow, especially under the framework of the Quirinal Treaty, which entered into force in 2023 and aims to strengthen bilateral ties across sectors and therefore to enhance political and economic cooperation.

I see key future trends in M&A activities, industrial partnerships, joint ventures in technology, infrastructure projects and support to SMEs and startups.

As far as M&A trends are concerned, this treaty is expected to reduce political and regulatory barriers, facilitating more cross-border M&A deals in sectors like energy, defense, automotive and luxury goods. Industrial partnerships should be encouraged. We already foresee strong cooperation in the defense and aerospace sectors with companies like Leonardo and Thales likely expanding joint projects in advanced technologies, such as drones and AI. The Stellantis merger highlights how France and Italy can integrate strengths, with more joint ventures expected in electric vehicle technology and mobility solutions. Additionally, the luxury sector could see further consolidation as brands seek global expansion.

There is also room for joint ventures in technology where the treaty promotes collaboration in science and innovation, encouraging joint ventures in AI, biotech and green technologies. We also see various major infrastructure projects involving bilateral coordination between the two countries, such as the Lyon-Turin high-speed rail line and conversely strong opportunities for collaborations between SMEs and startups especially in innovation sectors like fintech, cleantech or medtech. Venture

capital collaborations and start-up incubators will likely be key areas of growth. Of course, we hope that the governments of both countries will harmonize certain of their national regulations, in order to encourage more foreign direct investment and simplify cross-border deals. The cooperation between French and Italian industries is key to European growth, as they are very complementary, one to the other, and have the potential to create European champions able to face the challenges of a global market.

Comparing Italy to France, what significant differences have you seen in terms of industry sectors?

GD: The economic backgrounds of France and Italy are significantly different. France has a strong focus on technology, telecommunications, utilities and energy. These industry sectors are well-supported by both the banking system and the French government, which provides incentives, particularly for environmentally friendly projects. Luxury goods, fashion and the automotive sector have a renowned and established presence in both countries. In recent years, these sectors have demonstrated that French and Italian companies can successfully collaborate, as evidenced by partnerships like Luxottica-Essilor, Kering-Gucci and Stellantis. Italy's most prominent industry sectors are undoubtedly manufacturing and food. Unlike in France, however, most Italian companies operating in these markets are SMEs.

Another main difference is the role played in the two countries by PE and VC funds. France has a more mature and larger PE and VC market compared to Italy. This is reflected in the higher investment volumes and the broader range of sectors attracting investment in France. While both countries see significant levels of investment in technology, France has a stronger emphasis on tech startups and innovation-driven sectors. Italy, on the other hand, has a robust focus on traditional industries like manufacturing and food. PE-backed companies in both countries are performing well, but Italian PE-backed firms have slightly higher revenue growth rates. VC-backed startups in France tend to achieve higher valuations and more successful exits due to a more developed ecosystem. ♦

"France has a more mature and larger PE and VC market compared to Italy"

The Energy Sector in Spain: Challenges and opportunities in the current context

Gonzalo Olivera and Ignacio López Sol, partner and associate at Addleshaw Goddard, examine the main issues facing the energy sector in light of Spain's commitment to decarbonization, the proposed solutions to tackle them and the steps, such as development of green hydrogen and biomethane, that may be taken to achieve Spain's long-term energy and environmental goals.



GONZALO OLIVERA
Head of the Energy team



IGNACIO LÓPEZ SOL
Associate

ABOUT THE AUTHORS

Gonzalo Olivera is the head of the energy team at Addleshaw Goddard in Spain. A lawyer with more than 20 years' experience, Gonzalo is an expert in regulated sectors. Although his main areas of specialism are energy and infrastructure, he also advises on other regulated sectors such as water, environment and public contracts.

Ignacio López Sol is an associate in the energy team at Addleshaw Goddard in Spain. With broad experience in regulated sectors, Ignacio focuses on energy and infrastructure. He has advised on a number of high-profile energy transactions, covering sectors like telecoms, natural resources, public procurement and foreign direct investment.

Within the framework of the Paris Agreement of 2015 and the European Union's Green Deal, Spain has been and is currently implementing efforts to secure the total decarbonisation of its economy by 2050. As an interim step, the European Commission has established the goal of reducing net greenhouse gas emissions in the continent by at least 55% by 2030.

With these objectives in mind, Spain has recognised the need to transform its major economic sectors. Nonetheless, the energy sector is currently facing a number of challenges. Overcoming them will help to increase Spain's attractiveness as a recipient of international investment.

Current context

Stability and predictability are both factors crucial to the growth of the sector. But despite the Spanish government's efforts in this direction, the current context presents structural and concurrent challenges that have impacted certainty within the sector.

One such challenge is posed by geopolitical factors (including the downturn in the global economy and natural gas reserves during 2021 due to issues including Covid and the war in Ukraine).

Spain adopted several temporary measures as part of its efforts to mitigate this upturn in prices. In 2021, through Royal Decree-Law 17/2021, the wholesale market remuneration for electricity generation facilities using technology that does not emit greenhouse gases was reduced by an amount proportional to the greater income obtained by those facilities. The "Iberian exception" was subsequently implemented by means of Royal Decree-Law 10/2022. This temporary measure applied to Spain and Portugal. Following its introduction, electricity generators using natural gas were obliged to offer electricity at a fixed natural gas reference price.

"At the end of 2023, renewables accounted for over 50% of Spain's energy generation mix for the first time"

Additionally, decreasing dependence on Russian fossil fuels and market prices meant diversifying energy supply sources and routes to accelerate the development of renewable energy, improving energy

efficiency and the interconnection of gas and electricity networks. As a result, Spain managed to mitigate the impact of gas prices in the electricity market.

In this context, the promotion of renewable energy projects translated into (i) higher numbers of renewable energy producers in the market; (ii) higher volumes of energy sourced from renewable energy generation technology; but the atomisation of the market and low prices have led to the cannibalisation of players in the renewable energy production market, who are competing for lower returns.

Moreover, reduced energy demand (especially driven by the delocalisation of industrial activities from Spain) has exacerbated this phenomenon. Prices have reached new lows, particularly in the Spanish wholesale market. The same applies to the futures market, with prices diminishing due to the surge of renewables, the cannibalisation in the sector and lower demand.

These ups and downs in electricity prices have led to price volatility in the market, with investors seeking alternatives to gain stability in their investments – one of the reasons slowing down the decision-making process behind the financing of electricity generation facilities.

These factors should be analysed together

KEY POINTS

- Spain aims to achieve the total decarbonisation of its economy by 2050
- By the end of 2023, renewable energy made up over 50% of Spain's energy generation mix
- The Spanish energy sector faces challenges that impact stability and investment
- Spain introduced measures to address rising energy prices and instability
- The Spanish energy grid struggles to absorb the peak energy produced by renewable sources
- Energy storage technology and capacity auctions are being used to address market inefficiencies and grid congestion
- Green hydrogen and biomethane are key future energy sources that could contribute to Spain's decarbonisation goals

with another phenomenon: electricity generation facilities experiencing the curtailment of their production capacity in Spain because of the congestion in the electricity system. Nevertheless, and although the current landscape presents several challenges, for the market's players there are reasons for optimism.

Looking ahead

The challenges outlined above have been the catalyst for various attempts to try to tackle market and infrastructure inefficiencies. One example is energy storage technology. This provides the sector with several solutions to the aforementioned challenges: (i) energy storage technology has the potential to relieve the grid's congestion by storing excess energy and only injecting it into the grid once there is enough absorption capacity, which, in turn, relieves the curtailment of electricity generation facilities; and (ii) when functioning as energy producers (inputting stored energy into the grid), energy storage technologies will not be able to benefit from price speculation, as the energy they inject will have to conform to a schedule pre-approved by the Spanish National Markets and Competition Commission (once that schedule has been definitively approved). This would ease the cannibalisation that the market is currently experiencing. In this regard, Spain is currently working to further the development of energy storage technology. Therefore, there are grounds for optimism regarding the sector-correcting potential of storage technology. Capacity auctions represent another measure that would alleviate the electricity system's

congestion. Whilst Red Eléctrica de España clearly needs to upgrade its infrastructure to accommodate the energy produced by existing and new renewable energy generation facilities, capacity auctions have the potential to be an effective instrument in terms of correcting the grid's capacity inefficiencies. Continuing with the possible solutions to current challenges, it is worth mentioning power purchase agreements (PPAs) and their role in the sector. PPAs have become key to sector price stability and the financing of renewable energy projects. They represent a private-sector adjustment to the current context by creating certainty in an unstable market through private contractual initiatives.

In a context of unpredictable and volatile prices, PPAs secure a fixed long-term return for producers, making them an appealing instrument for investors, financiers, developers and consumers (the latter also motivated by PPAs' greenness and its capacity to help them reach their ESG goals). Consequently, there are reasons for optimism regarding the presence of PPAs in the sector. All the above, together with the need: (i) to continue analysing a potential reform of the marginalist market at European level; and (ii) for a clear commitment from the Spanish government to implement appropriate industrialisation policies, like the promotion of data centres (high-intensity consumers) in Spain, thereby boosting energy demand, would help to stabilise the sector and improve its attractiveness by increasing demand, prices, and, thus, profitability for investors and producers.

Lastly, some other promising upcoming alternatives could prove key to achieving the total decarbonisation of the economy in Spain by 2050. Green hydrogen is one such alternative, as it positions itself as one of the main instruments capable of guiding Spain towards this target, as it is a clean, renewable and storable energy source (although this technology needs further development). Another promising source of energy is biomethane – easy to use, store and transport, equivalent efficiency and energetic power to natural gas, renewable, and less polluting than natural gas. Prior to its upgrading into biomethane, biogas also offers several advantages over traditional energy sources because of its versatility of use, the ability to use excess production as fertiliser and its low-polluting nature.

All in all, the energy sector in Spain requires incentives to maintain the level of investment in clean technology, increase their attractiveness and secure a general improvement in the grid's efficiency, at the same time as boosting energy demand. PPAs, storage technologies and grid efficiency measures will play a crucial role in the future of the sector, and energy sources like green hydrogen, biomethane and biogas must be further developed to exploit their full potential. ♦

¹ On 26 July 2024, the Spanish National Markets and Competition Commission published its proposal setting out the operational standards for storage facilities for the determination of distribution grid access capacity. This proposal included the intervals for which storage facilities connected to distribution grids may function either as generators or consumers. The proposal's public information phase finished on 9 September 2024 and it is currently pending definitive approval.

Fundraising and Investment Strategies: Key trends for 2024-2025

As Spain's private equity market continues to grow robustly, Isabel Rodríguez and María de Orueta examine the key PE trends for late 2024 and early 2025, including vintage funds, reinvestments, deal-structure customization and public-sector programs. They also discuss the rising interest in renewables, infrastructure funds, GP-led transactions and continuation vehicles.



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ABOUT THE AUTHORS

Isabel Rodríguez is the head of the investment funds team at Addleshaw Goddard's Madrid office. She is vice-president of the legal and regulatory committee of Invest Europe, member of the board of directors of the Private Equity and Venture Capital Institute and the secretary of the board of directors of the International Women's Forum Spain.

María de Orueta is a counsel in the funds team at Addleshaw Goddard in Madrid. She advises on the structuring and establishment of domestic and international investment funds (private equity, venture capital, infrastructure, debt funds, funds of funds), the creation of investment management companies and secondary transactions.

Despite the challenging macroeconomic conditions that continue to affect European markets, including still-high inflation, and considering that the number and volume of private equity investments fell by more than 34% in 2023, compared to 2022, the private equity sector remains very attractive.

There are a significant number of new projects for the authorization and incorporation of regulated managers willing to enter the private equity business and the creation of innovative projects, mainly focused on sustainable or impact investments. The recent increase in interest from private banks and family offices in this type of asset in Spain, as well as the various public investment incentive programs that exist, have served as motivation for the launch of many of these new projects. Furthermore, a number of well-established managers who would otherwise have started marketing their vintage funds last year, but who decided to remain cautious and patient as they saw their competitors in this field experiencing great difficulties (with longer closing times and fundraising significantly lower than expected), have viewed 2024 as an interesting year to launch such funds, and are

also exploring new fund strategies, such as secondary transactions and single asset opportunity funds.

Consolidating the existing investor base

Given the general reduction in capital allocations that certain investors have faced in recent years, many have chosen to maintain existing sector allocations by reinvesting in successor funds to those in which they have previously invested and which have a satisfactory track record, favorable past performance and deal and operating teams that they are familiar with.

“Spain remains well positioned and competitive, with its private funds market showing strong signs of growth”

By offering these investors the opportunity to participate in first closings, with corresponding management fee or carried interest discounts and other favorable investment terms (such as priority over co-investment opportunities), management companies have been able to build on existing investor relationships.

Targeting a new network

In order to mitigate the lack of investment from certain recurring investors (who in some cases may not be able to reinvest in a successor fund, or may have to reduce their allocation due to a reduction in asset sales by the private equity funds in which they invest, ultimately resulting in these investors receiving fewer distributions), managers are exploring various alternatives to complement their existing investor base. The following solutions are also often chosen by first-time managers with no proven track record or existing investor base.

The use of global placement agents and investor consultants is becoming increasingly important, particularly for accessing international institutional investors, pension plans and family offices (such as in those jurisdictions where a regulated agent is required to handle such marketing activities). In this respect, US pension and other institutional funds and Middle Eastern and Asian sovereign wealth funds are showing great interest in finding investment opportunities in Europe – and that includes Spain. On the other hand, within the local market, Spanish managers are offering investors the use of deal structures tailored to

KEY POINTS

- There is increasing interest in launching new projects related to sustainable and impact investment
- Many investors are reinvesting in successor funds they have previously invested in
- Spanish managers are offering tailored deal structures to attract new investors
- European and Spanish markets benefit from public programs that help managers and enhance investor bases
- There has been an increase in interest in GP-led secondary transactions and continuation vehicles
- Interest in energy and infrastructure funds has increased recently due to European sustainability regulations

specific investor needs in order to attract new investors, most notably from high-net-worth individuals, family offices, and financial institutions' managed accounts and aggregator vehicles, whose interest in investing in private equity has grown significantly in recent years.

The European market, and Spain in particular, benefits from access to a wide range of public programs that are being availed of by managers seeking to secure substantial commitments and enhance their private investor base. In addition to European programs, public bodies in Spain such as the Official Credit Institute (ICO) of the Ministry of Economy have been (and continue to be) key players since the arrival of private capital in Spain, allowing numerous management companies to take their first steps and, once established, consolidate their business.

New investment strategies

There has been a significant increase in interest in GP-led secondary transactions and continuation vehicles, driven by the desire to maximize value from nominated portfolio companies, which typically require a longer holding period and additional capital commitment for certain assets.

Such interest is typically shared between investment managers and multiple investors seeking exposure to high quality existing portfolios and investments. It is also common for some investors to focus on pursuing co-investment opportunities to increase their exposure to higher quality assets, while often benefiting from reduced

fees and carried-interest arrangements.

In addition, some investors have shown significant interest in other deal-specific arrangements, such as single-asset opportunity funds, which allow for greater investor influence and control over investment policy. Although potentially offering less financial upside for managers, these mandates can provide additional revenue streams and help develop relationships with investors during periods of fundraising for a flagship strategy where existing funds have not yet been fully deployed or there has been a significant divestment, or when considering the launch of a new investment strategy.

“Established managers have viewed 2024 as an opportune year to launch vintage funds”

At the same time, faced with a higher-interest-rate environment and tighter bank-lending conditions for companies, credit fund strategies have continued to grow in popularity in 2024, and credit and direct lending funds in Europe are seeing great interest from investors seeking reliable returns. This growth is accompanied by the introduction and development of European long-term investment funds (ELTIFs), which aim to finance the real economy by channeling non-bank capital into long-term infrastructure projects and the financing of

small and medium-sized enterprises.

On the other hand, the sectors of greatest interest in Spain are mainly those related to impact and sustainable investments, which promote and integrate environmental and/or social characteristics. Similarly, in 2023 and 2024 there has been a notable increase in interest in the energy and infrastructure funds market, particularly funds focused on renewable energy. This trend is generally due to the development of European sustainability regulations, which have encouraged both national and international managers and investors to implement new practices and investment strategies.

Looking ahead

For late 2024 and early 2025, assuming there is an increase in the number of deals, which could lead to additional investor demand for new capital, the picture will not change significantly. Managers will focus on adapting to the challenging fundraising environment by strengthening their relationships with existing investors, but also by exploring new investor bases (hiring placement agents to market internationally or engaging private banking distributors) and offering more customized and deal-specific opportunities.

With its private-funds market showing strong signs of growth and the potential to attract more capital, including international capital, Spain remains well positioned and competitive overall, offering value-opportunities in a wide range of reputable sectors and across a variety of strategies. ♦

Spain represents a secure and highly sophisticated jurisdiction for energy investments



Interview with
VANESSA CUELLAS
Partner, **A&O SHEARMAN**

"The combination of natural resources and supportive policies has solidified Spain's position as a leader in the renewable energy"

A&O Shearman partner Vanessa Cuellas highlights the key elements that make Spain an attractive and secure jurisdiction for long-term energy investments. She emphasizes that Spain's geographical position, strategic location, and robust legislative and political frameworks have collectively created a stable, predictable and investor-friendly environment, positioning the country as a leading destination for sustainable energy development and investment opportunities.

LEADERS LEAGUE: What is your perspective on Spain efforts to become Europe's energy hub?

Vanessa Cuellas: Spain is unequivocally positioned as a pivotal energy hub for Europe. Our extensive experience in photovoltaic (PV) and wind energy places us among the frontrunners within the European Union. We possess the necessary capacity, advantageous geographical conditions, regulatory and political support, and significant investor interest to further enhance our capabilities, particularly in the burgeoning hydrogen sector. Spain's strategic location, coupled with its existing infrastructure, make it an ideal candidate to lead Europe's transition to renewable energy sources.

What makes Spain a leader in green energy and renewables?

Several key factors contribute to Spain's leadership in green energy and renewables. The most obvious is our abundant resources which provide a natural competitive edge for solar and wind energy production. Furthermore, regulatory and political support have been instrumental in nurturing the growth of the renewable-energy sector. The commitment to sustainable energy policies has created a stable environment for investment and innovation in green technology. The combination of natural resources and supportive policies has solidified Spain's position as a leader in the renewable energy landscape.

How have recent regulatory changes, such as Spain's energy transition laws, impacted businesses and investors in the energy sector?

Despite some historical regulatory challenges, the current legal framework offers a high degree of legal certainty, which is now firmly established. This stability has been advantageous for businesses and investors, as it mitigates risks and fosters a more predictable investment climate. The energy transition regulations have reinforced Spain's dedication to renewable energy, thereby further entrenching its leadership in the sector. This regulatory stability has been pivotal in attracting and retaining investment in the Spanish energy market.

What advice would you give to companies looking to invest in or expand within the Spanish energy sector?

Spain represents a secure and highly sophisticated jurisdiction for energy investments. Companies should adopt a long-term perspective when entering the Spanish market. It is also crucial to engage the best advisors to navigate the regulatory landscape and optimize the potential of their investments. By leveraging Spain's robust legal framework and abundant renewable resources, companies can achieve substantial growth and contribute meaningfully to the country's energy transition objectives. This strategic approach will enable companies to capitalize on Spain's favourable conditions and drive forward their energy initiatives. ♦

There has been a significant increase in Italian investment in Spain



Interview with
MERITXELL ROCA ORTEGA
Partner, PAVIA E ANSALDO

"Italian companies are increasingly viewing Spain as a prime destination for strategic expansion"

Meritxell Roca Ortega explains the motivation behind the firm's expansion to Spain, discusses the notable increase in Italian investment in Spain and highlights why Spanish companies are increasingly viewing Italy as a prime destination for their international growth.

LEADERS LEAGUE: What was the driving force behind the firm's decision to further expand in Spain by adding a Madrid office?

Meritxell Roca Ortega: Pavia e Ansaldo's decision to expand into Spain by opening a Madrid office in 2023 is a direct extension of our long-standing international strategy. Since its inception, the firm has been guided by a philosophy that emphasizes expanding into regions where it can leverage local expertise through licensed attorneys. This approach has consistently driven the firm's organic growth and strategic decisions.

Since Meritxell Roca joined the firm in 1996, Pavia e Ansaldo has developed deep expertise in cross-border transactions between Spain and Italy. Our involvement in numerous high-profile operations over the past 25 years has solidified our reputation in the Spanish market, further enhanced by our office in Barcelona, which opened in 2016.

The decision to open a Madrid office aligns with the firm's broader strategy to reinforce our commitment to the region's expanding business opportunities. With a strong presence in both Barcelona and Madrid, Pavia e Ansaldo stands out as the only major Italian firm with a substantial presence in Spain. This strategic move not only strengthens our ability to support various industries – ranging from pharmaceuticals and manufacturing to agriculture and pet accessories – but also reinforces our commitment to the region's growing business opportunities.

Do you see an increase of Italian investment in Spain?

Indeed, there has been a significant increase in Italian investment in Spain, fuelled by the robust economic ties between the two countries and Spain's attractive business environment. Italian companies are increasingly viewing Spain as a prime destination for strategic expansion, particularly in high-growth sectors such as infrastructure, renewable energy, fashion and technology. This trend is bolstered by the presence of well-established Italian businesses, which play a crucial role in fostering further in-

vestment and creating a cycle of growth and opportunity for both Italian and Spanish companies. Our recent track-record reflects this dynamic: in the past twelve months, we successfully facilitated Threestones Capital's nursing home transaction with DomusVi, guided Saica Group through two strategic acquisitions, and managed Unobravo's expansion of online therapy services into Spain. Additionally, we helped TuLotero secure an Italian license in the gaming sector. These transactions reflect a broader trend where international investors, particularly from Italy, are entering the Spanish market through acquisitions of local companies. The increased demand for our services highlights the growing interest in Spain among private equity firms and large family-owned industrial businesses from Italy and other European countries.

Are Spanish companies looking towards Italy for their international expansion?

Yes, Spanish companies are increasingly targeting Italy as a destination for their international expansion. Italy's large and dynamic economy, cultural similarity with Spain, not to mention the strong trade connections between the countries, make it an attractive market for Spanish businesses. Key sectors driving this interest include fashion, food and beverage, infrastructure and renewable energy.

The presence of Spanish companies already successfully operating in Italy serves as an encouraging precedent for others considering entering the Italian market. This trend is further supported by Pavia e Ansaldo's extensive experience working with clients from both Spain and Italy. Our firm's expertise in navigating cross-border transactions and understanding market dynamics enables us to provide tailored guidance to Spanish companies pursuing opportunities in Italy. This expertise in navigating cross-border transactions and understanding market conditions helps strengthen bilateral investments and supports the ongoing growth of business relations between Spain and Italy. ♦

**TOP ADVISORS
DIRECTORY
2024-'25**

PRIVATE EQUITY FIRMS

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Alto Partners SGR	+39 02 720 95041	272
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FRANCE

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LAW FIRMS

ARGENTINE

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White & Case	+32 2 239 26 20	279
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Luther	+352 227 4841	343
Strelia	+352 2088 2310	344
White & Case	+352 2648 0080	345
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Compliance Laboral	+51 1 940 148 577	363
Cornejo Santivañez Laboralistas	+51 1 702 9378	364
CPB Abogados	+51 1 205 3030	365
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Estudio Muñiz	+51 1 611 7000	367
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Confianz	+34 94 425 5750	379
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PWC	+34 91 568 4400	381
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Lenz & Staehelin.....	+41 58 450 70 00	386
Niederer Kraft Frey	+41 58 800 80 00	387
Vischer.....	+41 58 211 35 00	388

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AUDIT & ADVISORY FIRMS**BRAZIL**

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QUANTUM.....	+51 1 442 0372	394
RSS consulting Group	+51 764 9251.....	395
TGS SARRIO & ASOCIADOS.....	+51 1 615 6868	396
VAG Global.....	+51 1 436 4612	397

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TPC Group.....	+51 1 627 9787	399
TP Consulting.....	+51 1 480 0170	400

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Raffaele de Courten

POSITIONING

Alto Partners SGR is an independent Italian private equity GP with over 24 years of history.

The firm is investing Alto Capital V which raised €300m.

The fund focuses on making investments in the Italian mid-market (both buyout and expansion) with the following key metrics:

- Enterprise value: €50-100m
- Revenues: €40-100m
- EBITDA: €10-15m
- Equity check: €20-40m.

The investment strategy is oriented towards defensible, growing and cash-generative companies in the northern regions of the country (Lombardy, Veneto, Emilia Romagna, Piedmont).

Alto Partners acts as a lead investor with an industrial approach. Fund returns are typically driven by sales and EBITDA growth. Alto Capital V will offer co-investment opportunities.

The firm has adopted a structured ESG policy and will not invest in non-ethical businesses, in line with its current approach.

The Team features a total of more than 200 years of cumulative private equity experience.

SECTORS

- Precision mechanics & electromechanics
- Chemicals & Pharmaceuticals
- Food
- Design, Luxury & Clothing
- Services & specialized distribution

OFFICES

- Milano
- Bologna

MEMBER OF



Signatory of:



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Pablo D'Agliano



Jorge Ballerino



Patricio Vallejo



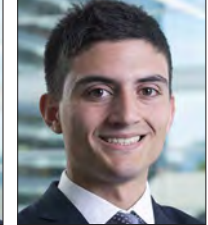
Daniel Aninat



Felipe Schmidt



Tomás Olmedo



Juan José Russo

POSITIONING

Providence Capital is an independent Corporate Finance and M&A Advisory firm, which combines a unique set of experience acquired in leading international and local investment and corporate banks, as well as other financial institutions, adding:

- More than US\$ 15.0 billion in successfully closed investment banking transactions
- More than 55 M&A completed complex transactions
- More than 50 Debt structuring and restructuring transactions
- Over 80 corporate valuations including complex fairness opinions (including Peritajes), M&A related valuations, and other purpose-based valuations (IFRS, investment funds, other)
- Local and cross-border transactions involving local and international financial and strategic investors
- Deep understanding of a wide range of key industries in Chile, including energy, infrastructure, industrial, food, agribusiness, real estate, retail, technological, and business and financial services, among other.
- Broad local and international network with financial and strategic investors.
- Global alliance providing direct access to global markets, including business partners in Brazil, Colombia, the US, France, Germany, Italy, the Nordics, the Netherlands, China, Japan, and India.
- Direct business experience in Chile, Peru, Colombia, Argentina, Ecuador, Uruguay and Bolivia.

Providence Capital renders personalized best-in-class advise to both corporate clients and shareholders, providing the following advisory services:

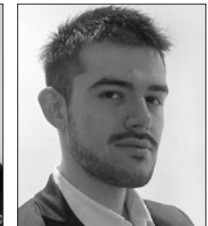
- Sell-side M&As: involving total or partial sale of companies or assets, including the addition of financial and/or strategic partners
- Buy-side M&As: involving total or partial acquisition of companies or assets
- Mergers, Joint Ventures, Strategic Alliances
- Debt structurings, including complex Project Finance transactions
- Financial restructurings, including renegotiation of complex local and international debt structures
- Capital raisings: new DEBT and/or EQUITY raising in the private and/ or public markets
- Valuations: valuation of companies, business lines or assets, based on complex state-of-the-art valuation methodologies

BUSINESS

- Corporate Finance Advisory
- M&A Advisory
- Debt Advisory
- Joint Ventures
- Capital Raising: Debt & Equity, Financial Restructurings y Valuation Reports & Fairness Opinions
- Valuations / Peritajes



Micaela Zamora



Juan Manuel Sosa

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Damien Gros



Arnaud Lambert



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Frédéric Loeper



Rodolphe Pacciarella



Elyse Salzmann



Delphine Sztermer

POSITIONING

Accuracy is a wholly independent international consulting firm providing advice to company management and shareholders for their strategic or critical decisions, notably in transactions, disputes and crises.

Accuracy's strength is to connect strategy, facts and figures. Our teams are international and multicultural, combining various skills to provide bespoke services to our clients. We recruit our consultants from the best.

Accuracy is present in 13 countries in Europe, North America, Asia, Middle East and Africa and leads engagements all over the world.

Transactions: Dealing with growth and transformation

When it comes to acquisitions and disposals, we offer an expert, tailored approach fully geared to the background and progress of the transaction. Our teams work in transactions of all sizes (from several million to multi-billion euro transactions) for corporations and financial investors. This versatility affords our clients a global and multifaceted vision of acquisition and disposal transactions.

We capitalise on our know-how, combining our economic, financial, valuation, strategic, construction and accounting expertise to provide essential, bespoke, incisive support to our clients. Our network of partners enables us to coordinate a variety of aspects including tax, legal, environmental, actuarial, insurance, information technology and more. Please see below some examples of the types of service we can offer.

BUSINESS

Transactions:

- M&A & financing
- Valuation & investments
- Post-merger integration

Disputes:

- Regulatory
- Litigation
- Arbitration

Strategy & business change:

- Business & finance strategy
- Project advisory
- Data & digital transformation

Crises:

- Recovery
- Restructuring
- Investigation & forensic services

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Gotardo Pedemonte



Gabriela Reparaz



Gustavo Vayo



Hugo Vivot

POSITIONING

A traditional core part of the practice of Hope, Duggan & Silva has been the giving of advice to local and foreign clients on corporate organization, compliance with law, administration, governance, shareholders agreements, drafting of statutes for local corporations, and many other corporate matters.

The firm has advised both local and international banks and banking syndicates in the structuring of financial products and credit facilities with a wide variety of repayment structures and guarantees. In this connection, the firm has a substantial experience in the drafting and negotiation of documents, both in Spanish and English, for a broad spectrum of investment projects, financing structures for the public and private sector, structured finance and derivative products.

In addition, the firm has advised local and international clients, acting as buyers, sellers, financial advisors or target companies, in many readily recognizable international and domestic M&A transactions linked to the Argentine market. These include mergers, acquisitions, joint ventures, spin-offs and divestitures concerning industries as diverse as oil and gas, utilities, banking, insurance, telecommunications, media and entertainment, mass consumer goods and real estate. The firm clients include strategic investors as well as investment funds.

The teams of lawyers who practice tax, corporate, labor, antitrust, financial and administrative law, as well as those belonging to its litigation department are actively and regularly involved in transactions of this nature.

BUSINESS

- Mergers & Acquisitions
- Banking and Financial transactions
- Capital Markets
- Oil, Gas and Energy
- Mining
- Real Estate
- Engineering and Construction
- Privatizations
- Media and Entertainment
- Debt Restructuring and bankruptcies
- Litigation
- Arbitration and Mediation
- Corporate
- Administrative Law and Regulations
- Tax and Customs Law
- Labor and Social Security
- Pro bono
- Aviation Law
- Consumer Law and Advertising
- Environmental Law
- Antitrust Law
- Insurance and Reinsurance

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Leo Peeters



Jan Ghysels



Koen De Puydt

POSITIONING

Andersen is a full-service law firm specializing in corporate law, real estate and construction law, and administrative law.

Providing strategic and sustainable solutions goes hand in hand with our client-oriented and pragmatic approach.

We enjoy thinking creatively and out-of-the-box with our clients to help them realize their projects in a targeted, proactive, and effective way, and to solve any obstacles that arise in the process.

We believe it is important to become fully acquainted with the company and sector of our client, which enables us to think strategically together. Our client portfolio and expertise range from small and medium-sized enterprises to listed companies and entrepreneurs, active worldwide and in the most diverse sectors, as well as government services and other administrations.

The diversity of our team allows us to better understand our clients and their concerns, assist them in a wide range of matters, and offer services in 8 different languages.

Andersen is an evolving law firm, always seeking to optimize service and efficiency by using the latest technologies.

Transactions & Deals

Andersen has extensive expertise in representing entrepreneurs, companies, (investment) banks, private equity firms and other investors for the successful completion of complex corporate and M&A transactions in Belgium and around the world.

In cross-border transactions, we cooperate with experienced international lawyers of Andersen Global or our large international network. Our M&A team has a strong expertise in:

- Venture Capital, private equity and strategic investments
- Corporate acquisitions (share and asset deals), mergers, joint ventures, buy-outs:
 - Structuring of private M&A transactions
 - Pre-contract agreements
 - Due Diligence and risk assessment for acquisitions
- Sale and purchase agreements
- Shareholders structuring and shareholders agreements
- Mezzanine funding
- Post-acquisition litigation

BUSINESS

- Corporate Law and M&A
- Commercial and Economic Law
- Insolvency Law
- Finance and Banking
- Employment Law
- Construction Law
- Real Estate, Renting and Co-ownership
- Liability and Insurance
- Administrative Law and Public Procurement
- Urbanism and Environmental Law
- IP - Data Protection Law
- Tax Law
- Litigation and Arbitration
- Sustainability
- Sports Law
- Art Law

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Christina Trappeniers



Arnaud Vanitterbeek



Dirk Wellens



Caroline Wildemeersch



Karen De Clercq

POSITIONING

Laurius is a firm with a rich history and an impressive track record. It was founded in 2006 by Dirk Wellens and Bert Luyten, out of a passion for the law, for a professional clientele. After two years, the firm moved into the Antwerp “Werf and Vlasnatie” offices, and in 2011 a second office opened in Brussels. Growth of which we are proud, but rather than sketching our history, we prefer to look forward.

Laurius lawyers are internationally acknowledged for their know-how, pragmatism and highly committed, client-oriented approach. Thanks to our constant striving for quality, we have grown into a benchmark for commercial transactions, M&A, private equity, employment law, dispute resolution, litigation and real estate. In Antwerp and Brussels, but also far beyond.

Corporate: Laurius has more than ever a strong and broad economic integration in two of the most important financial and commercial centers in Belgium: Flanders’ economic capital Antwerp and Belgium’s capital Brussels, home to many international clients. This national presence is important for foreign correspondents and clients doing business worldwide. Laurius has fluently multilingual teams and accept matters in all major languages spoken in Belgium (English, Dutch and French).

Laurius’ corporate and M&A team advises clients on corporate and private equity transactions across a variety of industry sectors, including real estate, manufacturing, commercial and professional services, food, software and IT, interim employment and project sourcing, medical sector, start-ups, and renewable energy. Laurius has specific expertise in advising private equity funds and management teams in M&A transactions, including add-on transactions with buy & build strategies and complex management participation programs, confirming Laurius as a loyal partner and repeat advisor for these funds and teams.

Our teams in Antwerp and Brussels handled in 2022 market leading transactions. Laurius continuously works together with leading law firms worldwide, including the United States of America, the United Kingdom, major European hubs, and parts of the Asian market, with whom Laurius has established strong relations.

Real Estate: The Laurius real estate team assists investors in the acquisition of healthcare facilities, student houses and office buildings throughout Belgium and abroad. Our real estate department lawyers guide clients through every step of the purchase process, including conducting due diligence and drafting real estate contracts. Thanks to our strong in-house knowledge of M&A and real estate, we are able to negotiate high-quality acquisition deals. Furthermore, we are known as a hands-on, responsive, pragmatic and reliable advisor (not only legal but also strategic) to real estate investors (both institutional and private equity) and developers of residential properties, student accommodation, distribution centres and logistics properties, offices, healthcare facilities and retail properties, among others.

The team draws up leases, including commercial leases, pop-up leases, office leases, VAT leases of warehouses and car parks, long-term leases in the healthcare sector and real estate leases, and provides further guidance during and after the lease period, including on lease renewals. We advise on sale and lease backs, real estate structuring and property rights, joint ventures and real estate financing, and also represent our clients in real estate disputes.

BUSINESS

- Corporate
 - Corporate finance
 - Corporate governance
 - Private equity
 - Restructuring
 - Venture capital
- Employment
- Estate Planning
- MBO
- Commercial Law
- Dispute Resolution
 - Mediation
 - Litigation
 - Arbitration
- Real Estate
- Public Procurement
- Regulatory

OFFICES

- Antwerp
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Katrien Vorlat



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Laurent Verhavert

POSITIONING

We are Strelia, a leading multiservice independent Belux law firm, founded in 2013. With approximately 50 lawyers, we have been advising our clients for more than a decade in a broad range of legal service offerings. Our lawyers are internationally recognized as leading experts. Our firm is known for its pursuit of professional excellence and spirit of innovation. We combine the advantages of a top-tier law firm, adhering to global standards in terms of its level of service and high quality of work with those of a boutique firm, offering flexibility, proximity, responsiveness, and cost management. We take a personal approach and strive toward long-term commitments with our clients. These personal relationships are highly appreciated by our clients.

Our mission is to work in a responsible manner and empower people and organizations. Our commitment to diversity, equity, and inclusion is embedded in our firm's DNA. Our flexibility, creativity and open-mindedness allow our teams to look at issues from diverse perspectives. This approach contributes to added value and facilitates the achievement of our clients' objectives through innovation. It strengthens not only our relationships among team members but also with our clients.

Corporate and M&A

Corporate and M&A is one of Strelia's core service offerings. We are a well-known and established name for Corporate and M&A work in Belgium and Luxembourg. Our experts have advised on some of the largest and most complex transactions in the Belgian and Luxembourg markets and are increasingly recognized for the breadth of their practice. Our experts have a deep understanding of all the challenges clients face in an M&A transaction, as they have substantial experience and expertise in both private and public M&A. Moreover, given that our experts are part of a strong and integrated industry sector, we possess a great understanding of our clients' financial and business needs, enabling us to provide them with in-depth, innovative, and tailor-made advice and guidance in transactions.

We have a strong track-record of both domestic and cross-border transactions, including M&A, PE/VC, joint-ventures, management buy-ins and buy-outs and other types of investment or divestment transactions. We have leading experts in distressed M&A transactions who provide guidance on viable solutions to turn around a company or facilitate the sell-off of viable business segments. We also advise on the corporate structure and potential restructuring of our clients to enhance transparency or efficiency. This involves operations such as (cross-border) mergers, demergers, liquidations, or migrations.

Strelia experts are frequently retained to provide strategic legal advice, including relationships with various stakeholders (such as shareholders, investors, management, boards, or executive committees) addressing specific concerns such as corporate governance, ESG and disclosure matters.

BUSINESS

Main expertises:

- Corporate / M&A
- Banking & Finance
- Dispute Resolution
- Commercial Law
- Tax

- Restructuring & Insolvency
- Employment & Benefits
- Competition, Regulatory and Foreign Investment
- Real Estate & Administrative Law

SECTORS

- Banks & Financial Institutions
- Chemicals
- New Technologies
- Energy & Natural Resources
- Healthcare, Pharma and Life Sciences
- Hotels & Leisure
- Infrastructure, Transport and Logistics

- Insurance
- Investment Funds & Asset Management
- Not-For-Profit Organisations
- Private Equity and Venture Capital
- Real Estate & Construction
- Retail
- Sports
- Telecom and Media

OFFICES

- Brussels
- Luxembourg

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Thierry Bosly



Carlo Meert



Willem van de Wiele

POSITIONING

White & Case is an international law firm that serves companies, governments and financial institutions. Our long history as both a global firm and a top tier legal practice in Belgium means we are uniquely placed to help our clients resolve their most complex legal challenges wherever they are. We have a global full-service capability that is available to provide integrated legal advice every step of the way.

The Belgian practice is staffed by experienced lawyers who advise businesses on a wide range of legal matters and ensure full legal representation in Belgium for the firm's clients throughout the world. Clients of the practices include leading financial institutions, private equity players, major industrial and service businesses as well as privately held companies.

Our expertise is based on knowledge of financial markets and understanding of the goals of the parties involved. We have a proven track-record of partnering with our clients and are known for investing time and effort in understanding exactly what it is our clients do and how legal decisions affect business.

Our clients value :

- The breadth of our expertise across areas of key importance to transactions, such as M&A, private equity, debt, equity, derivatives and structured finance, strategic and technical advice on all aspects of regulatory compliance, dispute avoidance and resolution, restructuring and insolvency, etc.;
- Our commitment to building long-term relationships with clients - we value the relationship, not just the deal;
- Our availability and accessibility at all times;
- The value-driven transaction management to match their needs;
- Our established reputation for being commercial and creative problem solvers;
- The high performance approach with an outstanding track record of delivering on headline deals;
- Our multilingual team fluent in English, French and Dutch; and
- A truly global network combined with a deep local knowledge.

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BUSINESS

- Corporate and Mergers & Acquisitions
- Private Equity
- Asset Finance
- Antitrust/Competition
- Capital Markets
- Commercial Litigation
- Debt Finance
- Financial Restructuring and Insolvency
- Financial Services Regulatory
- Project Development and Finance
- Regulatory & Compliance
- Tax

Our values

At White & Case, our culture comes to life through three core values :

Pioneering

We seize opportunities to innovate and grow

United

We are one firm with a shared sense of purpose

Human

We care about each other and the world around us

These are the concepts that shape our distinctive culture and differentiate us from others.

They capture the unique spirit of our Firm, and guide the behaviours that enable us to deliver on the promises.

Top Advisors Directory
LAW FIRMS

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POSITIONING

Indacochea & Asociados, Abogados (IA) is a leading law firm in Bolivia with over 33 years of experience. Our unique collaboration, innovation, and efficiency model has allowed us to excel in business generation and provide strategic and innovative legal advice.

Our team consists of highly skilled professionals in various areas, enabling us to offer solutions to complex and significant legal matters. We deeply understand the industries driving the Bolivian and global economies.

Based in Santa Cruz de la Sierra, Bolivia's main commercial hub with collaborators throughout, we provide legal advice in key areas such as Corporate, Banking and Finance, Energy and Hydrocarbons, Labor, IT-IP, Dispute Resolution, Startup and Tax Law. Our fully integrated lawyers ensure robust and efficient representation for important national and international clients.

At IA, we are an innovative player in the Bolivian legal landscape, standing out for being at the forefront of our clients' changing needs. Our focus is on personalized advice, alternative fee arrangements as well as digital solutions that generate business opportunities. Through our LegalTech unit, we develop digital tools specialized in the legal sector to provide greater efficiency and reduce costs and margins of error. Our commitment to innovation and excellence drives us to lead in the use of technology to meet market demands and be a benchmark in the Bolivian legal profession. We are committed to continue evolving, taking advantage of all the benefits that digitalization offers to provide quality service to our clients.

Dedicated to investing in its people and clients IA has an ambitious plan to accelerate the professional performance of its lawyers. Few firms can match IA's extraordinary client service offered by its talented lawyers with solid academic backgrounds and top-level advice while offering a challenging work environment and equal opportunities for all employees.

Indacochea & Asociados' vision is to continue leading in the legal profession, offering strategic and innovative solutions to our clients and making a positive impact on their businesses and society at large. We stand out as liquid lawyers, agile and prepared to face the challenges of the new legal world, supported by technology as our strategic partner in delivering efficient and effective legal solutions.

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BUSINESS

- Corporate/M&A
- Banking and Finance
- Energy and Natural Resources
- Tax
- Real Estate
- Administrative Law
- Labor
- Litigation y Arbitration
- IT-IP
- Startups

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Julio César Gemio



Sergio Bustillo



Franz Chávez

POSITIONING

Established in 2020, the firm has a team of excellent professionals, with extensive experience in the financial and commercial area.

Among its values are:

Ethics and Confidentiality

Our clients are our priority in every aspect from the beginning and development of the consultancies. We have a personal treatment with excellent work in the area of financial services and compliance.

Commitment and Excellence

To be a leading legal firm in the Bolivian legal market, consolidating its growth with experience and professional efficiency, offering a comprehensive quality service in legal advice and consulting, with recognized prestige for its values and demonstrated effectiveness.

Innovation, financial analysis and development

The professionals in our studio support and advise innovation companies, from startups to prominent clients that belong to this category.

BUSINESS

- Corporate Governance
- Supervision and Control
- Legal Audit
- Criminal Law (Financial Crimes)
- Corporate Social Responsibility

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Marcelo Vieira von Adamek



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POSITIONING

Advocacia von Adamek was founded in 1958 and has since built a solid tradition of technical precision and originality in handling complex transactions and disputes.

The firm's lawyers study problems in depth to develop original solutions with a clear and consistent rationale. They regularly take time to conduct research and closely follow academic debate on various areas of business law.

Many of the firm's attorneys also have extensive international backgrounds, particularly training in German and French law, and have experience advising clients with cross-border activities doing business in Brazil.

BUSINESS

The firm has distinguished itself for its agile and precise assessment of complex disputes and transactions. Partner Marcelo von Adamek, Professor of Business Law at the top ranked Law School of the University of São Paulo, is one of the most renowned Brazilian lawyers for his numerous legal opinions that have decisively influenced state courts in some of the largest recent corporate litigation cases in Brazil.

Advocacia von Adamek represents clients both in Brazilian courts and in national and international arbitration proceedings. Due to the remarkable technical quality of its assessment of disputes and transactions, the firm also frequently provides specialized advice and co-counseling to clients who need to develop solid and clear defenses for non-trivial and highly complex cases.

The firm's primary practice areas range from corporate, capital markets, private insurance, and M&A transactions to restructuring and bankruptcy.

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Fernanda Pereira Leite



Bruno Peixoto



Isabela Martins Xavier

POSITIONING

Araújo e Policastro Advogados has built a sound reputation as one of the most respected law firms in Brazil, with a long-standing reputation for excellence in various areas of legal practice.

Over 60 years of practice, founding partners Theodoro Araújo and Décio Policastro have been successful in keeping to the firm's original goal: providing its clients with the highest quality legal services in a professional, creative and practical manner. The person attention and hands-on involvement of the partners on the legal work have been one of the clients most appreciated aspects of the firm.

Araújo e Policastro is a full-service law firm with headquarters in the city of São Paulo, Latin America's main business and industrial center. The firm's core practices are international corporate law, contracts, M&A, tax and litigation, which are complemented by numerous specialty areas, including banking and capital markets, antitrust and cartel, infrastructure, energy, labour, healthcare and life sciences, wealth and succession planning, among others.

The firm has represented a large number of leading multinational companies which operate in several business areas, as dairy industry, alumina, chemical and petrochemical industry and trade, metallurgical, healthcare, automotive, banking, insurance, engineering, energy, agrobusiness and education.

The firm's attorneys have studied in the finest institutions in Brazil and many have also attended specialist courses or master of laws programs in the US and Europe, and worked for law firms abroad.

BUSINESS

- Corporate
- Mergers & Acquisitions and cross border transactions
- Assistance to foreign clients doing business in Brazil
- Structuring joint ventures / consortiums investments in infrastructure
- Banking, Finance and Capital Markets
- Tax
- Infrastructure, Regulatory and Public Law
- Privatizations and Concessions
- Energy, Oil and Gas, Mining and Natural Resources
- Roads and Airports
- Telecommunications
- Litigation and Arbitration
- Securities Litigation
- Family Law, Trusts and Succession Law
- Wealth and Estate Planning
- Labour
- International Trade
- Real Estate
- Environmental and Sustainability
- Healthcare and Life Science
- Data Protection
- Consumer Protection Law
- Intellectual Property and IT
- Sport and Entertainment

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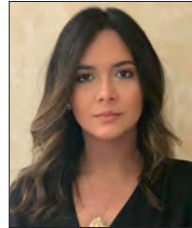
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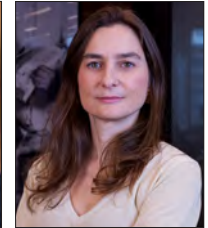
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Ana Carolina Chaves



Adriana Gomes



Lia Esposito

POSITIONING

We are an award-winning legal boutique, recognized as Brazil's most innovative law firm in 2023. Our dynamic lawyers combine knowledge, experience, creativity, and focus to provide assertive legal solutions. With seventeen partners and over a hundred collaborators, we offer full-service expertise in technology, telecom, real estate, transportation, retail, and agribusiness. As technology impacts society, we deliver transformative legal solutions. Our 'outside in-house counsels' approach ensures strategic decisions well-aligned with our clients' businesses. We provide advice on corporate transactions, reorganizations, dissolution, and strategic litigations. Our performance in M&A stands out, with expertise in seed investment, venture capital, private equity, and complex deals. We also excel in due diligence and international structuring, tax planning, IP protection, executive retention, joint ventures and project finance. Our Financial and Capital Markets team raises capital efficiently, ensuring compliance across borders.

BUSINESS

- Capital and Financial Markets
- Commercial contracts
- Compliance & Corporate
- Corporate Law
- Employment & Labor
- Intellectual Property
- Litigation & Dispute Resolution
- Media & Advertising Law
- Mergers & Acquisitions
- Privacy & Data Protection
- Public Law and Regulatory
- Real Estate
- Research & Development
- Tax Law
- Technology Transactions
- Wealth Planning

OFFICES

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- Florianópolis/SC
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- Porto Alegre/RS
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**Luiz Henrique
Cabanellos Schuh**



Reinaldo Mirco Aronis



Gizéli Belloli

POSITIONING

Established in 2001, in Porto Alegre, Cabanellos Advocacia is a regional office with a broad practice, in the scope of corporate law, offering legal solutions tailored to the profile of each client.

We perform our practice with rigor, aligning technical expertise and operational intelligence to ensure efficiency and agility to our processes.

We see the practice of law as an action to transform our society, nourishing a culture of ethic, transparency and responsibility.

We have offices in the three capital cities of Southern Brazil – Porto Alegre, Florianópolis and Curitiba – and in São Paulo, the largest financial hub of the country.

OFFICES

- Rio Grande do Sul - Porto Alegre
- Santa Catarina - Florianópolis
- Paraná - Curitiba
- São Paulo - São Paulo

BUSINESS

- Antitrust
- Arbitration and Mediation
- Asset, Corporate and Succession Planning
- Business turnaround and restructuring
- Civil Litigation
- Corporate Compliance and Ethics
- Consumer Affairs
- Contracts and Corporate Businesses
- Corporate
- Digital, Data Privacy and Security of information
- Environmental Law & Climate Litigation
- ESG - Environmental, Social and Corporate Governance
- Insurance
- Labor
- Litigation
- Media and Entertainment
- Mergers & Acquisitions
- Real Estate
- Regulatory and Economy
- Tax

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Claudio Mandelblatt

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POSITIONING

The CMA law firm legally represents domestic and international companies. CMA has a dynamic, persistent, creative, highly qualified, and skilled team and provides customized services and legal services with excellence and agility related to the most varied business segments.

The significant investment in human and technological resources allows CMA to achieve the highest efficiency, combined with individualized and customized performance to meet its clients' demands. CMA can provide quick responses, combining legal sophistication to the specific and individual needs of each client. We aim to offer the most appropriate legal service for carrying out business safely and productively in a whole, intelligent, and exclusive way.

CMA has been active in large business and real estate transactions in Brazil in recent years. CMA's professionals work across several legal practices, encompassing transactions in the real estate, corporate, litigation, tax, and inheritance segments. Our focus: Offer legal excellence through agile, ethical, and objective performance to provide clients with safe, efficient, exclusive, and creative solutions.

BUSINESS

- Legal consultancy for structuring an extensive range of real estate projects such as malls, real estate developments, cost-plus contracts, hotel developments, land subdivisions, housing complexes, condos, among others, including legal analysis to safeguard the legal security of the transaction, drafting of the relevant legal report, and advisory for the regularization of property ownership. The advisory services can extend to the drafting of a range of real estate contracts, such as construction contracts, condo regulations, draft contracts for investors, analysis and review of sales materials, and all that is necessary for the development of a real estate project;
- Drafting of the most varied real estate contracts, including lease, assignment of the right of use, assignment of land use rights, real estate lease, "sale-and-leaseback," "built to suit," and infrastructure contracts;
- Elaboration of purchase and sale instruments, exchange, payment in kind, mortgage, conditional sale of real estate property and land use right;
- Drafting of legal opinions on the most varied forms of property acquisition;
- Active performance with various bodies of Real Estate Registries, Notary Public Offices, Distributors, Public Registries, among others; and
- Organization of real estate debenture transactions, securitization of real estate receivables, Real Estate Credit Notes (CCI's), Bank Credit Notes (CCB's), and real estate investment funds.

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Luisa Medina



**Valéria Curi de Aguiar e
Silva Starling**



**Paula Ruiz de Miranda
Bastos**



Paulo Ricardo Stipsky



Gabriella Gaida



Vanessa Coutinho Ferraz



Ricardo Romero

POSITIONING

Di Ciero Advogados has extensive experience in providing consultancy and litigation services to the aviation industry in Brazil. Our attorneys are specialists in aviation with all of its ramifications and links with other areas of law, especially regulatory, civil law, corporate, antitrust, customs, tax and labor law. For this reason, Di Ciero Advogados has been the law firm of choice for many airlines when dealing with major matters affecting the whole industry in Brazil. We also represent companies connected to aviation, inclusive cargo agents, aeronautics technology and systems companies, private airports, courier companies, fuel and other suppliers, and participate actively in all of the congresses organized by the industry, especially noteworthy being the IATA LEGAL SYMPOSIUM, ALTA LEGAL SYMPOSIUM, AVIATION DAY, LEADERS FORUM ALTA, IAWA – INTERNATIONAL AVIATION WOMEN events, along with a number of courses organized by IATA.

Di Ciero Advogados also acts as the legal representative of a number of airlines. This work has given the firm and its partners profound insights into the many legal aspects of airline operations; everything from establishing new airlines in Brazil, to navigating the country's complex regulatory and tax environment, along with preventative legal work. In addition, its role has given Di Ciero Advogados and its partners the capacity to see all sides of complex issues and identify and resolve them promptly.

We are well established in the market and have solid relationship with our clients, which are grounded on mutual benefits and on formulating strategies to reduce costs. These strategies are based on providing guidance on compliance and seeking settlements, among other things. Most of our main clients have been working for us for many years, which demonstrates the solid partnership we have built up over time. The strong working relationships established with our clients over the years helped us mitigate the effects of the Covid-19 pandemic for everyone concerned.

BUSINESS

- Aviation, Civil, Tax, Customs, Labor, Real Estate, Succession, Business, Regulatory and Administrative, Environmental, Maritime, Intellectual Property and Intangibles Management law.

OFFICES

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ERNESTO BORGES

ADVOGADOS

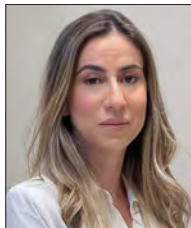
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Ernesto Borges Neto



Flávia Santanna Benites



Priscila Ziada Camargo
Fernandes

POSITIONING

The Firm Ernesto Borges Advogados has a natural calling for Agribusiness, since the law firm was originally set-up in the State of Mato Grosso, a major large-scale meat and grain production center.

Throughout over 70 years of continuous operations, starting in the Midwestern region of the country, the firm Ernesto Borges has followed the evolution and professionalization of legal relations as a result of the prosperous activity involving Brazilian agribusiness, a segment accounting for the required balance of the domestic trade balance. Accordingly, the firm has gained relevant technical expertise on the most varied related topics, which is one of the differentials of our team of barristers.

Upon absorption of cutting-edge technologies and next-generation management methods, agribusiness brings authentic economic and social revolution, through the constant increase in production and productivity, and, above all, through expansion of human horizons and social demands.

In such a context, legal disputes and counsel claims gain increasing scale and complexity within our firm, requiring our professionals to perform in multidisciplinary manner, especially in the areas of civil, environmental, corporate, tax, commercial and financial counsel.

Our expertise is required in order to meet the most varied demands of our clients, represented by the entire Agribusiness chain, large rural producers, the fertilizer, input, food, pesticide, implement and machinery industries, financial institutions, trading companies and the so representative union entities.

The firm operates as an effective partner of Agribusiness, having in-depth knowledge of its operational and legal specificities, always reaffirming its commitment towards contributing, increasingly, to ensure legal security for business.

The firm stands out in the following themes:

- Legal counsel on issues related to rural credit securities and alternative funding sources
- Debt Restructuring and Insolvency
- Collection of credits arising from agribusiness activities
- Dispute over rural property or land ownership
- Lease of rural area
- Analysis, review and modeling of Agro-industrial, logistics, storage and agricultural commodities agreements
- Negotiation and Intermediation
- Expert Reports related to Agribusiness Law
- Tax Advice
- Environmental Support

OFFICES

- Brasília - DF
- Campo Grande - MS
- Cuiabá - MT
- Goiânia - GO
- Manaus - AM
- Palmas - TO
- Porto Alegre - RS
- Porto Velho - RO
- São Paulo - SP

BUSINESS

- Administrative
- Agribusiness
- Banking
- Bankruptcy
- Company Restructuring
- Consumer
- Credit Recovery
- Energy
- Environmental
- Estate and Corporate Planning
- GDPR
- Healthcare
- Insurance
- Infrastructure
- Judicial and Arbitral Litigation
- Real Estate
- Telecommunications
- Tax

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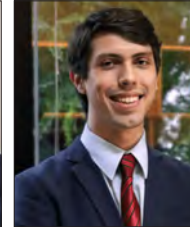
Rosinei Silvestre Libano



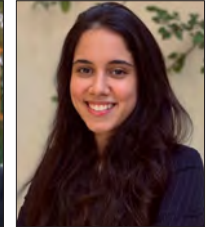
**Marina Muniz
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**Maria Eugênia Ramos
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POSITIONING

Fleischman Advogados is a boutique law firm focused on corporate law and mergers and acquisitions. Founded in 2011 by Gustavo Fleichman, who has a large experience in business, civil and regulatory law, the firm provides tailored-made solutions to their clients. Based on trust, commitment, ethics, integrity, and a superior legal technique, the partners coordinate and participate in all activities, providing the necessary attention and agility for an efficient and high-quality service.

The firm has highly qualified lawyers, with expertise in several areas of business law. All firm members have experience at renowned firms, banks, or large companies, and are committed to working closely with clients to meet their needs.

As a result of such commitment, partners become more sensitive to client's demands and goals. Their client's portfolio is composed by national and multinational companies of different industries, including technology startups, telecommunications, insurance, infrastructure, private equity, cosmetics, navigation, real estate development, agroindustry, and oil & gas.

BUSINESS

- Corporate Law
- Mergers & Acquisitions
- Venture Capital
- Capital Markets
- Contracts
- Corporate Litigation
- Telecom

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Leandro Maués



Lucas Bombonato



Wanildo Torres

POSITIONING

FFV Advogados is a law firm established for 20 years with the purpose to assist its clients with quality, celerity and customization, presenting creative and effective solutions to the issues submitted to its analysis. Furthermore, one of the most relevant FFV Advogados' objectives is to act to improve the business environment, positioning itself at the market as facilitator in seeking the best and sustainable results. The fact of partners and associates at FFV Advogados exercise important functions in academy, class representative entity and relevant other positions confirm the respect and confidence from the local market on its action.

BUSINESS

- Administrative
- Environmental
- Civil
- Consumer
- Real state
- Wealth planning
- Corporate restructuring
- Company
- Labor
- Tax

CONTACTS

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POSITIONING

The founding partner, Gustavo Pinheiro Guimarães Padilha, has a prestigious reputation in the real estate business, which helped establish the trustworthiness of his firm and consequently acquire an influential clientele.

The office prides itself in its inter-area relationship. The ongoing exchange between the firm's areas lead to a more global, detailed and complete view of the cases it takes on, allowing the firm to devise unique strategies. Such approach, in a market where real estate-related deals grow more complex every day, is extremely valued by our clients.

The firm's lawyers with a long-time experience in real estate practice and are especially skilled in to shopping center and constructions deals, property acquisitions and built to suit agreements. Such experience puts clients at ease, since no setbacks are never-before-seen and never-dealt-with.

Being a medium sized firm, Gustavo Padilha Advogados sets itself apart by counting with a more personal and attentive lawyer-client relationship, rendering a more individualized and custom-made service, which allows the firm to fulfil all of the client's demands.

With a pro-business mentality and the pursuit for the lowest risk legal solution, the firm is completely dedicated to its clients and their demands. Having a good inter-area relationship plays a key role on seeking alternative legal strategies that differ from the traditional paradigms;

The firm has also branches in São Paulo - which has given the office direct contact with clients from the main financial center of Brazil -, and Belo Horizonte.

The office is known for its solid ethical values.

BUSINESS

Real Estate covers a wide range of rural, commercial and residential real estate matters, including developments, investment transactions, M&A and corporate structuring. Purchase, lease, built-to-suit, surface and usufruct agreements, among other contracts, are also relevant examples of work. Firms may also support clients with registry matters including land parcelling and title and deed regularisations. Real estate also encompasses work relating to financing products such as loans, receivable funds, mortgages and letters of credit. Firms may advise clients on the creation of special purpose entities, real estate investment funds and real estate investment trusts. Additionally, firms can handle sector-related disputes and provide general legal advice to tax matters relating to real estate transactions and companies.

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Marcio Luiz Sordi,



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João Bosco de Albuquerque Toledano

POSITIONING

The law firm Higino, Sordi, Sousa, Toledano & Advogados Associados stands out for its unique combination of commitment to clients and a team of technical excellence. With years of experience in the legal market, since 1989, the firm has consolidated its presence by offering personalized service, always guided by ethics and the relentless pursuit of the best results.

Its distinctive feature lies in its closeness to clients, ensuring active listening to their demands and needs, as well as efficiency in delivering precise legal solutions. The team consists of highly qualified professionals with extensive experience in labor, corporate, civil, and tax law, along with specific expertise in the socioeconomic and legal particularities of the Northern region.

According to internal data, the firm's client satisfaction rate exceeds 95%, a direct result of the agility and precision with which cases are handled. The firm also boasts a success rate in legal proceedings of over 85%, further reinforcing the trust clients place in its technical capabilities and commitment to defending their interests.

The firm's operations are based on constant updates and technical improvement, with a team that stays ahead of legislative and jurisprudential changes, ensuring a consistently excellent service. The integration of technology into internal processes allows the firm to streamline procedures and maintain an efficient workflow, providing quick responses and effective solutions for the most complex cases.

In summary, the firm maintains an unwavering commitment to quality service, backed by the technical competence of its team and the continuous pursuit of innovations that add value to the solutions offered to its clients.

BUSINESS

Technical Quality: Our team delivers top-level technical work, ensuring favorable outcomes in the majority of cases and significantly reducing costs for our clients, demonstrating efficiency in case management.

Efficient Legal Management: Composed of legal professionals, our legal management team ensures strict adherence to deadlines and prepares strategic reports that assist in decision-making for both our team and clients.

Client Commitment: We operate with complete transparency, loyalty, and dedication, always prioritizing client interests and ensuring they feel secure at every stage of the process.

Regional Prestige: We are a regional benchmark, recognized for our combination of technical excellence, ethical commitment, and an award-winning team, making us one of the most respected and sought-after firms in the North.

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José Mário de Grano Alonso

POSITIONING

The firm J. ERCÍLIO DE OLIVEIRA Advogados was created and has been operating since by professionals with years of experience in business law, in general, and specifically in Agribusiness. Leading office in the main legal issues linked to Agribusiness and full service law firm, reconciling ethics, business vision, efficiency and cost reduction for its clients. A Brazilian national firm, in preventive, contractual, administrative and judicial spheres, and especially in guarantees and credit operations and collection actions in Agribusiness, an area in which it provides courses and training for many companies and cooperatives in the sector.

BUSINESS

- Back-Office (structuring Agribusiness operations through preparation and/or analysis of legal documents to secure the operation effectiveness)
- Legal Consulting in M&A in agribusiness
- Civil, Credit Recovery, Labor and Tax litigation, especially in agribusiness
- Contracts in general
- Agribusiness operations structuring and new businesses development
- ESG in general and for agribusiness, including certifications of rural properties and their exploitation in accordance with ESG standards
- Corporate Governance & Compliance
- GDPR
- Legal advisory for product registration such as agrochemicals, seeds and fertilizers
- Real-Estate
- Digital Transformation

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**Fernão Justen de
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Marçal Justen Neto



**Rafael Wallbach
Schwind**

POSITIONING

Marçal Justen Filho founded the firm Justen, Pereira, Oliveira & Talamini in 1986. His scholarly work and established law practice give the firm its unique identity. The firm has grown to become an internationally recognized legal services provider with offices in Brasilia, Sao Paulo and Curitiba. Justen, Pereira, Oliveira & Talamini is best known for its strong practice in public law, especially in matters such as regulation, infrastructure projects, government concessions and public-private partnerships, public procurement and government contracts, and related dispute resolution. Its team of partners and associates features an unmatched combination of specialized knowledge, experience amassed from the firm's 37-year practice in the Brazilian public law environment and ability to handle complex dispute resolution cases nationwide. It is a primary choice in this field for international and domestic clients from the private and public sectors.

The firm's areas of practice go beyond public law and encompass a wide range of consulting, litigation and arbitration services in the areas of civil construction and business or corporate law. It regularly handles complex corporate disputes and negotiations, and it is active in advising clients in domestic and international commercial contracts.

Justen, Pereira, Oliveira & Talamini is also widely recognized for its expertise in energy regulation. In addition to providing legal advice on an ongoing base or through legal opinions, it is often retained by government entities, private companies or business associations for administrative, arbitral or judicial large-scale disputes in the energy sector.

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BUSINESS

Regulation, infrastructure projects, regulated sectors, government concessions and public-private partnerships, public procurement and government contracts, business and corporate law, domestic and international commercial contracts, civil construction, dispute resolution, domestic and international litigation, domestic and international arbitration and mediation.

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Marcos Martins

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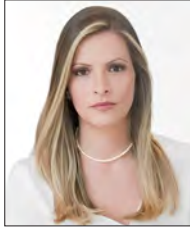
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Marcos Martins



Leonardo Ribeiro Dias



Mariana Piva

POSITIONING

Marcos Martins Advogados is renowned for its expertise in structuring complex and strategic litigation and advisory cases. We are particularly sought after by clients demanding efficient, agile, and secure legal services.

For over 40 years, we've offered a distinguished approach to negotiations, especially in resolving legal disputes, aiming to prevent or, if necessary, avoid judicial proceedings.

Our team provides tailored advice to financial institutions, family offices, public companies, and investment funds on general and specific corporate matters, including corporate reorganizations, successions, joint ventures, mergers, de-mergers, takeovers, and corporate control structures.

We have extensive experience supporting clients with tax and corporate structure development, offering customized solutions. Our track record includes recovering unduly paid taxes and monetizing accumulated tax credit balances in the judicial and administrative spheres.

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BUSINESS

- Business and Corporate
- Tax
- Litigation, Arbitration, and Insolvency
- Labor
- General Counsel and Secondment

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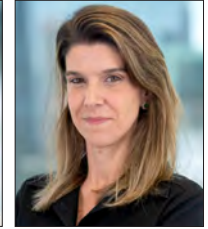
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Alexandre Simões Pinto



Natalia Teixeira Rabaça



Renata Ribeiro Kingston



Vinicius Alvarez



Fabrizio Sasdelli



Júlia Schledorn De Camargo



Solange Costa

POSITIONING

Mello Torres is a full-service firm that allies the expertise of renowned professionals with deep experience in the corporate and financial world and the enthusiasm of young lawyers with solid academic backgrounds. We stand as a valued strategic partner for our clients with an innovative vision of the future of the legal businesses. We have offices in São Paulo and Rio de Janeiro, with our teams prepared to serve our clients in several practice areas focusing on providing multidisciplinary advice to offer the most assertive solutions.

BUSINESS

- M&A and Private Equity;
- Banking and Finance;
- Compliance;
- Antitrust;
- Tax;
- Capital Markets and Investment Funds;
- Corporate;
- Dispute Resolution;
- Infrastructure;
- Mining and Dam Safety;
- Project Finance;
- Insurance, Reinsurance and Private Pension;
- Environmental Law and ESG;
- Labor;
- Real Estate;
- Startups and Venture Capital.

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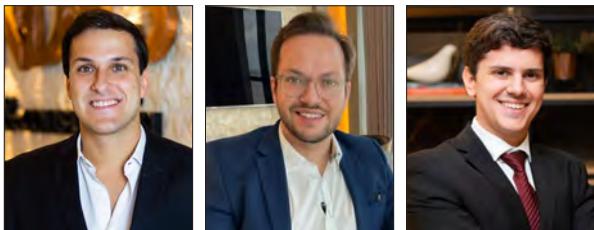
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Lucca Darwich Mendes João Paulo Mendes Neto Felipe Prata Mendes

POSITIONING

We are a corporate law firm that believes in the customization of legal services based on a high level of specialization and focus on the client and their business. Our main asset is our team, who are always attentive and available to adapt to the needs of the firm in order to contribute to the resolution of specific legal issues or to explore segments and new markets as required by our clients.

Our work is guided by, and well known for, the constant quest for excellence, as we are based upon the need to be relevant to everyone who trusts in our project. We “speak the same language” as our clients, so that, besides the deliverables considered as traditional, we can contribute in their strategic decision-making process.

The focus on the client is translated into a continuous concern with quality in providing the services, so as to establish solid and lasting partnerships. We do not know where we are going to get to, but we do know where we want to be, by means of well-defined project and purpose upon which our decisions are based and which lead us to believe that we are on the right track.

We trust in the need for specialization also in the management of our panel by electing a participatory model to integrate and retain talents. Our teams are set with a diversity of backgrounds and we encourage entrepreneurship, while attentive to new ideas and targeting continuous improvement.

BUSINESS

We have a multidisciplinary approach geared at delivering strategic and customized solutions to our clients’ businesses in different sectors, such as consumer and retail, health, international business, logistics and transportation, sports, education and engineering and construction. Some of our main fields of operation include collection and recovery of credits through out-of-court negotiation and judicial execution of securities; preparation, analysis, interpretation and negotiation of contractual ties with clients, suppliers and third parties; creation of internal policies, by-laws and compliance programs; tax planning; crisis management; corporate consulting and labor advisory and consulting.

One of the recent growing areas is our work with companies in the international business. Among the main topics of our advice in this area are customs regimes, foreign trade, representation in administrative and judicial proceedings, internal policies and compliance program compatible with international requirements, tax classification, follow-up of government inspections, drafting and negotiation of contracts, and litigation work and strategic prevention.

CONTACTS

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Décio Andrade



Djalma Rodrigues



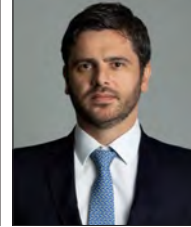
J.A. Miguel Neto



João Cipriano



Marina De Barros Monteiro



Ronaldo M. Assumpção Filho



Marcelo Morel Giraldes



Esther Flesch



Vanessa Carvalho

POSITIONING

We are one of the premier mid-size firms in São Paulo, Brazil with a proven track record since 1990. Our highly-qualified professionals, many of whom have earned degrees and have international experience abroad, provide our clients with a full range of top-notch legal services including the handling of complex international cross-border transactions (foreign direct investments, joint-ventures, mergers and acquisitions) and disputes (litigation, arbitration) to specialties involving complex financings, insolvencies, tax, labor, environmental, antitrust, administrative law, estate planning, real estate, corporate governance and compliance, among others.

We pride ourselves as being a law firm that has cultivated an international outlook from the beginning, given the high number of global clients and international matters that our firm has been involved in over the years. It is our goal and strive to provide our clients with high-quality work that is in line with international standards instead of just local standards, and in the most prompt, practical and cost-effective manner.

Moreover, our global reach and service to our clients extend outside of Brazil as we are members of consolidated partnerships with other top firms all around the globe, including firms in the US, Europe, Asia, and Latin America. Therefore, we work closely with the best partner law firm groups worldwide and being a member of such outstanding worldwide network means that we can take on local and international mandates with the same high-level efficiency and outstanding service around the globe.

BUSINESS

- Administrative law
- Agribusiness
- Antitrust
- Arbitration and Mediation
- Banking and Finance
- Capital Markets
- Civil
- Compliance and Corporate Investigations
- Contracts
- Corporate
- Court-Supervised Reorganization and Bankruptcy
- Energy
- Environmental
- ESG
- Foreign Investment
- Investment Funds
- Labor Law and Social Security
- Mergers and Acquisitions
- Privacy and Data Protection
- Private Equity
- Property Management and Succession Planning
- Publicly Held Companies
- Real Estate
- Regulated Sectors
- Tax

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Édis Milaré



Lucas Tamer Milaré



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Lupércio Alves Cruz de
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POSITIONING

Led by senior environmental lawyer Édis Milaré, who is recognized both as a scholar and as an author, Milaré Advogados is one of the most widely acclaimed Environmental Law firms in Brazil. It has won successive awards from domestic and international publications and has a staff of remarkable lawyers with sound environmental law experience, in addition to a cross-disciplinary team made up of engineers, geologists, biologists, geographers, city planners, economists, social scientists and more, all specializing in highly complex environmental matters.

Based on strict compliance standards and sustainability indicators, the firm provides legal advice and litigation services to more than twenty industries, particular emphasis due on energy; oil and gas; mining and steel; sugar and ethanol; chemical; agro-industrial; and more.

Because of its outstanding status in the domain, a significant number of lawsuits in Brazil undergo the firm's meticulous analysis, and its contributions go beyond litigation to provide the grounds for case law and paradigms for the specialized legal arena.

Due to the global scope of certain environmental issues and the growing need for embracing best practices in this domain, in line with international production and consumption standards, the firm has been increasing its work in International and Comparative Environmental Law, consolidating an experienced team highly specialized in matters requiring the negotiation and application of international acts.

BUSINESS

- Environmental Litigation (administrative, civil and criminal).
- Expert Opinions.
- Crisis management for environmental accidents and events associated with the operations of activities and projects.
- Amicus curiae – Intervening in material environmental cases of significant social repercussion to provide inputs to the Courts towards effective and fair legal protection.
- Technical and legal support in environmental liabilities remediation proceedings.
- Preventive action concerning the implementation of programs and projects affecting the use of natural resources and environmental quality, including ESG-practices adequacy.
- State and Local Environmental System Structuring.
- Drafting environmental law-related bills, agreements and Codes.
- Advice entering into Consent Decrees with Public Attorney's Offices and environmental authorities.
- Environment-related disputes mediation.
- Advice negotiating international acts – treaties, letters of intent, multilateral decisions, codes of conduct, articulation systems, and action programs.
- Advice in multi-jurisdictional, multilateral or bilateral environmental projects.

SECTORS

- Sugar and Ethanol
- Agribusiness
- Food and Beverage
- Automotive
- Foreign Trade
- Retail
- Communications
- Construction and Engineering
- Education
- Electronics and Appliances
- Energy
- Pharmaceuticals
- Financial Institutions
- Machinery and Equipment
- Mining and Steel
- Paper and Pulp
- Oil and Gas
- Chemicals

CONTACTS

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Daniel Lopes Monteiro



Roberto Pekelman Rusu



**Ricardo Cameirão
Junior**



Allan Borba Bercht



André Pissolito Campos



Marina Fenerich



Thaisa Menzato



Patrícia Eid

POSITIONING

Monteiro Rusu is a full-service law firm established in 2016 by a group of 6 high level partners willing to provide specialised legal service with direct and intense partners involvement in the transactions in which they take part.

The firm's core business is representing banks and other financial institutions, private equity firms, multinationals, public corporations and other investors in a wide range of transactions, including debt and equity offerings, local and cross-border securitization, structured finance and project finance transactions in a variety of industries, as well as in banking and capital markets regulatory matters, always with full partner involvement.

The Capital Markets team have extensive experience in structuring financial transactions, advising financial institutions, investment funds and Brazilian and foreign companies on securities issuances in the domestic and international markets, including debentures, commercial papers, financial notes and bonds; structuring of domestic and international financing transactions, including syndicated loans, acquisition finance, project finance and trade finance; structuring securitization transactions of trade, real estate, financial and agribusiness receivables, acting since the review of the credits origination process to the issuance of securitization fund shares, debentures, real estate or agribusiness receivables certificates; and structuring of investment funds in general and their shares public offerings.

Monteiro Rusu advises local and international financial institutions, credit agencies and borrowers on all forms of financing transactions, corporate loans, structured deals, trade finance and export pre-payments, among others. Monteiro Rusu also advises local and international financial institutions, portfolio managers and local and foreign investors on matters related to regulatory and self-regulatory in the Brazilian financial market, including: assisting in the incorporation of financial institutions, portfolio managers and other entities whose activities are regulated by regulatory and/or self-regulatory entities of the Brazilian financial market; advising on compliance requirements presented by regulatory and self-regulatory entities of the Brazilian financial market and on administrative proceedings held by such entities; and regulatory advice on transactions intended and/or conducted by its clients.

BUSINESS

- Capital Markets
- Banking and Finance
- Corporate Law & Mergers and Acquisitions
- Tax and Social Security
- Venture Capital & Private Equity
- Litigation and Arbitration
- Real Estate
- Labor

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Rafael de Assis Horn



Rodrigo de Assis Horn



Douglas Anderson Dal Monte



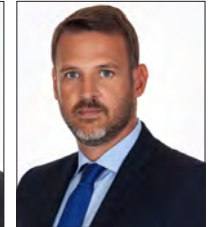
Lio Vicente Bocorny



Luana Regina Debatin Tomasi



Fábio Kunz da Silveira



Ítalo Augusto Mosimann

POSITIONING

We are the result of generations coming together, fusing the wisdom of our founding partners with the dynamism of emerging talent. With over fifty years of dedicated service, our firm has evolved into a specialized institution, embracing diverse perspectives.

We invest in our team, fostering growth and unity, resulting in a dynamic and contemporary workforce. This synergy has forged a distinctive vision, enabling us to practice law with intelligence and innovation. We develop secure, cutting-edge solutions and provide our clients with a multidisciplinary, strategic perspective.

Our commitment extends to staying ahead of the curve, embracing challenges with strategic acumen, and redefining the norms.

BUSINESS

- Environmental
- Compliance
- Litigation and Arbitration
- Contracts
- Criminal
- Real Estate
- Public Law
- Asset Management, Family and Estate Law
- Privacy and Data Protection
- Intellectual Property
- Credit Recovery
- Insurance
- Corporate Law and M&A
- Labor
- Tax Law

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Amauri de Oliveira

Luciano Paolucci

Olavo Guarnieri

Ana Martha Cunha

POSITIONING

I. Main Practice Areas:

Oliveira Paolucci Advogados is a law firm with outstanding expertise in Agribusiness, Financial and Capital Markets, and International Trade. We are also strong in the Investment Funds area. Additionally, we provide comprehensive legal support in matters such as contract structuring, mergers and acquisitions (M&A), the formalization of guarantees, and strategic litigation across these legal areas.

II. Team Composition:

Our team is composed of highly specialized Partners and Associates with vast experience and academic credentials that range from Agribusiness Finance and Strategic Management to International Trade. With almost 20 years of practice, we are well-versed in the intricacies of these sectors, ensuring our clients' issues are handled with deep technical expertise and practical knowledge.

III. Specialties & Strengths:

Our team is renowned for its ability to structure complex, strategic contract and project negotiations. We are frequently sought after to assist clients with contentious matters, particularly those involving rural producers, payment disputes, and delivery issues. We also manage financing cases related to agribusiness bonds, including Agribusiness Receivables Certificates (CRA), and offer consultancy services to traders on securities and pricing structures.

Agribusiness Services:

We offer comprehensive legal advice to companies throughout the agribusiness chain, covering strategic litigation, credit recovery, court and out-of-court restructuring, and bankruptcy. We handle agribusiness credit securities (CPR, CRA, etc.), formalize guarantees (e.g., pledges, mortgages), and assist with the buying, selling, and pricing of agricultural products/commodities. Our services also include agricultural leases, barter operations, real estate transactions, M&A, and logistics (e.g., chartering, transport, terminals). Additionally, we advise foreign investors and offer estate and succession planning.

International Trade Services:

We provide legal support for export and import activities, including contract structuring, international regulatory advice, forfeiting operations, tax planning, and customs. Our expertise covers strategic litigation, credit recovery, M&A, and joint ventures, alongside the formalization of guarantees (e.g., pledges, mortgages).

Financial and Capital Markets Services:

Our capital markets practice includes structuring securitization operations (CRI, CRA) and public offerings. We also advise on investment funds, treasury and foreign exchange operations, and regulatory matters. Additionally, we assist with project finance, corporate finance, and fintech-related legal needs.

IV. International Clients:

Our portfolio of international clients includes prominent companies from countries such as the USA, Austria, England, and Peru, reflecting our capability to operate seamlessly across borders.

V. Geographic Strengths and Alliances:

We maintain strategic alliances with law firms in Latin America, such as Zavarod Consulting from Peru, which enables us to assist clients across multiple jurisdictions

CONTACTS

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**Domicio dos Santos
Neto**



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Frederico Favacho



Henrique Erbolato



Louise Emily Bosschart



Matheus Zilioti



**Vivian Castellan
Bernardino**



Bruno Salama



Nicolau Nardi

POSITIONING

Energy is movement, life, power. It motivates us to move on, to evolve and to create.

We rose from the sugar-energy industry so that Santos Neto Advogados has energy in its DNA. And this energy has led us to build our history, to grow and to be recognized as an excellence and high quality law firm. A firm formed by diligent professionals who know how to combine efficiency with care. Innovation with audacity.

Efficiency because we fully understand our clients' business and this allows us to build long-lasting partnerships. Care that comes from our commitment and our collaborative relationships. Innovation that is a reflection of our creative and daring thinking.

We deliver distinguished solutions with surprising results. Because we turn the complex into simple. The impossible into possible. Knowledge in creative thinking. And in the connection of these elements we find the energy that drives us, makes us go beyond and work relentlessly for our clients.

Santos Neto Advogados. Boosting businesses.

BUSINESS

- Agribusiness
- Antitrust
- Banking and Finance
- Capital Markets
- Contracts
- Corporate Law and Foreign Investments in Brasil
- Environmental Law
- Infrastructure and Public Law
- Insolvency and Corporate Restructuring
- Labor and Employment
- Litigation, Arbitration and Mediation
- Mergers & Acquisitions and Private Equity
- Real Estate
- Tax Law
- Trade Finance

OFFICES

- Sao Paulo

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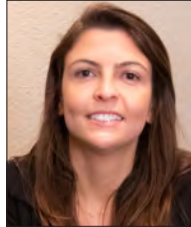
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Julia Maria Arrigoni de
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Patrícia Macedo
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Renato Spaggiari



Sérgio Barbosa



Paula Ortenblad Galvão

POSITIONING

We are highly specialized environmental attorneys. Savin, Paiva Advogados was founded twenty three years ago because we believe we could offer a distinguished service by understanding the integration between the law and our clients' business. We believe that in the environmental area, work should be developed by a multi-disciplinary team, providing the integration of different perspectives to solve the problem. We value teamwork, we understand the demands from the perspective of the client and their business, we propose personalized solutions that seek to adhere to the issues presented and we share the solutions with our clients who actively participate in the entire process of preparing the decision.

BUSINESS

- Consultancy
- Litigation
- Strategic Activities, such as assessments, diagnoses, due diligence
- Training

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Leticia Provedel



Luis Spinelli

POSITIONING

Souto Correa Advogados comprises experienced lawyers united by the same principles and core values. This full-service law firm is staffed with highly qualified professionals, many of whom hold PhDs and have been recommended in prominent national and international legal rankings, all of which assess the competence and reliability of legal professionals. The team assists clients in Brazil and abroad in all areas of business law, including agribusiness, antitrust and competition, arbitration and mediation, basic sanitation, capital markets, compliance, consumer and product liability, contracts, corporate law/M&A, data protection, dispute resolution, energy, entertainment & media, environmental and sustainability, ESG, gaming & betting, intellectual property, international trade, labor, life sciences & healthcare, public law and regulatory, real estate, restructuring and insolvency, startup hub, sports, tax, telecom, timberland, union relations and collective negotiation, wealth and succession planning, and white-collar crimes.



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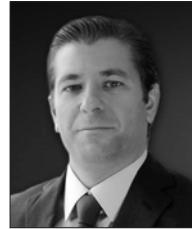
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Renato Coelho



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Fabiano Milani



Alessandra Zequi



Mariana Saragoça



Paola Carrara

POSITIONING

Stocche Forbes is a full service firm formed by attorneys with extensive experience advising Brazilian and foreign entities doing business in all economic sectors in Brazil. The firm's teams are equipped to handle the most complex and sophisticated legal issues impacting their clients' activities.

Stocche Forbes is structured to ensure the rendering of its services with intensive partner involvement, and with teams which offer the ideal combination of attorneys and expertise for each specific matter.

Stocche Forbes strives to form long term strategic relationships with its clients, forged on the trust that the firm will provide services at the highest standards of efficiency, responsiveness, quality and ethics, proactively seeking to identify and understand the issues that are relevant to the clients' business, and offering creative and practical solutions.

Central to the firm's vision and values is a collaborative and open working environment which encourages the attraction, retention, motivation and development of attorneys.

BUSINESS

- Anti-corruption Compliance and Corporate Investigations
- Antitrust
- Banking and Finance
- Capital Markets
- Consumer Law and Product Liability
- Corporate Litigation, Dispute Resolution and Prevention
- Corporate Mergers & Acquisitions and Post M&A
- Environmental and Climate Risks
- Infrastructure
- Insolvency and Restructuring
- Labor and Employment
- Privacy, Data Protection and Technology
- Private Equity and Investment Funds
- Project Finance
- Public Law
- Real Estate
- Sustainable Finance and ESG Investments
- Tax

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Luís Claudio Gomes

POSITIONING

For more than six decades, Ulhôa Canto Advogados (“UC”) has been known as a benchmark firm in providing the highest quality of legal advice. UC stands out because of its key participation in several of the most relevant and complex transactions both in the domestic and international markets.

Founded in 1959, the firm is recognized for its commitment to provide pioneer and innovative solutions, exercising a tailor-made legal practice that combines knowledge, experience and creativity. As a boutique firm with presence in Rio de Janeiro, São Paulo and Brasília, we are not, and do not aim to be, the largest law firm measured by number of lawyers. Our commitment is to help our clients with their most challenging matters and offer original and groundbreaking solutions.

Recognized as one of the top corporate and M&A firms in the country, UC has provided assistance in some of the most relevant transactions in Brazil over the past decades. We have played a key role in the privatizations that took place in Brazil during the 1990s, and we actively participated in the wave of M&A transactions that followed, including many cross-border deals spearheaded by Brazilian companies seeking to gain access to international markets. Since then, our firm has assisted clients on a full range of public and private transactions in sectors such as food and beverages, retail, steel, real estate, finance, technology, education, oil & gas, construction, and energy.

We also take pride in being one of the very few firms in Brazil with the capability of deeply understanding both the corporate and the tax aspects of a transaction, which often give rise to direct financial or economic benefits to our clients. We trace that characteristic back to our firm’s DNA: our founding partners personally contributed to the creation of the current Brazilian taxation system and instilled a culture of excellence that led to UC being repeatedly identified as an outstanding tax advisor in Brazil.

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BUSINESS

- Tax
- Corporate Law and M&A
- Electric Energy
- Telecommunications
- Oil & Gas
- Mining
- Sanitation
- Real Estate
- Wealth & Estate Planning
- Aviation
- Banking and Finance
- Project finance
- Administrative Law
- Competition & Antitrust
- Consumer Protection
- Compliance
- Arbitration
- Environmental Law
- Entertainment and Sports
- Investment Funds
- Restructuring and Insolvency
- Venture Capital

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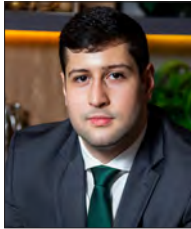
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Roberto Tamer Xerfan Jr.



Leonardo Xerfan



Thiago Barbosa Bastos



Arthur Cruz Nobre



Raul Fraiha



Thiago Araújo Pinheiro Mendes



Fábio Luis de Araújo Rodrigues

POSITIONING

The office started its activities, with its founder, in February 1999, being enrolled in 2004 in the OAB as a Society where it continues to offer a personalized legal service, from the initial diagnosis to the final outcome. Years of working have given us the experience and knowledge necessary for our customers to feel confident and satisfied with the provision of a qualified service. The office also has the most advanced technology, from process management A.I. programs to the innovative mobile app by Xerfan Advocacia S/S that allows, among other features, the client to monitor their processes in real time. The firm is also Appropriate and certified processes aligned with LGPD (General Data Protection Law) and ESG (Environmental, Social, and Governance).

Mission: We carry the mission of innovating the legal environment by bringing legal solutions, in order to avoid litigation and deliver practical results to our clients.

Vision: We have the vision of a dynamic, contemporary office, so we are always looking for new technologies that can help in the fast and effective delivery of results.

Values: We are committed to forming alliances, as relationships with our clients are not broken with the end of a dispute, but crystallized over time.

BUSINESS

Business

- Corporate partnership;
- Bankruptcy and judicial recovery;
- Business contracts;
- Credit titles;
- Industrial property;

Civil

- Obligations;
- Civil Liability;
- Contracts;
- Family;
- Successions;

Labor

- Employment contract;
- Contractual resolutions;
- Working journey;
- Salary parity;
- Collective bargaining;

Real Estate & Registration

- Buying & Selling;
- Renting & Location;
- Possessory & Petitionary actions;
- Neighborhood rights;

Government

- Public administration contracts (Federal, State & Municipal);
- Audit Office;
- Defense in disciplinary administrative proceedings;
- Licitiation;

Tax Law

- Litigation;
- Consulting;
- Compliance;
- Due Diligence.

Mining Law

- Regulation
- Administrative Licensing and Granting Processes;
- Defense in infringement notices;
- Administrative liabilities;

Environmental Law

- Administrative Licensing and Granting Processes;
- Defense in infringement notices;
- Judicialization of claims arising from administrative proceedings;

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Alfonso Álamos



Felipe Alvarez



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Mario Aldunate



Benjamín Pumpin

POSITIONING

Alamos, Álvarez & Aldunate Abogados is a young law firm seeking to provide outstanding legal advice and personalized service, with innovative and timely solutions for our clients' needs.

Our goal is to work with our clients in their projects and contribute to the success of their businesses. We have highly qualified lawyers with extensive experience in various fields and industries, which allows us to provide comprehensive advice and to add value to our clients' projects.

Our services include various areas related to business, focusing mainly on real estate, capital markets, corporate, investment funds, M&A, litigation, venture capital, compliance and labor, among other matters.

BUSINESS

- Real Estate, Urban Planning, and Construction
- Capital Markets and Investment Funds
- Corporate and Tax Law
- M&A and Financing
- Venture Capital and Entrepreneurship
- Labor Law
- Agribusiness
- Compliance

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Partner



Martín Mois
Partner



Lucas del Villar
Partner



Cristian Reyes
Partner

POSITIONING

Aninat Abogados is a corporate and business law firm with more than 20 years of experience, recognized for its extensive national and international experience in corporate and transactional matters, which integrates a set of strong specialty areas linked to business and provides services to public and private entities, with a selected client portfolio that are leaders in their industries.

The firm's clients are national and international companies and business entities. Some of the industries in which we have relevant participation and proven experience in the market are Services, Retail, TMT, Fintech, Private Clients, Automotive, Real Estate, Natural Resources, Agribusiness and Food.

The commitment to the clients consists of fully supporting them when it comes to designing and consolidating their projects, defending their interests and obtaining results in their businesses. The partners are deeply involved as they think about the problems and requirements of the clients as if they were their own, contributing with a business vision and in-depth knowledge of the rules of operation of the market, which goes far beyond what traditional legal services usually offer.

Aninat Abogados is not, and does not aspire to be, the largest firm in the market, measured in number of lawyers. The firm's goal is to be the law firm the clients turn to for their most challenging legal issues, transactions, and disputes. The structure allows the attorneys to adopt flexible and economically efficient schemes. The structure of the firm is an output of the firm's strategy, grounded in the commitment to combine agility and depth, adding value to the clients' operations.

The team of partners and senior counsels serves the clients directly, contributing their experience, criteria, knowledge and vision in each of the matters in which they are involved, adding value through tailor-made solutions, adjusted to each reality and contingency. In this way, the firm establish personalized, trustworthy and lasting relationships with the clients. Aninat Abogados team is made up of partners, senior counsels and associates, subject to the strictest ethical standards and linked to the legal community, academia and the most relevant forums of their respective specializations in Chile and abroad. All of them are recognized players in the legal and business community. The partners teach in the most prominent law and business schools in the country, and actively participates in the most relevant and prestigious business organizations, including the Council of the Chilean Bar Association, the Council of the Arbitration and Mediation Center of the Santiago Chamber of Commerce (CAM), Chilean Institute of Tax Law, International Bar Association; and the International Association of Privacy Professionals (IAPP), among other.

Given the growing regulatory activity in the field of economic crimes, prevention of money laundering, incorporation of new obligated companies, including automotive companies and those affected by the Fintech Law, Aninat Abogados maintains strategic alliances with the consulting and audit firm BDO Chile to provide specialized services to the Fintech industry, and with Regcheq, in order to boost its activities and deliver to their clients proven alternatives for the due fulfillment of their legal duties

BUSINESS

- Corporate Law
- Mergers and Acquisitions
- Family Businesses and Business Groups
- Labor Law
- Tax Law
- Venture Capital and Private Equity
- Fintech
- Capital Markets
- Real Estate and Construction Law
- Project Financing
- Natural Resources and Environment
- Antitrust and Regulated Markets
- Compliance and Anti-Corruption
- Regulation and Public Policy
- Consumer Law
- Privacy and Personal Data Protection
- Intellectual Property
- Technology Transfer
- Litigation and Arbitration
- Reorganizations and Bankruptcy Liquidations

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Jorge Vigil



Pilar González

BUSINESS

- Capital Markets and Securities
- Competition/Antitrust
- Compliance
- Consumer Law
- Corporate and Business Law
- Environmental Law
- Financing
- Labour and Employment Law
- Litigation & Arbitration
- Mergers and Acquisitions
- Mining, Energy and Natural Resources
- Public Law & Regulatory Law
- Real Estate, Urban Planning and Construction Law
- Tax Law

POSITIONING

Barros Silva Varela & Vigil represents a new generation of lawyers committed to providing services at the highest level. In 10 years they have established themselves as a multi-service law firm, participating in the most relevant transactions and matters in the country. Barros Silva Varela & Vigil seeks to support its clients in a comprehensive manner, offering them tailor-made legal strategies. The firm carefully select the assignments that undertake, in order to ensure the provision of an excellent service, in times that adapt to the client's deadlines and needs.

Corporate and M&A: The firm has a team specially dedicated to provide general corporate advice to its clients, both national and foreign, who set up and operate in the country, offering legal assistance in all aspects related to the operation, its contractual relationships, reorganisations, merger and acquisitions in all phases of the process, transformations.

Real Estate Law: The firm has an experienced team of lawyers dedicated exclusively to advising clients in all stages of real estate development projects.

Public, Regulatory & Environmental Law: BSVV has a team specially dedicated to regulatory matters and administrative procedures, before different public institutions in tariff regulation, sanctioning procedures, legislative advice, among other areas of public law. BSVV also advises clients in all aspects related to the care of the environment.

Labour & Employment Law: BSVV provides specialised advice to national and foreign companies on all types of legal issues related to human resources and labour relations, addressing collective bargaining processes, labour disputes and litigation and relationships with the authorities.

Mining and Natural Resources: BSVV has a large experience in advising mining companies, both Chilean and foreign, in all stages of the project and its implementation, to the exploration phase, the start of its activities and full operation, until the end of its useful life with the site closure.

Competition/Antitrust: BSVV has an experienced team that advises and represents companies, institutions and individuals in competition matters, including preventive advice, investigations before the National Economic Prosecutor and proceedings before the Court for the Defence of Free Competition and the Supreme Court in a wide range of matters, including cases of abuse of dominant position and collusion. The Firm's practice includes the design and implementation of compliance plans, internal audits and investigations, and merger control proceedings.

Litigation and Arbitration: Specialized advice in the prevention and resolution of complex disputes in commercial, civil, economic, constitutional, securities, corporate governance, consumer (class actions) and international trade (antidumping, safeguards and countervailing measures) matters in the most diverse markets and activities.

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Pablo Gutiérrez



Luis Alberto Cruchaga



Tomás Pérez



Alina Bendersky



Feliciano Tomarelli



Francisco Ducci



Andrea Abascal



Manuel Bernet

POSITIONING

Bofill Mir Abogados has built a multidisciplinary firm backed by more than 30 years' of experience in the practice of law and the work of a team of specialized lawyers with training based in excellence.

The delivery of comprehensive legal services in the different areas of law combines with their international experience, understanding of the different industries and business perspective. The trust and continuity of their clients – local and international, public and private companies – and the recognition of the main legal rankings are palpable evidence of Bofill Mir Abogados' professional standards.

In this new stage, with a renewed perspective, they continue advising their clients to navigate increasingly demanding markets and regulatory environments, while moving forward at the pace of the new dynamics of the legal industry.

BUSINESS

- Corporate / M&A
- Capital Markets
- Real Estate, Infrastructure and Construction
- Banking and Finance
- Project Finance
- Restructuring and Insolvency
- Mining and Natural Resources
- Labor and Employment
- Tax
- Public Law, Regulated Markets and Life Sciences.
- Intellectual Property, Data and Technology.
- Litigation.
- Competition and Antitrust.

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Eduardo Martin



Tomás Varela

POSITIONING

Carey has extensive experience advising clients on all stages of real estate projects, including industrial, mining and energy projects, shopping centers, office, and residential buildings, as well as hotels, casinos, housing for agribusiness, ecological conservation parks and educational centers. Carey's expertise covers financing, titles revision, land purchasing, permitting, hiring architectural services, construction works and sales or leases.

The firm also advises clients on drafting, negotiating, and closing lease agreements, such as long-term contracts for the retail industry and the development of infrastructure projects, portfolio securitization and real estate asset management.

In addition, Carey advises on corporate and tax structure of projects and dispute settlements.

BUSINESS

- Real Estate

CONTACTS

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Jaime Carey



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Jorge Ugarte



Francisco Guzmán



Cristián Figueroa



Patricia Silberman



Alejandra Daroch



Jaime Carey Jr.

POSITIONING

Carey is a market leader in structuring mergers and acquisitions and has been consistently highlighted by important publications in this area. Carey advises a wide range of clients, such as multinationals, funds and foreign companies investing for the first time in Chile, along with local and Latin American companies expanding their businesses throughout Chile and the region.

Carey advises clients in all aspects of the negotiation process, including the efficient structuring of taxes related to the transaction, investment financing, advising on corporate governance, establishing collaborative agreements between companies such as joint ventures and strategic alliances and the development of business relationships between the different parties involved in a project.

The firm has expertise in all kind of mergers and acquisitions, such as takeovers through public offerings, minority share purchases, acquisitions of companies or asset packages in various jurisdictions, private equity transactions, challenges faced by businesses in regulated industries and company or asset purchases in insolvency or reorganization scenarios.

Carey advises public and private companies (of different sizes and industries), shareholders and investors, managers, boards of directors and board committees, on a full range of corporate governance matters, including compliance under local law and best practices; shareholders agreements; governance policies; corporate purpose and responsibility; related party transactions; board and committee composition and processes; board evaluation, succession and removal processes and policies; new director orientation; executive compensation planning and disclosure; reporting and disclosure, and crisis management.

BUSINESS

- Corporate Law
- Mergers & Acquisitions
- Private Equity

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**Ricardo Ihnen
Becker**



**Andrés Correa
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POSITIONING

Founded in 2024 by Ricardo Ihnen, Andrés Correa, Guillermo Malatrassi, and Tzu-Hsin Shen, ICMS Abogados, all former partners from Eluchans Abogados.

Ihnen, Correa, Malatrassi and Shen continued with their practices as a new firm ICMS Abogados while retaining the core values and commitment to quality that defined the previous firm and embarking on a strategic path towards substantial growth. ICMS Abogados has seen the retention of the majority of the partners, lawyers, staff and clients. This continuity ensures that ICMS Abogados maintains the deep-rooted professional relationships and expertise developed over many decades in the legal industry.

While maintaining the hallmark of personalized service that clients have come to expect, the firm is actively expanding its team, practice areas, and client base. This strategic growth is aimed at meeting the increasingly complex and diverse needs of national and international clients. By building on its strengths in key areas such as Corporate M&A, Real Estate, Mining, and Infrastructure, ICMS Abogados is positioning itself to provide comprehensive legal solutions across a broad spectrum of industries.

Strategic Vision

ICMS Abogados aims to be a leading full-service law firm by expanding its range of services and deepening its expertise across all major legal disciplines. The firm plans to grow its team by attracting top talent and fostering the development of its associates to ensure the highest level of service for its clients. With a strategic focus on key growth areas, ICMS Abogados is well-positioned to become a top-tier law firm, offering tailored solutions to both national and international clients.

BUSINESS

ICMS Abogados offers expertise in a wide range of practice areas, including:

- M&A and Corporate.
- Real Estate.
- Banking & Finance.
- Mining.
- Tax.
- Labor.
- Private Wealth.
- Foreign Investment.
- Infrastructure and Concessions.
- Compliance.
- Dispute Resolution.

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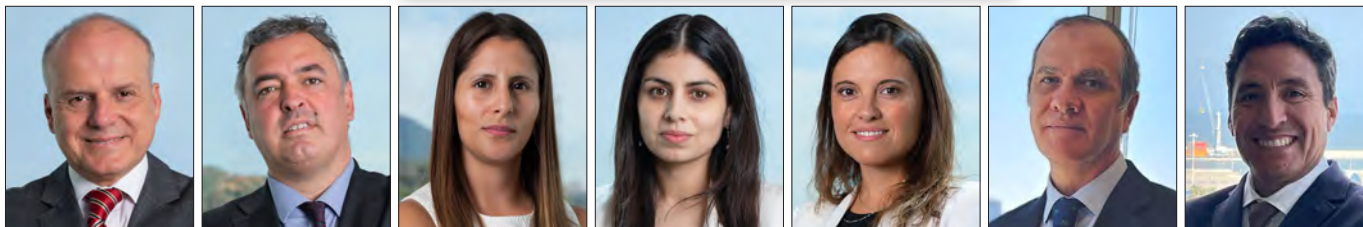
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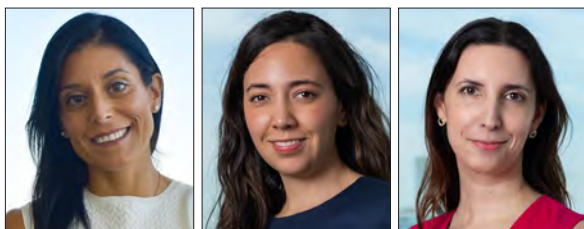
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Silvia Morales

Catalina Parker

Jose Castro

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Tamara Oyarce

Constanza Galaz

Claudia Quappe

POSITIONING

At LMA | Lagos Maclean Abogados, we bring together a team of distinguished lawyers with extensive professional experience. Our attorneys are committed to continuous learning and skill enhancement, working in a collaborative, dynamic, and versatile environment. We are a medium-sized law firm known for our innovative approach, responding to our clients' needs with assertiveness and flexibility. Our team seamlessly combines expertise, efficiency, and enthusiasm to deliver top-tier legal services.

Our headquarters are strategically located in Santiago de Chile's premier business district, ensuring we are at the heart of the nation's commercial activities. We also maintain a strong presence in Antofagasta, Puerto Montt, and Punta Arenas, with each office featuring state-of-the-art infrastructure, a dedicated team of lawyers, and comprehensive support from our main office in Santiago.

In addition, LMA | Lagos Maclean Abogados extends its services to over 20 countries worldwide through the ALL network (Legal Alliance of Law Firms). Our primary areas of practice encompass a wide range of sectors, including construction, real estate, retail, finance, telecommunications, technology, energy, education, insurance, financial services, fintech, international trade & investment, and mining. This diverse expertise enables us to effectively address the unique legal and strategic needs of industrial and commercial enterprises across various industries.

At LMA | Lagos Maclean Abogados, we are dedicated to providing exceptional legal counsel and representation, always prioritizing our clients' best interests and adapting to the ever-evolving legal landscape.

BUSINESS

- Corporate Law
- Real Estate
- Labor

OFFICES

- Santiago
- Antofagasta
- Puerto Montt
- Punta Arenas

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Paulo Larrain
Managing Partner



José Pablo Dulanto
Managing Partner

POSITIONING

NLD, established in 2007, is a leading law firm in the Chilean legal market, with a global perspective, formed by outstanding lawyers in their different areas of expertise, and who are committed to perform work of excellence that meets the highest ethical principles.

NLD has a highly recognized M&A practice advising strategic buyers and/or sellers and/or private equity funds in the purchase and sale of companies and/or assets, either in competitive procedure and/or in bilateral negotiations.

NLD also has extensive experience in Project Finance, syndicated and bilateral loans, advising creditors, debtors and/or sponsors, and in Capital Markets transactions.

NLD also advises on judicial, arbitration, restructuring, labor and regulatory matters.

BUSINESS

- M&A
- Finance and Capital Markets
- Corporate Law
- Litigation, Arbitration and Restructuring
- Labor and Employment Law
- Regulated Markets

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Álvaro Parra



Josefina Escobar



Juan Francisco Ready

POSITIONING

OCL provides services in different areas, keeping a global view and the objectivity and closeness of an advisor. OCL is an independent firm, with connections with law firms in the main countries.

Corporate

The Corporate Area satisfies the needs of clients in various industries. The impacts of development and more specific regulation require an ongoing search for solutions and alternatives to a wide variety of challenges. Our services include M&A, reorganizations and legal representation.

Tax

The Tax Area provides counseling in all stages of the businesses, to achieve an efficient tax management while ensuring compliance with the law at all times. OCL has ample experience in international taxation, to address both foreign investment in Chile and Chilean investment abroad.

Labor and Immigration

The labor Area stands out for its refined knowledge of current labor legislation, which is applied daily according to the line of business of each client. Our advice focuses mainly on labor consulting, immigration, collective bargaining and labor litigation.

Litigation

Our litigation Area brings alternatives available to solve complex conflicts but also day to day difficulties of our clients. The analysis and strategic design provided by OCL always comprise the main civil and commercial aspects of the conflict. OCL also deals in regulatory, and consumer's law litigation.

Government, Regulatory and Administrative

Our Public, Regulatory and Administrative Law Area offers advice on regulatory compliance and procedures before government authorities. OCL has considerable experience in presentations before the Comptroller General of the Republic, processing all kind of authorizations from authorities, and providing counsel in different type of regulatory issues.

Real Estate

OCL has ample experience in industrial, commercial and residential real estate projects, from the planning, construction and commercialization stages of it. Likewise, we advise on contractual, civil or commercial matters related to real estate.

BUSINESS

- Corporate Practice
- Litigation
- Tax Practice
- Labor and Immigration Practice
- Government, Regulatory and Administrative Practice
- Property Practice
- Judicial Services

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 Top Advisors Directory
LAW FIRMS

 Country
CHINA



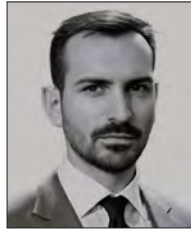
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Matthieu Bonnici



Chris Chou



Julien Beretta

POSITIONING

Founded by lawyers with over a decade of practice at top US firms in China, BLF Law Group is a French law firm understanding the specifics of the Chinese and Asian legal environments.

We have grown our legal practice beyond the traditional commercial and corporate fields to capture our clients' needs in dealing with legal issues raised by the new economy.

Corporate & Commercial

We advise companies and entrepreneurs on the structuring and restructuring of their business in China and in Asia.

Our experience notably includes the registration, reorganization and liquidation of companies in the region, as well as the drafting and negotiation of cooperation and commercial contracts. We also advise clients on employment matters.

Fundraising

Entrepreneurs have options when it comes to raising funds for their business. We advise our clients about the various benefits and liabilities of these financing options, helping them to make the most informed choice. From understanding the various mechanisms used to raise money to the pros and the cons associated to each of them, we counsel entrepreneurs and fast-growing companies on friends and family rounds, seed rounds, Series A, Series B, and beyond.

Strategic Partnerships

We help businesses of all sizes across a range of sectors set up strategic partnerships and joint ventures, allowing our clients to enter or expand into new markets, develop new products or reinforce relationships between suppliers and customers.

Regulatory & compliance

Regulatory environment in China is constantly evolving across all sectors. As transparency rises in importance and the costs of non-compliance with laws and regulations increase, investors – no matter their industry – need to adapt to these new trends.

Data Privacy, Cybersecurity & Technology

The protection of sensitive data – from personal information to trade secrets to classified information – that organizations create, maintain and process is increasingly vital to business operations and risk management.

OFFICES

• REGIONAL REACH

Be it directly or through our partnerships, we accompany enterprises of all sizes in the context of their operations and legal issues in major Chinese business centers.

• SHANGHAI

3/F,7508 South Hunan Road, Pudong New District, Shanghai

• HONG KONG

Unit 908, Prosperity Millenia Plaza, 663 King's Road, Quarry Bay, Hong Kong Island, Hong Kong

• GUANGDONG

6/F, Two AIA Financial Centre
1 Denghu East Road Guicheng,
Nanhai District, Guangdong, P.R.

• PARIS

15 rue de Marignan
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BUSINESS

- Corporate & Commercial
- Fundraising
- Strategic Partnerships
- Regulatory & Compliance
- Data Privacy, Cybersecurity & Technology

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POSITIONING

Local practice with international standards.

Leaf provides support to business leaders in every steps of their cross-border transactions and their commercial operations with China.

We are a cross-cultural team of corporate and M&A lawyers and one of the strongest Sino-European team in China. Our team also includes talents with backgrounds going from legal to finance, from negotiation to technology.

Each member of our team is familiar with cross-border transactions. We work as a bicultural team to provide efficient solutions to manage complex transactions in a changing legal and business environment.

Our firm has received multiple awards for its cross-border activities.

We guarantee the additional personal attention and hands-on executive involvement to our clients.

BUSINESS

M&A Transactions

- Management of Due-Diligence Operations
- Provision of restructuring options before the transaction
- Complex negotiations with private partners or state-owned partners
- Transfer of state-owned assets or privately-owned assets
- Preparation of multilingual transaction documentation
- Management of filing process with relevant authorities and closing operations

Joint-Venture

- Structure the Joint-Ventures transactions
- Background checks on potential partners
- Secure land-use rights for industrial project
- Setting up of Joint-Venture vehicles
- Management of closing obligations with various government authorities

Funding and private equity

- Structure the financing operations
- Design the strategy for capital raising and venture capital
- Negotiate term-sheets and transaction documentation

Commercial Law & Intellectual Property Rights

- Negotiate efficiently main commercial contracts
- Protect and monetize intellectual property
- Establish online and offline distribution networks
- Mapping IP rights and defining IP strategy
- IP Enforcement
- Customs Surveillance

Employment Law

- Employment restructuring operations and employment due diligence
- Structure management packages and incentive packages
- Action plan to deal with individual and collective employment relationships

Compliance

- Cyber security (Tech & Legal experts)
- Executive Liability
- Compliance program & Crisis management
- Corporate Social Credit
- Anti-corruption audit
- Anti-competition

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José Ignacio García



Mauricio García

POSITIONING

Our firm is exclusively dedicated to the needs of the aviation and maritime industries. We are a cohesive and consolidated team of the highest human and professional quality. We are thus able to provide services rigorously, proactively, reliably and efficiently, coherent with the level demanded from a specialised firm and a sophisticated practice.

Throughout our history, we have been instructed by insurers and foreign law firms to represent insurers, aircraft operators and manufacturers, airport operators and maintenance and repair organisations in their defence against claims related to the aviation operation.

As of 2013 we have also represented various air carriers in their civil and administrative litigation with regards to claims filed by passengers and the administrative proceedings related thereof. We have also acted on behalf of the airline industry in high-impact litigation.

From the regulatory perspective, in addition to providing advisory services to multiple clients in Colombia, we have represented various air carriers in obtaining their operating licences. We have also advised aircraft lessors and financiers in their transactions related to the Colombian jurisdiction, and represented them in complex aircraft repossessions.

Setting aside the above, our maritime practice has been carefully tailored to understand the legal challenges of the main actors of this industry. Amongst others, we have been instructed by insurers and ship agents to assist and advice on claims related to container demurrage, liability arising out of the carriage of goods by sea, charter-party agreements, liability of port terminals, liability arising out of maritime casualties and advisory on maritime law in regards with multi-modal carriage issues.

CONTACTS

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BUSINESS

Within the aviation and maritime industries:


- Dispute resolution
- Insurance
- Civil and State liability
- Consumer protection
- Regulatory

 Top Advisors Directory
LAW FIRMS

 Country
COLOMBIA



**MARTÍNEZ
QUINTERO
MENDOZA
GONZÁLEZ
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Camilo Martínez



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Julián Solorza



María Claudia Martínez



Nicolás Polanía



Sebastián Lora



Sergio Rojas



Camila del Villar



Felipe Aristizábal



Laura Galeano



Lucas Arboleda



Olga Lucía Ramírez



Darío Laguado



Johanna Cajigas



Juan Pablo Amaya



Sergio Londoño

POSITIONING

Martínez Quintero Mendoza González Laguado & De La Rosa is focused on advising clients in highly complex and high-profile transactions regarding M&A, Banking & Finance, Tax, Fintech, Private Equity, Search Funds, Start-ups, Project Finance, Capital Markets, Antitrust, Labor & Employment LaW, Intellectual Property, Regulatory and Litigation, Real Estate and Restructuring, among many other fields.

We are a leading Colombian law firm with more than 20 years of experience, recognized by prestigious legal national and international publications as a top tier firm in the country. We handle matters in virtually every country in the region, spanning every industry sector in which our clients operate. As the demand for legal assistance throughout Latin America grows, Martínez Quintero Mendoza González Laguado & De La Rosa continues to expand its presence in the region with a truly multi-disciplinary practice.

BUSINESS

- Banking & Finance Law
- Capital Markets Law
- Compliance
- Competition Law & Consumer Protection
- Corporate Law
- Corporate Law and Corporate Governance
- Crisis Management
- Customs Law &
- Foreign Trade
- Data Protection
- Energy & Natural Resources
- Environmental & Sustainable Development Law
- Infrastructure & Transportation, Projects and Public Law
- Insurance & Torts
- Intellectual Property
- International Arbitration
- Labor & Immigration Law
- Litigation & Arbitration
- Mergers & Acquisitions (M&A)
- Oil & Gas
- Real Estate Law
- Restructuring & Insolvency
- Tax Law

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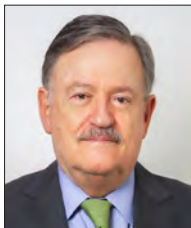
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LAW FIRMS

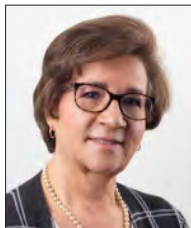
 Country
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**Augusto Figueroa
Sierra**



**María Margarita Parra
Gómez**



**Bernardo Rodríguez
Ossa**



**Álvaro Parra
Gómez**

POSITIONING

With over 35 years of experience in the Colombian legal market, Parra Rodríguez Abogados (PRA) is known for solving complex matters with pragmatism and with complete though simplified and ethical solutions that exceed our clients' needs.

Our diverse team is our greatest asset: a mix of experienced professionals and young talents which lets us tackle modern challenges with fresh ideas.

We have extensive knowledge and understanding of the economic, political and social issues, which allows us to successfully anticipate challenges and mitigate risks. As a result, we have built long-lasting and successful relationships with national and foreign clients from different economic sectors.

Our Firm is committed to sustainability, innovation, diversity, inclusion, and the protection of human rights. We are proud to be the first and only Colombian law firm to have received the Friendly Biz seal from the Colombian Diversity Chamber of Commerce.

Tax: We advise our clients on tax matters, assisting them in the design of efficient, legal, and responsible structures. Our services include permanent advice on national and local taxes, tax planning and implementation of tax-efficient structures, interpretation and application of double taxation treaties, tax assistance in mergers, acquisitions, and restructurings, tax compliance through strategic review and preparation of tax returns, due diligence in tax matters, advice in drafting responses to tax authorities' information requests, and litigation before governmental and judicial administrative jurisdictions.

M&A: In the mergers and acquisitions practice area, we provide legal assistance to our clients in their M&A transactions, ensuring legal assurances from a commercial and pragmatic perspective. Our services include preparation, legal structuring, and negotiation of local and cross-border M&A transactions; drafting, negotiation, and structuring of Colombian companies' share and asset acquisition deals; negotiation and preparation of shareholders' agreements; spin-offs and reorganizations of companies; structuring of cooperation agreements, such as joint ventures; managing open contracting processes of public, mixed, and private companies; and organizing and preparing due diligence.

Banking & Finance: In the finance and banking practice area, we assist our clients in their local and international transactions, including structured finance, syndicated loans, and project and equipment finance, among others. Our clients are local and international banks, issuers, investment banks, export credit agencies, and international leasing companies. Our services include legal assistance in the following matters: local and international credit transactions, legal structuring of projects with local and international financing, drafting and negotiation of credit, leasing, insurance, reinsurance, guarantee, mortgage, movable guarantees and settlement agreements, restructuring and debt renegotiation agreements, financing of ships, aircraft, aircraft engines, and other mobile equipment, assistance in asset securitization, drafting of international interests under the Cape Town Convention, structuring, negotiation, implementation, and registration of secured transactions, capital markets transactions, and fintech transactions, including crowdfunding and peer-to-peer lending.

Labor: Our labor team specializes in labor law counseling and litigation for corporate clients. We provide tailored advice on labor matters, draft HR documents, manage compliance with labor regulations, and handle contract terminations and disciplinary proceedings. We support clients with employee reinstatement, internal labor regulations, labor due diligence in M&A transactions, social security compliance, and administrative proceedings before the Labor Ministry. Additionally, we assist with occupational health and safety standards, workplace harassment claims, and the hiring and immigration of foreign employees in Colombia. Our proactive approach ensures anticipation to regulatory changes and timely updates for our clients.

BUSINESS

- Aviation
- Finance & Banking
- Tax
- Foreign Exchange
- M&A
- Labor
- Immigration

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BUSTAMANTE FABARA



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José Rafael Bustamante C.



Juan Felipe Bustamante



María Rosa Fabara



Rafael Valdivieso



Juan Carlos Bustamante



José Rafael Bustamante E.



Pedro Gómez de la Torre



Kirina González



Andrés Becdach

POSITIONING

BUSTAMANTE FABARA, with over 125 multidisciplinary attorneys and a dedicated team of +190 professionals, offers extensive legal solutions both locally and internationally across 24 practice areas.

Mergers & Acquisitions: The legal team, consisting of 14 lawyers, has extensive experience in representing various parties in a wide range of operations, including mergers, divisions, associations, public and private share offerings, reorganizations, and other restructuring forms. The team assists clients in finding strategic partners and provides comprehensive support in mergers and acquisitions. They offer innovative legal tools and strategies to minimize legal risks and ensure successful negotiations, leveraging their deep knowledge and experience in M&A processes. Some clients include Mitsui & Co., Primax, Saint-Gobain, Talanx, and more.

Energy & Environment: Composed of 6 skilled lawyers, the Energy & Natural Resources team advises on environmental compliance for projects in the oil, mining, and energy sectors. They represent multinational companies, defending their interests against regulatory and private challenges. The team monitors business opportunities, new projects, and privatizations in Ecuador's liberalizing market. Noteworthy clients include Gran Tierra Energy, Solaris Resources Inc., Orion Energy, Minera Cumaratza S.A., and many more.

Real Estate: The Real Estate Division at BUSTAMANTE FABARA aims to provide comprehensive legal support throughout the entire lifecycle of a real estate project, ensuring that every process—from implementation to liquidation—is executed in a timely, organized, and efficient manner. The division offers specialized advisory services in three key areas: Real Estate Structuring, which focuses on the preliminary analysis and viability of projects; Licenses and Authorizations, leveraging strategic alliances with professionals to secure necessary permits; and Contractual and Financing, where clear and concise contracts help minimize risks for developers and promoters.

BUSINESS

- Incorporation of Companies
- Mergers & Acquisitions
- Merger Control
- Dissolutions and Liquidations
- Planning of Corporate Structures and Business Groups
- Structuring Transactions
- Formation of Consortiums or "Joint Ventures"
- Due Diligences
- Corporate Governance
- Environmental licenses and permits
- Environmental concessions
- Acquisition of oil and mining rights
- Environmental law
- Constitution of consortiums
- International obligations
- Real Estate Structuring
- Licenses and Authorizations
- Real Estate Contracts

CONTACTS

Legal Team (Partners)

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Manager

María Rosa Fabara: mrfabara@bustamantefabara.com

Marketing and Communication

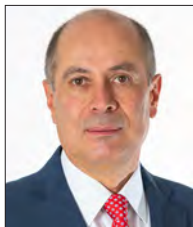
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 Top Advisors Directory
LAW FIRMS

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María del Mar Heredia



Gabriel Santelices



Valeria Rosero



Santiago Paz

POSITIONING

No matter the industry, need or business objective, Dentons Paz Horowitz robust legal Corporate and M&A team have the experience to provide integrated strategic business advise to their clients in local and global markets.

With Dentons' global reach as a strength and advantage in the local market, the lawyers from the Corporate and M&A team count with years of experience to help businesses needs through a collaborative and forward-thinking approach, working side by side with the tax and accounting and other areas to find viable solutions to issues that otherwise could be deal breakers.

The team specializes in advising incoming foreign investors, choosing the right corporate and tax structure for every situation, providing a practical approach to the clients' needs based on their jurisdiction and interests.

The area provides legal advice to a wide range of sectors such as aviation, real estate, floriculture, distribution companies, pharmaceutical, retail, telecommunications, removable energy, oil and mining, importation and distribution of vehicles, among others.

Their services comprise a broad range of business and commercial transactions, including corporate restructures, incorporations, regulatory monitoring, acting as attorney-in fact, legal advising on corporate compliance, mergers, demergers, bylaw reforms, capital increase, etc.

Some of the department unique qualities are the complete understanding of the financial business side, not having a problem to analyze accounting or financial issues, and its innovative and preventive solutions to obtain effective results.

Some of the key matters on which Dentons Paz Horowitz is highly recognized within the legal community, is in negotiation, M&A, international contract drafting and corporate/tax restructuring.

BUSINESS

- Corporate – Commercial
- M&A
- Labor and Employment
- Real Estate
- Tax
- Mining
- Oil & Gas
- Energy
- Aviation
- Immigration
- Telecommunications

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 Top Advisors Directory
LAW FIRMS

 Country
ECUADOR

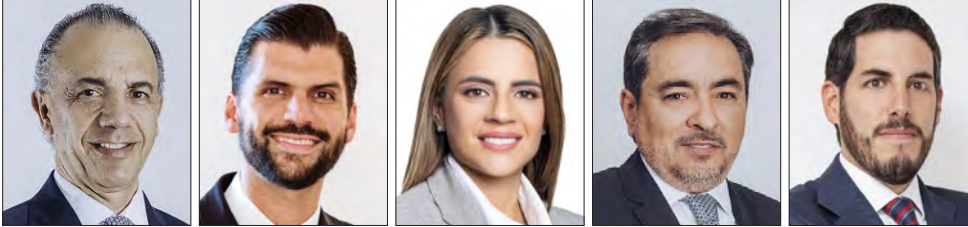
LEXVALOR

ABOGADOS

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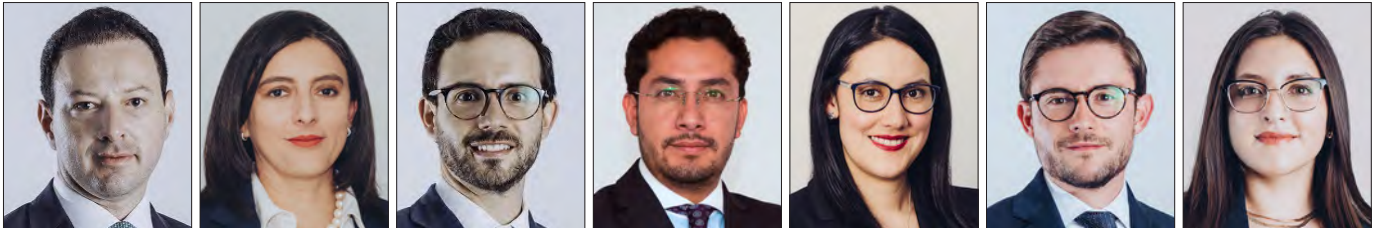
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Fabricio Dávila

Gabriela Guzmán

Héctor Barahona

Juan Francisco Almeida



Luis Marin Tobar

Margoth Chiriboga

Ricardo Peñaherrera

Iván Plascencia

María Pia Rivadeneira

Marcelo Morabowen

Ángeles Aguinaga



Erika Irigoyen

María Elisa Loor

Mariela Camacho

Tamía Guamán

POSITIONING

LEXVALOR Abogados has positioned itself as a sophisticated player in the local market and within the top five full-service firms in the country in size and revenue. This position has heightened the firm's experience and credentials and allowed us to participate in complex and key transactions and corporate advisory services to renowned national and international corporations.

Among the services provided by LEXVALOR, areas of steady incremental growth include:

Mergers and Acquisitions: Our team has consolidated its M&A practice through a sustained role in key transactions on both the buy and sell sides, advising local and international clients. The corporate team works closely with our competition practice to adequately assess the competition aspects of our M&A practice, including merger control, non-compete provisions, and other restraints subject to competition/antitrust rules in Ecuador.

Corporate Advisory Assistance: LEXVALOR has a deep its practice into structuring business entities that mitigate tax contingencies and optimize investor resources. As a firm, we have consolidated our corporate, tax, and fiduciary practices to deliver innovative cost-efficient products to investors.

The practice has developed around the creation of Simplified Joint Stock Companies that constitute a relatively new type of structure in Ecuador, which have allowed a modernization of corporate law. There have also been many corporate restructuring processes through foreign entities, especially for software companies that have sought to internationalize in different markets. Our corporate area has advised in all these structuring of new businesses and internationalization of existing ones.

BUSINESS

- M&A (public bids and acquisitions, including LBOs, MBOs, reverse buyouts)
- Share transfers
- Spin – offs
- Joint ventures
- Capital increases and reductions, amendments to bylaws and other corporate acts.
- Shareholders Agreements
- Corporate restructuring
- Winding up process
- Corporate rescue
- Debt / financial restructuring
- Insolvency proceedings
- Good Corporate Governance

OFFICES

- Quito
- Guayaquil

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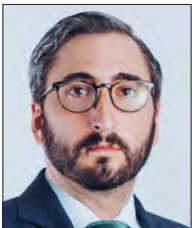
Ángeles Aguinaga



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Marcelo Morabowen



Santiago Aguirre



Cristian Álvarez



Dayana Fuenmayor



Tamia Guamán

POSITIONING

The real estate department is recognized as one of the most versatile and rapidly growing in the country. LEXVALOR Abogados has a strong presence in the real estate sector because of its comprehensive knowledge of the industry. We advise on every kind of real estate project, including construction and infrastructure projects, mall development, out of town housing developments, and all types of commercial projects.

Our value-added services entail working closely with other units in the firm, such as the tax division and the fiduciary unit, to structure appropriate project-specific legal arrangements. We are experts in advising on the overall process and implementation of all manner of suitable structures for project development.

We have extensive and varied experience in negotiations, legal disputes, and arbitration in tenancy and expropriation-related matters and are leaders in providing legal services for construction companies and banks involved in drawing up deeds with third parties acquiring housing and commercial units.

We are experts at subdividing and combining properties and implementing condominium structures, and we have a thorough understanding of the real estate regulations and local ordinances in every canton for implementing condominium complexes and qualifying them as "Special Urban Projects" with the respective local governments.

We have nearly twenty years in real estate practice for the structuring of real estate trusts, we advise from the structuring of the trust business, its development, contribution, construction, and liquidation. We are advisors in this service for the largest trust company in the country with more than one hundred real estate businesses whose constituents are the most prestigious construction companies in the country, the real estate trust practice is developed in the main cities of Ecuador, therefore, our practice covers different jurisdictions.

BUSINESS

- Legal and tax structuring of projects.
- Promotion, investment, disinvestment.
- Financing options and real estate acquisition.
- Construction and real estate development.
- Transfers of ownership.
- Unifications, subdivisions, and partitions.
- Horizontal property declarations and reversals.
- Cadastral updates.
- Termination and liquidation of projects and structures that develop them.
- Regulatory and municipal compliance for the development of real estate projects.
- Design and elaboration of real estate contracts according to the needs of the project.
- Legal advice on real estate risk management.
- Legal-labor advice on labor risk management related to the construction activity.
- Legal advice on natural catastrophic events related to real estate.
- Implementation of condominiums and internal regulations of horizontal property.
- Legal advice on municipal technical legislation and legal support in the categorization of special urban development projects with the respective municipalities.

OFFICES

- Quito
- Guayaquil


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 Top Advisors Directory
LAW FIRMS

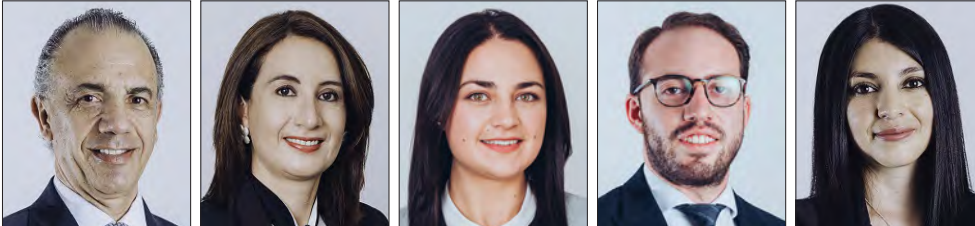
 Country
ECUADOR

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POSITIONING

We provide practical solutions for our clients, focusing on the prevention of disputes with strategic counsel and labor-related structuring, we have a remarkable record of accomplishments in labor litigation.

We are experts in workplace risk and occupational safety, advising on occupational hazard prevention and safety management as part of a team of experts on the subject.

Our legal advice on labor matters is focused on compliance and on the generation of inclusive policies at the labor level, to advise our clients on the implementation of policies and guidelines that prevent and confront situations of discrimination and workplace harassment.

Besides advising our clients on legal matters, we work along with company HR departments to design organization charts, position charts, human resource management, payroll management, authority and discipline management, and strategies to maintain a positive working environment.

We keep abreast of current labor legislation, emphasizing training (in-company and outside) for CEOs, area managers, and department heads as an important tool to prevent labor disputes that might arise from the employee-employer relationship.

We have experience in advising companies with different kinds of core businesses and workers with complex labor relationships, the firm is very active and effective in administrative and labour litigation.

BUSINESS

- Labor compliance.
- Labor due diligence.
- Social security, occupational safety, and labor risks.
- Collective bargaining.
- Internal work regulations, special work schedules and safety regulations.
- Employer's Retirement.
- Administrative complaints before the Ministry of Labor Relations.
- Sponsorship in labor litigation.
- Processes of opening, subrogation, merger and closing of companies and liquidation of workers.
- Labor risk management.

OFFICES

- Quito
- Guayaquil

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**Patricio Peña
Romero**



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Bejarano**



**Juan José
Hidalgo**



**Francisco Larrea
Naranjo**

POSITIONING

With over 20 years of experience in the Ecuadorian legal market, Noboa, Peña & Torres, Abogados stands out for its high standard of professionalism, ethics, and constant search for innovative solutions, which are provided nationwide through its two strategically located offices in the cities of Quito and Guayaquil.

We provide sophisticated legal advice and add value to our clients by delivering high quality legal products and services, with a clear and commercially focused point of view based on a solid understanding of your business.

The firm has in-depth knowledge and experience in complex transactions, involving both national and international matters and is well-recognized for its provision of legal services to clients ranging from Fortune 500 enterprises to entrepreneurs. Clients value the firm's capability to deliver solid, creative, effective and cost-efficient legal advice based on their needs and goals.

Noboa, Peña & Torres, Abogados is also a founding partner of the Ibero-American Legal Network (Red Legal Iberoamericana), an alliance of 14 prestigious Ibero American Law Firms, with 28 offices in 20 countries, having as main objective the creation of business opportunities for clients in those jurisdictions.

BUSINESS

- Administrative Law, Public Procurement and Concessions
- Dispute Resolution
- Arbitration and Mediation
- Banking, Finance and Capital Markets
- Criminal Law
- Compliance
- Competition Law
- Corporate and Commercial
- Energy and Mining
- Environmental Law
- Foreign Trade
- Insolvency and Patrimonial Restructuring
- Intellectual Property
- Constitutional Law
- Labor law and Social Security
- M&A
- Tax Law
- Tourism Law
- Real Estate

OFFICES

- Quito
- Guayaquil

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Gabriel Gallegos



Víctor Murillo



Emilio Aguayo



Rafael Serrano



Diego Palacios

POSITIONING

Robalino Abogados, leaders in our sector, constantly evolving and preparing for the future.

We are a specialized team consisting of lawyers and consultants, constantly seeking to innovate and be on the forefront of new legal and consulting trends.

Currently we have a multi-disciplinary group of more than 200 highly qualified team members, to meet the needs of a demanding local and international market

Our past experience is just the beginning. Our vision is set on new horizons, new markets, and new challenges. We evolve and innovate to continue adapting ourselves to the needs of our ever-changing world.

We strive to be strategic, long-term advisors and “partners” in a safe and trusting environment, intimately understanding the particularities of the industries and businesses of our clients. We customize our tools and systems, using new cutting-edge technologies to allow us to remain leaders in providing professional services, that has local and international experience and recognition.

Our corporate practice covers business and commercial aspects of the day-to-day operations of many of the most well-known local and international companies operating in Ecuador and advises on the country’s most sophisticated and high-profile transactions, many of which span multiple jurisdictions and practice areas.

The corporate team includes professionals who are very well-versed in the best international practices, standards, structures, and documentation required for different kinds of corporate transactions and with a significant emphasis on mergers and acquisitions, joint ventures, private equity, foreign investment, corporate restructuring, bankruptcy procedures, real estate, tax and labor matters.

We also collaborate with the community by supporting different pro bono initiatives.

We continue to grow, our offices are now in five of the most important cities in Ecuador, becoming the Firm with the largest presence in the country.

BUSINESS

- Corporate
- Tax
- M&A
- Finance & Capital Markets
- Foreign Trade
- Transfer Pricing
- Insurance & Reinsurance
- Real Estate
- Energy & Natural Resources
- Mining
- Banking
- Labor

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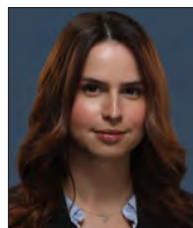
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Yacine Benani



Guilhem Tabard



Julie Baldinger



Albane Perinet-Marquet

POSITIONING

Founded in 1995, Bersay brings together 50 highly-qualified lawyers, with wide-ranging expertise to address the legal needs of businesses.

Its practice covers all of the main areas of business activity, in an advisory capacity as well as in litigation and arbitration, and in both national and cross-border matters. The Firm has experienced significant growth thanks to the sustained trust of its clients, who have built its reputation for excellence, thereby enabling it to attract new clients. Driven by a desire to remain constantly innovative, effective and competitive, Bersay became the first Paris law firm to be certified ISO 9001 (in 1998).

Corporate M&A

Bersay's Corporate and M&A team counts experienced lawyers whose in-depth knowledge of market players (investment funds, industrial groups and other investors, institutional bodies, company directors, etc.) allows for pragmatic management of client interests.

Main areas of expertise are:

- Acquisitions of companies or assets;
- Partnerships and Joints Ventures;
- Divestments, asset reclassifications and restructurings;
- Mergers.

Private Equity

In the area of Private Equity, the team assists investors and founders with all types of private equity transactions, on all aspects of these transactions.

Main areas of expertise are:

- Innovation / venture Capital;
- Growth Capital
- Buy-outs, LBOs, MBOs, MBIs & BIMBOs

BUSINESS

- M&A / Corporate
- Private Equity
- Banking / Finance
- Tax Law
- Litigation / Arbitration
- IT/IP / Data protection
- Fintech
- Labour / Employment Law
- Public Law
- Distressed Companies / Restructuring
- Real Estate / Construction
- Competition / Economic Law
- Energy
- Environment / Sustainable Development

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Frédéric Keller

Magali Masson

Eric Muller

Jean-François Pourdieu

Guillaume Touttée

POSITIONING

Founded in 1993, De Pardieu Brocas Maffei is one of the leading independent French business law firms, and currently has 160 lawyers, including 39 partners.

De Pardieu Brocas Maffei has a leading position in the field of M&A with a team of more than 40 lawyers including 13 partners and 4 counsels. The M&A team is multidisciplinary and covers all Corporate activities. It advises all parties involved in M&A transactions, both as regards listed and non-listed companies: purchasers, sellers, financial advisers, lenders, managers and corporate bodies (boards and committees).

The Firm also intervenes in complex stock market transactions for distressed companies, in stock market litigations, in the context of administrative and criminal proceedings involving stock market-related breaches or offenses.

Several partners within the Corporate/M&A team have specialized expertise in leveraged buyouts. They primarily advise investment funds in connection with equity investments and mezzanine financing, and also advise management teams. The team advises numerous private equity and real estate funds on their structuring, investment and disinvestment transactions.

The M&A team has an in-depth experience and expertise in relation to investment especially in Financial and Insurance Institutions Group and Real Estate sectors for institutional clients that the Firm has been advising for many years. This provides the Firm with an extensive knowledge of the issues and actors of such sectors (Investors, Advisors, Banks, Regulators) thereby allowing the firm to anticipate on the Firm client's expectations and develop a pragmatic and deal-making approach of the transactions.

It works closely with other practice areas of the Firm, such as the Real Estate and the Financing teams on large deals and also draws from the resources of our Competition, Tax, Employment, Restructuring & Insolvency and Dispute Resolution lawyers.

BUSINESS

- Complex corporate transactions
- Acquisitions, Sales
- Joint-Ventures, Mergers
- Public offerings (cash tenders offers, repurchase offers, exchange offers ...) in particular "Public to Private" operations
- Stock-exchange transactions
- Securities Law and Disputes
- Private Equity : LBO, MBO, OBO, Mezzanine financing
- Restructuring
- Distressed M&A

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BUSINESS

Expertise
German & French Law:

- Labor Law
- Corporate Law
- Tax Law
- Distribution
- Competition & IP
- M&A and Joint Ventures
- Corporate Acquisitions
- Litigation & Arbitration
- Finance & Banking
- Product Liability
- Corporate Insolvency
- Real Estate
- Corporate Succession
- Inheritance Law
- Renewable Energies
- Debt Collection
- In-house Training
- Legal Translations



Emil Epp Sophie Gossmann Jörg Luft Marcus Lubnow Koray Kosal Julien Dupont



Anne-Lise Lamy Vanina Vedel Priscille Lecoanet Ulrich Martin Marianne Grange Aurélia Heim



Déborah Niel Elisabeth Walckenaer Clémentine Paquet Hanna Volkenner Laura Rejano Emeline Salmon



Anja Hergesell Michael Ott Laura Maurer Audrey Bourquin Aimée Levitre Lisa Deparis Cyprien Greiner



POSITIONING



Our law firm was founded in 1994, by Emil Epp, whose entrepreneurial approach and vision was to provide sound legal and business advice for French companies and their German subsidiaries in German law and to German, Austrian and Swiss companies with subsidiaries in French law. All our attorneys have a German and French law degree. Specialized teams cover all aspects of German and French business law and defend the interests of our clients in all German and French courts.

As it needs more than legal advice to make business successful in foreign countries, we have established companies to facilitate cross-border business:

- for German, Austrian and Swiss companies in France (www.eurodroit.com; www.ffu.eu) as well as worldwide (www.cbbl-lawyers.de).
- for French companies in Germany: EPP TAX Expertise Comptable (www.expertisecomptable.de) and Vis-à-Vis (www.vis-a-vis.fr) – our domiciliation company in Baden-Baden.



OFFICES

- Paris
- Baden-Baden
- Strasbourg
- Zürich
- Bordeaux
- Sarreguemines



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Dr. Jörg Schewe



**Dr. Helge-Torsten
Wöehlert**

POSITIONING

Boasting a robust team of over 400 legal professionals, including lawyers, tax advisors, and notaries, HEUKING delivers comprehensive legal services through its network of eight offices strategically located across Germany. Established over five decades ago, the firm has cemented its reputation as one of Germany's preeminent commercial law firms. According to the respected industry analyst JUVE, HEUKING ranks among the top 15 law firms in Germany on annual revenue, a testament to its enduring excellence and leadership in the legal sector.

The spectrum of our legal advice ranges from German and foreign medium-sized companies to international (including listed) large corporations in all matters of commercial law. Another focus of our client support lies in public law in which we advise decision-makers on all levels of administration.

M&A

Private M&A, public takeovers and joint ventures, management buy-outs and buy-ins are transactions that have traditionally been our core expertise. A team of competent and dedicated lawyers will guide you during all phases of the transaction and, upon request, in tax matters as well. Our full-service approach enables us to offer the necessary industry expertise in many areas, including by involving peers from specialized fields who are familiar with your operational day-to-day business.

Operating from various offices, our practice has broad experience in numerous industries ranging from startups and SMEs to large corporations and the public sector.

BUSINESS

- M&A

OFFICES

- Berlin
- Chemnitz
- Cologne
- Düsseldorf
- Frankfurt
- Hamburg
- Munich
- Stuttgart

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Michele Motta

Eleonora Parrocchetti

Fabio Pizzocheri

Alessia Trevisan

POSITIONING

ADVANT is a European law firm association that comprises more than 600 professionals, including more than 140 equity partners, across 15 locations across Europe (Berlin, Brussels, Dusseldorf, Frankfurt, Freiburg, Genoa, Hamburg, London, Milan, Munich, Paris, Rome) and around the world (Beijing, Moscow, Shanghai).

M&A

From 2018 to 2022 our team provided legal assistance in approximately 386 M&A transactions with a deal value of more than EUR 5 million and last year our M&A lawyers have been involved in 92 deals in Italy (+ 26,03% compared to 2022; n°3 law firm in the country as certified by the league tables of Mergermarket and Refinitiv). The firm's M&A and private equity practice group is particularly strong and focuses on complex deals - both domestically and internationally - on mergers, acquisitions and corporate finance.

The firm also has a specific and qualified competence in the set-up of investment funds as well as financing operations, investments and divestments.

Over the years our professionals have worked on all types of extraordinary transactions in most major industry sectors, both regulated and non-regulated, including telecommunications and ICT, pharmaceuticals and healthcare, energy and manufacturing.

Private Equity

Our team has been one of the leading law firms in Italy in the private equity sector in recent years, as it is certified by **the number and the quality of the private equity deals** in which we have our lawyers played an important role and by **the high-level of our clientele**, formed by the best funds operating in Italy and at international level. Assistance to Private Equity and Venture Capital Funds also includes:

- Leveraged Buyouts (LBOs), Management Buyouts (MBOs), capital expansion and special situations
- Acquisition of distressed assets
- Start up, financing round and exit via royalty / equity deals on venture capital projects

BUSINESS

- Administrative and European Public Law
- Antitrust and Competition Law
- Banking and Finance
- Capital Markets
- Corporate and Commercial
- Corporate Criminal Law
- Employment Law and Industrial Relations
- Intellectual Property
- Litigation and Arbitration
- Mergers and Acquisitions, Private Equity
- Privacy and IT Compliance
- Real Estate
- Restructuring and Insolvency
- Tax Law

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Alessandro Bellofiore

POSITIONING

BSVA is an independent law firm set up in 2002 by Alessandro Bellofiore and Francesco Senaldi. They wanted a place where the professional relationship between clients and lawyers could feel like a real partnership based on trust. With a team of over 60 members, BSVA is today a multi-disciplinary legal firm (deeply rooted/well established) on the Italian territory, based in Milan and Varese, whose aim is to meet the demands of its Italian and foreign clients, offering tailor made legal and fiscal services in several legal matters such as corporate and commercial law, banking, finance & capital markets, labor law, criminal law and family law.

Corporate M&A

The Firm's professionals have more than twenty years' experience in assisting both industrial or commercial operators and private equity funds in complex national and international transactions involving the sale of shareholdings, the creation of joint ventures and the sale of assets.

BSVA offers M&A assistance in various sectors such as IT, luxury products, food, pharmaceutical, banking and insurance.

The ability of the members of the Firm to identify the peculiarities and the critical issues arising out in such fields allows them to offer clients cutting edge and prompt solutions to their legal needs.

The Firm has developed an extensive M&A expertise in the field of renewable energy and in particular the acquisition of solar parks.

The Firm provides M&A assistance in the different stages of the transaction: identification of the seller/buyer or business partner, during the due diligence phase, in the drafting and negotiation of the contract and shareholders' agreements and the accomplishment of all formalities necessary to close the transaction, including the notifications to the competent antitrust or supervisory authorities.

BUSINESS

- Corporate - M&A
- Corporate and commercial law – contracting
- Real Estate

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Alessia Oddone
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POSITIONING

CastaldiPartners is a business law firm founded in 1996, with offices in Paris and Milan, and also in Lyon, London and Brussels. CastaldiPartners has around fifty lawyers (the majority of whom are women) and is, in absolute terms, the firm with the largest number of lawyers (18) registered simultaneously with the French and Italian bars. We have put in place an industrial accounting system allowing us to offer our clients fee structures that are both innovative and internationally competitive. The legal services marketplace has evolved significantly in recent years, and we have successfully adapted. We have undertaken an extensive ESG program and we are currently engaged in projects focused on sustainability, digital transformation and AI. Additionally, our Italian office has become a benefit corporation and we have achieved *Great Place To Work* certification, recognizing our commitment to creating an excellent work environment and enhancing employee satisfaction and engagement.

BUSINESS

- Competition & EU
- Corporate & Commercial
- ESG Compliance
- Intellectual Property
- International Arbitration
- Labour
- Litigation & Mediation
- M&A
- Real Estate & Retail
- Restructuring & Insolvency

SECTORS

- Automotive
- Construction/Infrastructure
- Energy
- Fashion
- Food
- Hospitality
- Telecom

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**Giancarlo Capolino
Perlingieri**



Dante Leone

POSITIONING

CP-DL Capolino-Perlingieri & Leone is a boutique-law firm highly focused on private equity, funds formation, corporate law and mergers & acquisitions, corporate finance and financial services and venture capital.

The firm assists (i) Italian and international fund managers on all aspects of their investments in Italy (mainly mid-market acquisitions), from deal structuring (including the financing of leveraged buy-out transactions) to the implementation of the exit strategy, (ii) fund sponsors or investors in the fund raising process (advice to sponsors includes structuring of investment funds and regulatory matters), (iii) institutional and family office investors in their investments in PE and VC funds and (iv) managers of venture capital portfolio companies in their fund-raising and growth needs.

The collective perspective of the team in sophisticated financial marketplaces, including New York, Hong Kong, London, Paris, Zurich and Brussels, and its international approach to the practice of law, makes the firm uniquely qualified to provide effective and superior advice to clients.

Originally founded in 2006 in Italy, CP-DL Capolino-Perlingieri & Leone has been expanding its practice to include other EEA jurisdictions through its office in Switzerland and is now competing with established and internationally recognized law firms in the private equity practice.

BUSINESS

- Private Equity and Funds
- Corporate Law and M&A
- Corporate Finance and Financial Services
- Venture Capital

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 Top Advisors Directory
LAW FIRMS

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Pietro Masi



Giovanni Nicchiniello



Mario Ortu

POSITIONING

The firm specializes in corporate and commercial law, with a specific focus on complex corporate transactions and business reorganisations, providing an all-round assistance including related debt finance aspects. We act for domestic and international clients, sovereign funds, investment and commercial banks, insurance and financial services firms, as well as clients covering a broad spectrum of industry sectors, including automotive, fashion and luxury, energy, oil & gas, marketing and advertising, telecoms, digital & media and food & beverage. Key factors of the firm success and its increasing basin of clientele include:

Strategic advisory

We appreciate the strategic drivers of any given transaction and aim to understand clients' strategic objectives in the context of the deal and align our delivery to their achievement, whether in the context of an acquisition or a strategic collaboration or joint venture.

Multi-jurisdictional expertise

Many of our clients have substantial cross-border activity and benefit from our track record in a vast number of jurisdictions, which enables us to deliver significant added value.

Deal counsel role

Clients need the management of the diverse elements of a deal to be as streamlined and efficient as possible, and we have built up a significant track record acting as "deal counsel", managing and coordinating the input of counsel in other jurisdictions on all corporate and finance aspects of a given deal, as well as liaising with financial and other advisers. Our experience of managing deals in this way includes assisting Italian clients on numerous transactions outside Italy.

BUSINESS

- Automotive
- Energy & Utilities
- Fashion & Luxury
- Financial institutions
- Oil & Gas
- TMT
- Real Estate
- Private Equity

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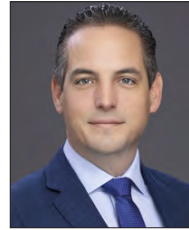
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Stéphane Ebel



Françoise Pfeiffer



Bart Vermaat



Chantal Keereman



Maria Chiapolino



Anne Selbert

POSITIONING

Bonn & Schmitt is a leading Luxembourg full-service law firm with an extensive international practice.

Our attorneys are experienced practitioners in the Luxembourg legal environment and present a unique combination of expertise allowing us to deliver unrivalled legal solutions in one of Europe's leading financial centres.

Bonn & Schmitt has established strong working relationships with leading law firms throughout Europe and in the international community with whom we interact closely and collaboratively to provide our clients with innovative and integrated solutions to multi-jurisdictional matters.

Our global client base stretches through Europe, to Russia, the U.S., South America, South Africa and Asia.

We are trusted legal partner of leading international financial institutions, industrial corporations, national governments as well as media companies, pharmaceutical groups and food and beverage groups listed on the Forbes Global 2000 List.

The firm regularly advises Luxembourg state/local and regulatory authorities on a wide range of legal matters.

Bonn & Schmitt's lawyers are registered with the Luxembourg Bar and many are members of several international legal organizations, including the International Bar Association, the Union Internationale des Avocats and the International Fiscal Association.



BUSINESS

Corporate

- Corporate Law
- Mergers & Acquisitions
- Corporate Finance
- Insolvency & Restructuring

Banking, Capital Markets and Regulation

- Banking and Finance
- Financial Services and Regulation
- Capital Markets and Securities Laws

Investment Funds, Asset Management and Private Equity

- Asset Management and Services
- Investment funds
- Alternative Investment Funds
- Private Equity



CONTACTS

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Rémi Chevalier



Olivier Sciales



Cécile Rechstein

POSITIONING

Chevalier & Sciales, established in 2005, is a Luxembourg-based law firm known for its specialized expertise in investment management, high-stakes litigation, arbitration and dispute resolution, tax, banking, finance and capital markets, as well as private wealth and corporate transactions. Over the years, the firm has developed a diverse proficiency in niche practices within the fund industry, securitisation, and the private equity sector, offering innovative financing techniques and tailored solutions designed to meet the most demanding requirements. The firm proudly represents a broad variety of clients, from a diversified mix of hedge funds, private equity funds, real estate funds, and crypto funds to investment advisers and entrepreneurs. The firm's extensive client base stretches from Europe—including the United Kingdom and Switzerland—to the US, Latin America and the UAE.

Investment Funds: Our investment fund team supports promoters aiming to establish Luxembourg funds by assisting them to find the appropriate investment vehicle that fulfills their marketing, regulatory, and legal requirements and goals. We provide advice on the full spectrum of Luxembourg investment vehicles and fund regimes. These include Undertakings for the Collective Investment in Transferable Securities (UCITS), Specialised Investment Funds (SIF), Reserved Alternative Investment Funds (RAIF), Alternative Investment Funds with an authorised AIFM, and unregulated Common Limited Partnerships (SCS) and Special Limited Partnerships (SCSp).

Tax: Our tax team has extensive experience in advising on transactions and situations ranging from basic to sophisticated. We act as lead or co-lead counsel on the tax aspects of complex and challenging financial transactions. These include M&A transactions, buy-outs, joint ventures, corporate restructurings, private equity transactions, finance structures, financial products, securitizations, and real estate transactions. Additionally, we advise on the implementation of incentive plans for employees, senior executives, and asset managers. We are trusted advisors to HNWI and families in the implementation of asset protection and family capital operations. Our scope of expertise encompasses Luxembourg and EU tax law, and the interpretation and application of international tax treaties impacting cross-border transactions. We also manage tax settlements and tax litigation with the tax authorities. Our approach is innovative and designed to present tailor-made solutions that stand the test of time. We seek realistic and commercially-sound solutions that align with real-time insights and legislative developments.

Corporate: At Chevalier & Sciales, our corporate practice caters to a broad range of corporate needs. From company formation to handling intricate governance issues, we serve both public and private sector entities. Our deep understanding of Luxembourg's dynamic corporate landscape helps us provide tailored solutions, addressing day-to-day corporate matters with acuity.

Restructuring & Insolvency: Our corporate team at Chevalier & Sciales offers expert guidance to clients, their governing bodies, and in-house legal teams on matters of restructuring and insolvency. We provide assistance regarding domestic and cross-border mergers, inbound and outbound migrations, asset deals, bankruptcy proceedings, insolvency, and liquidation. Our strategic advice is designed to navigate complex legal landscapes with precision and confidence.

Banking & Finance: Our capital markets team showcases a diverse expertise in both debt and equity capital markets. This includes the execution of bond issues and programmes of various types, such as traditional and novel global notes, and devising investment and financing operations. We have the capability to manage an extensive range of debt or equity capital markets transactions on both a domestic and international level, demonstrating our commitment to providing robust financial solutions to our clients.

BUSINESS

- **Investment funds**
 - Fund structuring and formation (private equity, real estate, VC, debt, crypto, hedge, etc.)
 - Regulatory and compliance
 - Restructuring and insolvency
- **Litigation, arbitration & dispute resolution**
 - International litigation and arbitration
 - Fund litigation
 - Private banking and financial litigation
 - Corporate and commercial litigation
- **Tax**
 - Tax advisory
 - Tax litigation
 - VAT and indirect taxes
 - Tax Compliance
 - Private wealth planning
- **Banking, finance & capital markets**
 - Debt and equity capital markets
 - Securitisation and structured finance
 - Banking and financial services
- **Private wealth management**
 - Private investment and family capital
 - Luxembourg SPF services
 - Private wealth planning
 - Dispute resolution
- **Corporate**
 - Company formation
 - Corporate governance
 - Restructuring and insolvency

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Marie-Paule Gillen



Jean-Philippe Francois



Mario Di Stefano



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Alex Pham

POSITIONING

Located in the heart of one of the world's main financial centers, DSM Avocats à la Cour provides its national and international clientele multilingual services suited to Luxembourg's current environment. DSM's lawyers are recognized experts in numerous legal practice areas such as corporate, M&A, tax law, private equity and real estate, the funds industry, labour law as well as dispute resolution. Our teams are international and multicultural, combining their skills to provide bespoke services to our clients.

Corporate / Mergers and Acquisitions

DSM Avocats à la Cour is an independent firm considered to be an excellent alternative to larger international firms for corporate, commercial, and M&A work in Luxembourg. Many clients and foreign law firms referring work to us on behalf of their clients are of the opinion that **DSM is a mid-sized firm delivering top quality work able to handle sophisticated transactions**. Our corporate and M&A team is regularly called upon to assist in domestic, cross-border and multi-jurisdictional matters and advises on general corporate matters, mergers and acquisitions, corporate restructurings, public and private tenders, mergers and divisions, share and asset deals, joint ventures, liquidations, corporate governance and compliance, managerial and other governing body liability as well as corporate finance.

Private Equity & Real Estate

DSM understands the big picture and gives clients the benefit of its technical expertise at every stage of the process. Our team advises and represents clients on and with respect to the full range of real estate law matters, including: financing, setting up of the corporate structure (regulated funds and non-regulated funds, SPVs), acquisition or divestment of real estate property, including asset deals and share deals; urban zoning and planning, including general and specific development plans, construction permits, as well as permits by specific competent authorities; drafting and negotiation of commercial, office and residential lease agreements; drafting and negotiation of surface rights and emphyteutic leases; issues linked to condominiums and drafting of condominium rules; public procurement and competition; and civil, commercial, tax and administrative disputes over all issues linked to real estate.

Restructuring & Insolvency

DSM advises a variety of clients in bankruptcy and insolvency cases, both in the bankruptcy courts and in out-of-court restructurings. Our specialists also advise on company management, insolvency administrators, guarantors and creditors in any phase of a bankruptcy or insolvency.

Our team assists clients in: English, French, German, Italian, Luxembourgish and Spanish.

BUSINESS

- Administrative and Public Law
- **Banking and Financial Law**
- **Restructuring & Insolvency**
- Capital Markets
- **Commercial and Business Law**
- Compliance and Regulatory in the Financial Sector
- **Corporate / M&A**
- Criminal Law & White Collar Crime
- **Dispute Resolution**
- **EU & Competition Law**
- Digital
- **Employment and Social Security Law**
- Life Sciences
- Maritime Law
- **Real Estate and Construction**
- **Tax Advice and Tax Dispute Resolution**
- Investment Funds

DESKS

- French Desk
- Italian Desk
- German Desk

VALUES

- Excellence
- Reactivity and Availability
- Closeness
- International

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Robert Goerend
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Bob Scharfe
Partner | Banking,
Finance & Capital
Markets / Insurance &
Reinsurance



Dr. Daniel Krauspenhaar
Partner | Financial
services, Investment
Funds & Alternative
Investments

POSITIONING

Located in the European Union's premier financial centre, Luther in Luxembourg is a leading business law firm established in 2010. The firm's multilingual professionals advise domestic and international clients across numerous practice areas, particularly Corporate/M&A, Banking Finance and Capital Markets, Dispute Resolution, Investment Management, Employment, Real Estate and Insurance/Reinsurance.

The firm has built up strong expertise in its practice areas, enabling it to provide the highest-quality service to an ambitious ecosystem of multinational companies, investment funds, private equity houses and financial institutions. Luther's ultimate value lies in its ability to link together every aspect of this ecosystem.

To best serve its clients, Luther in Luxembourg utilises the greater network of the law firm's international offices and has long-standing, close relationships with business law firms in all relevant jurisdictions around the world.

Luther is one of the top addresses among German commercial law firms. It employs over 420 lawyers and tax advisers and is present in 10 German economic centers and has 11 international offices in European and Asian financial centers.

Luther is a founding member of unyer (www.unyer.com), a global organisation of leading professional services firms that cooperate exclusively with each other.

Hits the mark

Luther stands for expertise and dedication. With enthusiasm for our profession and the matter at hand, we work out precise answers to your questions. We provide our clients with the best possible solutions. Not too much and not too little - our advice always hits the mark.

BUSINESS

- Banking, Finance and Capital Markets
- Corporate Law/M&A
- Data Privacy
- Dispute Resolution
- Employment Law
- Investment Management
- Insurance/Reinsurance
- Real Estate and Property Transactions
- Family Businesses - Entrepreneurial Families
- International Trade Law
- Restructuring and Insolvency

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Etienne de Crépy



Michaël Meylan



Vanessa Schmitt



Laurent Verhavert

POSITIONING

Strelia is a leading multiservice independent Belux law firm, founded in 2013. We subsequently opened our Luxembourg office in 2017, recognizing the importance of Luxembourg as a leading global financial center and the second most crucial hub for investment funds, surpassed only by New York. With a strong focus on private equity, our Luxembourg office serves as a focal point for this specialized sector.

Strelia's Luxembourg office specializes in Corporate and M&A and Banking and Finance. Additionally, we can provide our clients with tax advice and handle disputes before Luxembourg courts, as well as arbitrations, leveraging the expertise of fellow professionals with whom we closely cooperate.

Strelia's services distinguish themselves from competitors with their unwavering commitment to high-quality standards, strengthened by a highly efficient team. Consistently recognized as a leader in the field by publications such as Chambers, Legal 500, and IFLR, Strelia's Corporate and M&A practice sets the standard for excellence and innovation, ensuring our clients receive unparalleled service and results. We have a deep understanding of our clients' legal and business needs in various industries, allowing us to navigate their requirements effectively.

Strelia's corporate lawyers offer comprehensive support to private equity firms and corporate entities, encompassing transactional and M&A matters, company law, corporate governance, and regulatory compliance.

Our clients entrust us with their cross-border and domestic transactions, relying on our seasoned advice and expertise. Our approach centers on our clients' needs, nurturing long-lasting relationships grounded in trust and satisfaction. Regardless of the deal's complexity, scale, or industry focus, we approach each matter comprehensively, ensuring meticulous coverage while delivering tailor-made solutions of the utmost quality.

The team is also characterized by responsiveness, pragmatism, and the delivery of innovative solutions tailored to each client.

BUSINESS

- Corporate / M&A
- Banking & Finance
- Dispute Resolution
- Restructuring & Insolvency

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Thomas Glauden



Arnaud Cagi-Nicolau

POSITIONING

White & Case is an international law firm that serves companies, governments and financial institutions. We are uniquely placed to help our clients resolve their most complex legal challenges wherever they are. We have a global full-service capability that is available to provide integrated legal advice every step of the way.

Our Luxembourg team advises on a broad range of areas of expertise, with a particular focus on private equity, investment funds, tax, mergers and acquisitions, banking and finance, capital markets, restructuring, corporate litigation and EU financial service regulations.

Our Luxembourg Investment Funds team has an extensive experience in advising on the structuring and setting up of a broad range of collective and alternative investment funds, including private equity, real estate, infrastructure and debt funds. The team also advises on derivative documentation (implementation of EMIR, ISDA documentation and derivative instruments implementing investment strategies), collateral management, securities lending, repurchase agreements and prime brokerage arrangements.

Almost all the transactions we advise on in Europe include elements of Luxembourg law due to the prevalence of Luxembourg investment funds and holding company structures. We assist clients investing in Luxembourg as well as Luxembourg-based clients on their ambitions to expand internationally, enabling their strategies and cross-border transactional activities. Clients look to us for guidance to solve problems, evaluate new opportunities, comply with complex regulations and implement essential business strategies.

The clients of our Luxembourg Office include major corporations, leading financial institutions and alternative investment players (private equity, real estate, etc.), alternative capital providers and other financial sponsor clients or privately held companies.

BUSINESS

- Corporate and Mergers & Acquisitions
- Private Equity
- Investment Funds
- Asset Finance
- Capital Markets
- Commercial Litigation
- Debt Finance
- Financial Restructuring and Insolvency
- Financial Services Regulatory
- Project Development and Finance
- Regulatory & Compliance
- Tax

Our values

At White & Case, our culture comes to life through three core values :

Pioneering

We seize opportunities to innovate and grow

United

We are one firm with a shared sense of purpose

Human

We care about each other and the world around us

These are the concepts that shape our distinctive culture and differentiate us from others.

They capture the unique spirit of our Firm, and guide the behaviours that enable us to deliver on the promises.

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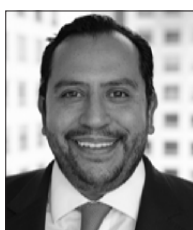
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Gil Zenteno



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Juan Carlos Serra



Juan Jose Lopez de
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Luis Lujan



Miguel Angel Peralta



Pedro Said

POSITIONING

Basham, Ringe y Correa is a full-service law firm with a strong presence in Latin America. It was established in Mexico in 1912 so it has 110 years of experience helping clients do business in Mexico and abroad.

Basham's preventive and strategic advice on all the areas of Mexican law allows the firm to offer its clients effective, complete and timely solutions to their needs.

The firm has four offices strategically located across the country: its main office is in Mexico City and regional offices are in Monterrey (opened in 2000), Queretaro (opened in 2004), and Leon (opened in 2018).

Basham's Corporate and M&A Practice Group assist Mexican and foreign clients in a broad range of cross border commercial transactions. As members of one of Mexico's leading law firms, our corporate lawyers have the experience, knowledge, and judgment required to effectively manage all transactions, from the simplest to the most complex with speed, efficiency, and success.

Every business plan or model must comply with domestic and international tax provisions. For this reason, Basham, Ringe y Correa assists our clients in meeting their tax obligations under the Law. Aware of their clients' concerns regarding the frequent amendments to tax provisions, Basham, Ringe y Correa offers a wide range of tax planning services to maximize the efficiency of their transactions.



Sergio Barajas



Victor Barajas

BUSINESS

Corporate:

- Foreign Investment negotiation and structuring
- Incorporation of companies and limited liability companies
- Opening of subsidiaries and branch offices of foreign companies
- Joint ventures and shareholder agreements
- Commercial contracts
- Construction contracts
- Approvals and permits from all levels of government
- Corporate restructuring, conversions, dissolutions

and liquidations

- Corporate record maintenance

Tax Planning:

- Domestic and international tax planning
- Due-Diligence
- Corporate reorganization
- Mergers, spin-offs and acquisitions
- Global solutions
- Solid alliances with foreign law firms
- Tax consulting
- Tax incentives

OFFICES

- Mexico
- Monterrey
- Queretaro
- Leon

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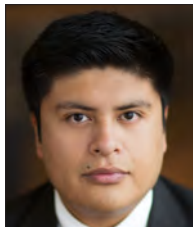
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Diego Blanco



Miguel Soto



Allan Atilano



Ana Paula Medellín

POSITIONING

Blanco Carrillo is a boutique law firm founded in 2012, specializing in providing legal advice focused on the business world in Mexico, prioritizing the comprehensive protection of both personal and social assets of our clients.

Corporate

Our lawyers develop legal strategies to advise our clients on the legal structuring and maintenance of their businesses, including:

- The creation and updated maintenance of the necessary corporate documentation for the smooth operation of the businesses, such as: stock certificates, corporate books, foreign investment, among others.
- The negotiation, drafting, and execution of all types of agreements and legal documents, such as shareholders' or partnership agreements; as well as the coordination of shareholder or partner meetings and, if applicable, board of directors and special committees' meetings.

M&A

Our mergers and acquisitions team has extensive experience advising buyers and sellers in merger and acquisition transactions in Mexico, which include:

- Legal structuring of the transaction.
- Negotiation of its terms and conditions.
- Legal due diligence, drafting, and execution of all types of purchase agreements and related documents (including shareholders' or partnership agreements, promissory notes, security documents, among others).
- Coordination and supervision of compliance with the agreed conditions for the closing of the transaction.

Wealth Management

Our lawyers provide our clients, their families, and businesses with extensive experience in the legal aspects of estate planning, setting clear goals to ensure the protection of their investments and the safeguarding of their assets. Our legal advice includes tax matters, succession issues, real estate, corporate governance, investments, trusts, risk management, and regulatory compliance.

Banking & Finance

Our team specializes in a wide range of financial transactions, both at the national and international levels, spanning from bilateral or syndicated financings to refinancings, acquisition loans, project finance, asset-backed loans, real estate loans, restructurings, and out-of-court settlements. We also provide legal advice on bond issuances, securitizations, project finance, and debt restructuring.

Real Estate

Our team advises individuals, real estate companies, developers, and private national and foreign equity funds on all legal and regulatory aspects of the real estate sector in Mexico, including the commercial, industrial, and residential subsectors. Our services include:

- Structuring, negotiating, and formalizing the corresponding legal entities and instruments.
- Negotiating, preparing, and executing various types of real estate agreements, including purchase, development, administration, and operational agreements, as well as loans and guarantees.

BUSINESS

- Corporate
- M&A
- Wealth Management
- Banking and Finance
- Real Estate

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 Top Advisors Directory
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**BONFIGLIO
MACBEATH
S.C.**

abogados



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**Sergio Bonfiglio
MacBeath**



**Víctor José Sandoval
Córdova**

POSITIONING

MISSION: BONFIGLIO MACBEATH Abogados S.C. is a firm specialised in everything related to the agrarian sector in Mexico by taking care of the best international human rights practice and pursuing a fair balance between the parties involved. Our services are focused on advising both national and foreign companies and investors on the guidance to planning, growth, maintenance, and investment of their human and material resources in the scope of the Mexican agrarian law, as well as foreign investment within the country.

VISSION: BONFIGLIO MACBEATH Abogados S.C. is a firm specialised in everything related to the agrarian sector in Mexico by taking care of the best international human rights practice and pursuing a fair balance between the parties involved. Our services are focused on advising both national and foreign companies and investors on the guidance to planning, growth, maintenance, and investment of their human and material resources in the scope of the Mexican agrarian law, as well as foreign investment within the country.

AGRARIAN LAW: Currently, the country is comprised of more than 50% of social property distributed between ejidos (common land) and communities; urban growth, population density and investment projects of any sector, including tourism, search out areas which are increasingly farther from the suburbs. The lack of awareness of the regulatory procedure, ejido and communal land have posed a greater risk for investment, which led the investor (many times) to be obliged to buy the piece of land more than once or, at the worst-case scenario, to lose their investment; thus, our firm has specialised in relevant issues in agrarian matters by providing our clients with legal certainty through preventative measures and dodging the corrective ones.

Within the areas we specialise in, we may find:

Speciality:

- Land audits which are under the social and private property legal framework.
- Negotiations with ejidos and communities, as well as with various internal bodies of the ejido and communities.
- Regularisation in alienating ejido and communal land.
- Regularisation of rights of way in gas pipelines.
- Technical and legal opinions, and identification of risk factors in investing on social property.
- Participation contracts in communal and ejido land.
- Usufruct contracts, tenant farming and metayage.
- Alienation of national plots.

Processes:

- Registration in the National Agrarian Registry.
- Deregistering of folios in the National Agrarian Registry.
- Registering and deregistering plot-of-land folios.
- Grading of ejido and communal assembly minutes.
- Registration of ejido or communal assembly minutes.
- Compliance with full ownership.
- Exhaustion of pre-emptive or preferential rights.

Litigation:

- At a national level, in all Agrarian One-Judge Courts with matters related to article 18 of the Organic Law of Agrarian Courts.
- Agrarian Supreme Court of matters related to article 9 of the Organic Law of Agrarian Courts.



BUSINESS

- Litigation on agrarian and real estate law



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Alejandro Salas de la Borbolla



Gustavo Zepeda Ruíz



Rodrigo Marquez Romero



Sandra Naveda Martínez



Yutaka Kimura

POSITIONING

DeForest Abogados is an alliance of law firms in Mexico and the United States focused on the attention, advice and prevention of legal needs concerning national and international business operations. We are known for providing a different perspective, with a strong local presence and international viewpoint, providing services in a close, personalized, and timely manner in different areas of specialization.

We offer our services in the most important cities of Mexico: CDMX, Puebla, Guadalajara, León and Querétaro, and in the USA in cities such as NY and Texas; likewise, in other regions of the world with our French Desk, German Desk, Chinese Desk and Spanish Desk, through which the firm advises both Mexican and foreign companies, thus providing support to our clients in transactions abroad or foreigners with operations in Mexico, contributing to an international legal culture.

We have a total of 145 employees, of which almost 100 are lawyers, several of them members of the International Bar Association, the National Association of Corporate Lawyers and certified by the latter.

BUSINESS

- Corporate Law & Contracts
- Administrative & Governmental Law
- Tax Law
- Foreign Investment
- Labor & Social Security
- Migratory
- Intellectual Property
- Litigation & Arbitration
- Environmental Law
- Energy
- Maritime Law
- Fintech
- Banking and Finance Law
- Technology and Digital Law

OFFICES

- Mexico City
- Puebla
- Querétaro
- León
- Guadalajara

DESKS

- Spanish Desk
- German Desk
- Chinese Desk
- French Desk
- Japanese Desk

REPRESENTATION OFFICES

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Eduardo Revilla



Heraldo Vega



Hugo Romero



Sol Matías



Marissa Herrada



Diego Valdés



Berenice Rivas

POSITIONING

In under 8 years, Deloitte Legal in Mexico has become a consolidated multidisciplinary legal service practice with 18 partners and over 100 practitioners.

Deloitte Legal in Mexico is part of a global network of legal advisors in over 75 countries which provides legal advice and guidance on strategic commercial decisions, offering profitable support for daily legal activities and in-depth experience in tax litigation and controversies.

Corporate: Managing a business today is complex. Leaders need guidance on a broad range of activities including business start-up requirements, trading activities of an entity, expansion efforts, dissolving or unwinding of a business as well as general questions arising from day-to-day operational activities. Deloitte Legal lawyers work alongside experienced business professionals in Deloitte's tax, consulting, accounting, and financial advisory practices to provide clients with cohesive guidance based on their individual and unique circumstances. We have deep experience across a wide range of industries and sectors and jurisdictions.

Acquisitions: In the current commercial environment, expansion strategies, partnerships and divestments frequently generate a broad range of legal, tax, regulatory and other issues which may affect the general success or failure of a transaction.

Restructuring: The current global economy has created new opportunities for companies looking to find cost savings through progressive supply agreements. Deloitte Legal advises companies in all stages of a transaction, from negotiation to execution. We provide advice on adequate structures and the drafting of relevant agreements and supplementary documents.

Bankruptcy: Deloitte Legal offers advice on matters related to financial restructuring, including the structure, drafting and negotiation of agreements related to businesses agreed to by the parties, as well as legal advice to creditors or companies with financial difficulties related to the Bankruptcy Law.

BUSINESS

- Banking Law
- Mergers and Acquisitions
- Corporate and Commercial Law
- Corporate Finance
- Project financing
- Intellectual property
- Tax litigation
- Energy services
- Real estate
- Trusts and family businesses
- Restructuring
- Immigration services
- Labor & Employment

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**José Antonio Chávez
Vargas**



**Alejandro Carreño
Charabati**



**Luis Fernando
Serrallonga Kaim**

POSITIONING

Our Firm was born in 2010, focusing on corporate financing, capital markets, private capital, mergers, acquisitions and energy and infrastructure practices. Our lawyers' experience, added to the high degree of specialization, places us among the leading law firms in our country, within the Chambers and Partners, Legal 500 and Legal 250 classifications, as well as several prestigious publications. Since its foundation, our Firm's partners have been concerned about innovating not only in their practices, but also in institutional and technological solutions that allow us to offer excellent services to our clients. At the end of November 2018, we changed our company name to Chávez Vargas Minutti Abogados S.C.

We made our new anti-corruption, international funds and Fintech practices known, which have multi-disciplinary teams, all of whom are experts in each field.

We provide comprehensive services that offer competitive advantages, reduced transaction times and cost optimization to our clients.

Our team consists exclusively of qualified and specialized lawyers. In this manner, our clients do not absorb learning curves.

We are committed to a constant thorough update of our practices. This means that our lawyers have skills and experience in administrative, operative and financial matters, which provides them with an in-depth understanding of the nature of our clients' needs.

We develop efficient and tailor-made legal structures, which streamline the strengths and mitigate the weaknesses of each transaction.

BUSINESS

- Corporate Financing
- Capital Markets
- Private Capital
- Energy and Infrastructure
- Anti-Corruption
- Fintech
- International Funds

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Ricardo García



Ramiro Sandoval



Carlos Obregón



Florent Patoret

POSITIONING

Our Mergers & Acquisitions practice is internationally recognized for its leading transactional team. Our extensive experience derives from handling many of the most relevant, complex and high-value M&A transactions in Mexico and the region. Additionally, we advise our clients on a wide range of corporate issues, joint ventures, private equity and strategic investments.

Our leadership position in M&A is based on the work we carry out with our strategic Antitrust, Tax, and Litigation practices, which are frequently involved in large-scale M&A transactions. Over the years, we have built a wealth of experience in certain industries, such as infrastructure, energy, financial services, real estate, hospitality, technology, manufacturing, retail and education. We also work in regulated industries, such as telecommunications and life sciences. What makes us different in our approach and experience is how we counsel our clients. Complex and innovative operations require a multidisciplinary perspective, which we can offer given our practice areas, that combines relevant industry knowledge and experience.

We have developed considerable experience in multi-industry, private equity investments. We also assess our clients to implement environmental, social and corporate governance (ESG) in their transactions.

Our clients include private and public companies, individuals, small family businesses, large corporate institutions and multinational/national equity funds. We counsel them in their most strategic and representative operations. Our global approach towards business and strong connections to the best international firms in jurisdiction significantly strengthens our advising ability.

The number of lawyers and their considerable experience in all areas of practice in our Firm makes us unique in the Mexican market. Our M&A area is the biggest practice of the Firm and epicenter of our transactional approach with partners and their multidisciplinary teams dedicated to serving our clients. As an undisputed market leader, we are recognized as a leading practice in the Mexican and Latin American markets by the most prestigious international directories. All partners that join this team are considered experts in their field of practice.

BUSINESS

- M&A
- Joint Ventures
- Private Equity
- Strategic Investments.

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Juan Fernando Ibáñez



Manuel García



José Álvarez



Manuel Escalante



Eduardo Castillo



Jonathan Flores



Lisset Aldrete

POSITIONING

Ibáñez Parkman, S.C. is a firm fully aware of the challenge involved in the development of corporations and individuals within the legal framework, both in our country and abroad. Reason why it has its own philosophy inspired in the highest ethical and service values ensuring with this the trust deposited by its clients.

The areas in which we render our services are directed by professionals that comply with the highest standards of knowledge and probity. This permits us to intelligently coordinate the personnel under it, in the constant search of benefits for the interests of the clients this firm represents.

Based on the foregoing, technology also performs a very important role to Ibáñez Parkman, S.C. Thus it is that our infrastructure, together with the spirit of personalized service, allows us to maintain a close communication with our clients, and this constitutes our main commitment.

We possess the expertise to analyze the requirements of various projects, including infrastructure, road construction, potable and treated water systems, environmental initiatives, electricity, and hydrocarbons, among other administrative matters. Additionally, we have extensive experience in identifying governmental programs focused on subsidy schemes, financing, or public-private partnerships, which may reduce our clients' investment costs.

We are also adept at identifying additional common needs for infrastructure projects and the surrounding communities. Our approach is centered on seeking creative solutions that not only address these needs but also mitigate the social impact of the projects. This is achieved through the application of cost-benefit studies in compliance with current regulatory standards and through negotiations with relevant authorities to secure the necessary support.

BUSINESS

- Development of projects of Energy and Infrastructure
- Labor
- Corporate Law
- Foreign Investment
- Real Estate
- Tax Law
- Civil Law
- Commercial Law
- Administrative Law
- Litigation
- Other Areas...

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**Luis Alberto Balderas
Fernández**



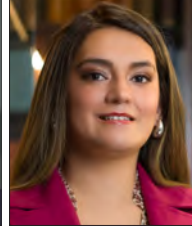
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**Óscar Paz
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**Luis Rodolfo Flores
Licona**

POSITIONING

Jáuregui y Del Valle (JDV) was founded in 1975 as a Mexican full-service law firm specialized in domestic and international business transactions. It brings together dedicated professionals with a solid international expertise, highly recognized for their innovative approach in providing solutions with the highest technical and ethical standards, alongside a deep understanding of their clients' business needs. Our mission is to preserve a distinctive unique approach and to remain a leading practitioner of law; key elements that triggered their participation in highly reputable transactions.

JDV advises domestic and foreign clients on a wide range of joint ventures, investments and economic activities within manufacturing trade and services. The firm has a history of implementing state-of-the-art transactions, being a market leader in advising highly regulated entities and in structuring foreign equity investments. We are well known in covering various types of financings, privatizations of government-owned companies and public services, in advising and assisting clients on all steps of qualifications for public bid processes and negotiations of procurement, alongside services, infrastructure and agreements with government entities. The firm has advised foreign governmental entities throughout its history.

The law firm is recognized for its innovative approach in efficiently designing corporate structures and its outstanding technique of solving complex issues. We advise on Distribution Agreements, Acquisitions, Joint Ventures, Strategic Alliances and Associations, Shareholders Conflicts, Corporate Governance, Regulated Industries, Privatization Processes and Anti-Corruption.

Our Banking & Finance team provides advice to commercial banks, investment banks, investment funds, insurance companies, financial lease and factoring companies, pension funds and other financial institutions holding business in Mexico. Our legal assistance includes granting of financing, establishment of subsidiaries in Mexico, acquisition of financial entities in Mexico and compliance with anti-money laundering regulations.

Within our Competition & Antitrust practice we offer advice on all types of Litigation, Compliance, Immunity Programs and Personnel Training. Tax is one of our main practice areas. We offer tax consulting on both federal and local level, with a broad expertise in Acquisitions, Divestitures, Stock and Asset Purchases, Transfer Pricing, Tax Refunds, Structuring of Funds and Public Securities Issue (IPO). The tax specialists are constantly involved in cross-border and domestic transactions.

Our Private Equity team is well experienced in developing strategies for our clients on structuring, bids and deals to mitigate risks and close efficiently. JDV has advised various pension plans, fund managers, financial institutions, financial advisers, investors and family offices on structuring funds, bids, acquisitions and deals.

BUSINESS

- Banking and Finance
- Competition & Antitrust
- Corporate M&A
- Criminal Law
- Energy & Natural Resources
- Environment
- Insurance & Reinsurance
- Intellectual Property
- International Trade & Customs
- Labor and Employment
- Litigation & Arbitration
- Real Estate
- Tax


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**ISABEL PIZARRO
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**LUIS MONSALVO
ÁLVAREZ**



**ANDRÉS CÁMARA
PÉREZ**



**ALEXIA BRAVO
JIMÉNEZ**

POSITIONING

Monsalvo Duclaud is a leading Mexican law firm specializing in Labor, Employment, and Social Security matters. Our seasoned team of over 40 attorneys delivers innovative solutions tailored to the unique needs of a diverse range of industry sectors and multinational employers, focusing on their most valuable asset: their people.

Our partners are renowned experts in their respective fields, offering unparalleled cross-functional representation across key strategic areas:

- Labor and Employment Consultancy
- High-risk Litigation
- Union Matters
- Labor Inspections
- Social Security Contributions
- Deals and Transactions

Monsalvo Duclaud is at the forefront of negotiations with local and international authorities, contributing to the creation and amendment of regulations that align with the evolving landscape of employment and social security.

Our team holds influential positions in major employer chambers and associations, providing crucial support for management and investment initiatives in Mexico.

BUSINESS

- Labor & Employment
- Social Security


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Sergio Castillo



Silvia Alanis



Mariana Rosales

POSITIONING

Todd., is a highly specialized Mexican law firm that was founded in 2000. As a corporate firm, our primary focus is providing top-quality legal advice to a wide range of clients, including Mexican and foreign companies, Mexican companies with foreign investment, Mexican and international financial institutions, authorities, and individuals.

Our firm's partners have extensive experience in a diverse range of legal services. Whether it involves planning and implementing a new business or venture, navigating day-to-day operations, ensuring compliance with legal obligations before authorities, resolving internal or external conflicts, or expanding or restructure a business, we provide comprehensive guidance and support. We strive to deliver exceptional solutions tailored to the specific needs of our clients.

Fernando Todd is the managing partner of Todd.

With over 19 years of professional experience, Fernando specializes in corporate and finance law, with one of the strongest presence in the mining sector in Mexico. His expertise encompasses various areas of practice, including corporate, M&A, finance, and regulatory matters.

His specialization allows him and his firm to serve clients with specific and unique needs, particularly international companies seeking to establish a presence in Mexico's mining industry.

His work involves navigating the complexities of legislation in Mexico, which is a highly sensitive subject. As a result, his extensive experience provides added value to both international and domestic companies that engage his services.

Throughout his career, Fernando has represented multinational companies, providing advice on corporate-related matters and regulatory compliance. He has also assisted many of these companies in establishing their operations in Mexico.

BUSINESS

- Banking and finance
- Corporate M&A
- Corporate and Finance Transactional Matters
- Corporate governance and Compliance
- Mining, Natural Resources & Energy
- Foreign investment
- Litigation
- Shareholders Disputes

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POSITIONING

Since our incorporation in 2008, our firm has specialized in agrarian law and real estate in Mexico, providing legal and consulting services focused on due diligence, negotiation and legal protection of real estate rights in Mexico, including privatization of ejido lands, rights of way, and real estate rights acquisition and litigation. With a multidisciplinary approach we cover all types of real estate: public, agrarian and private. Through a comprehensive knowledge of Mexican realities and candid communications, we seek to build solid trust-based relationships with the ejidos, communities and stakeholders with whom we work. At O'Gorman&Hagerman we are interested in building social capital and be an active participant in the development of Mexico's rural areas and communities.

The firm is made up of three main areas: legal, technical and administrative. The legal area is composed of attorneys and interns who provide high-quality services, with the passion and intensity needed to meet our clients' high expectations. The technical area in turn, has three subdivisions: Geomatics, Sociology and Real Estate Development. They work to produce information and give insights to thoroughly understand the circumstances projects face in social and geographical aspects. The administrative area offers support for our entire operation. With +12 years of experience, our work has impacted thousands of acres of lands, and hundreds of ejidos, communities and owners across Mexico. The firm's vision is to obtain Land and Freedom, with utmost transparency, respect of human rights and social responsibility. In everything we do, we seek to ensure the sustainability of the projects on which we participate, understood as the legal and social viability in the short and long term, over all the phases of a project. **Possession is no longer enough.**

Investigation, Due Diligence & Consulting Services

- Identification of the property regime applicable to lands in Mexico: public, social or private.
- Locating owners, title-holders and possessors.
- Identification of potential conflicts and legal risks regarding property titles and records, irregularities, encumbrances and other limitations.
- Analysis of conflicts related to land ownership and tenure.
- Due diligence of ejidos, communities, ejidatarios, possessors, settlers, private owners, and property rights holders

• Negotiation & Acquisition

- Acquisition, regularization and formalization of real estate rights, mainly over rural lands, ejidos, communities and private estates.
- Acquisition of rights over real estate executing all types of agreements, including pledges, sale-purchase agreements, usufructs, leases, easements.
- Rights of way.
- Privatization of ejido lands and of state-owned land.
- Coordination of ejido and community assemblies or meetings, drafting of minutes, maps and other exhibits
- Registration of agreements before the National Agrarian Registry (RAN).

Real Estate Litigation

- Agrarian trials, including lands restitution, defense of ejido lands privatizations, agrarian inheritances, related to agreements executed pursuant to Agrarian Law, conflicts over boundaries, possessions and matters related to state-owned land.
- Civil and commercial lawsuits involving real estate.
- Administrative procedures before the Ministry for the Agrarian, Land and Urban Development, (SEDATU), National Agrarian Registry (RAN) and Office of the Agrarian Ombudsman (Procuraduría Agraria)
- Amparo trials related to agrarian and real estate conflicts.

BUSINESS

- Agrarian
- Energy
- Real Estate Litigation
- Infrastructure

OFFICES

- Cancún
- CDMX
- Cd. Obregón
- Guadalajara
- San Luis Potosí

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Leticia Montero

POSITIONING

Villar & Villar Abogados, S.C., arises from the union of an experienced group of lawyers, specialists in different areas of law, who since its foundation in Mexico in 2007, have accompanied numerous clients in strategic, national and international operations, consolidating itself as a law firm of recognized prestige in its areas of practice.

Most of the lawyers and professionals of VILLAR® are academics and university professors, who actively participate in institutions and operations at national and international level, making available to the Firm and its clients, their knowledge and talent to set specific criteria in the prevention, strategy and resolution of conflicts, all under the principles and values of professionalism, honesty, commitment, ethics, client service and results. Its capacity for innovation, response and follow-up have positioned VILLAR® as one of the leading law firms in Mexico.

The Firm has developed specialized practice areas, offering constant coordination and support among them, seeking to know and understand in depth the core business of its clients, becoming a strategic ally for the matters in which they participate and transactions of legal relevance in which they assist, thus offering preventive and corrective advice in order for its clients to achieve their goals.

In this way, VILLAR® seeks to exceed the expectations of its clients, solving their legal needs under standards of excellence. The lawyers, obsessed with quality, have a broad knowledge of the reality and trends of commerce and industry, focusing on the complete satisfaction of its clients, based on specialization, daily work, team availability and social commitment.

BUSINESS

- Administrative
- Anticorruption and Compliance
- Antitrust
- Arbitration
- Banking and Finance
- Civil and Family Law
- Commercial
- Corporate
- Criminal
- Energy and Natural Resources
- Environment and Sustainable Development
- Foreign Investment
- Immigration
- Intellectual Property
- Labor and Social Security
- M&A
- Money Laundering Prevention
- Privacy and Data Protection
- Real Estate
- Restructurings and Commercial Bankruptcy
- Tax

OFFICES

- Mexico City
- Querétaro

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Natale Amprimo



Eduardo Barboza



Carlos Rodríguez



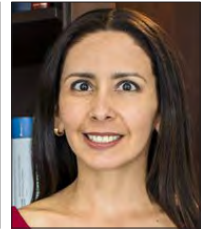
Eduardo Joo



Jaime Miranda



Christa Caro



Ana Angulo



Kepler Panduro



Alfredo Sotomayor



Cindy Vargas



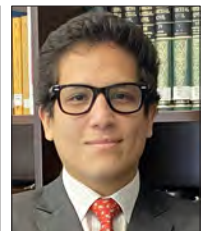
Cinthia Coronado



Karla Figueroa



Gabriela Polo



Rodolfo Nuñez

POSITIONING

AMPRIMO, FLURY, BARBOZA & RODRÍGUEZ ABOGADOS is a law Firm made up of lawyers with broad experience in providing legal consulting services both, for private and public sectors. The purpose of our institution is to remain at the forefront and excel in all law practice areas with a special focus on litigation and arbitration matters. In that sense, our main partners are highly praised as referents in this area of expertise, being highly demanded both as litigators as well as in their role as arbitrators; having participated in various large-scale arbitrations, as well as representing several of the country's most important companies in critic leading cases.

As a highlight of some of the firm's most recent cases, is the successful advisory and legal representation in the constitutional action held against Law 31018, which suspended the charge of tariffs in all national highways during the COVID 19 outbreak and further lockdown in Peru; as well as representing Petroperu with its defense in a recent constitutional process held in order to suspend the development of the technical improvement in La Pampilla refinery, one of the biggest current public infrastructure projects in Peru. Finally, the firm has participated in an international arbitration, at the CIADI, initiated by a maritime concessionaire against the Peruvian Government claiming the existence of several causes of contractual breach.

Furthermore, our lawyers have held positions of high responsibility and specialization in the public administration, focused especially on matters related to human rights, arbitration as well as constitutional, administrative, competition, mining and environmental law. Also, they are skilled in issues related to the private investment and public management in addition to negotiation of different contracts aimed at executing large-scale investment projects. In this regard, the Real Estate area of the Firm has experienced a remarkable growth, having as clients the main actors of the real estate and construction sector in the country, sponsoring them in the design of investment models as well as in the management of such projects.

Similarly, we pride ourselves in having a vast experience in providing legal advice for the business development and settlement of controversies arisen from the corporate, financial, tax, and labor issues and generally, for all matters related to the business development in Peru.

BUSINESS

- Dispute Resolution and Arbitration
- Regulatory and Public Law
- Constitutional Law
- Pharmaceutical and Life Sciences
- Tax Law
- Labor Law
- Mining Law
- Real Estate
- Public Contracting & Procurement
- Investments and Project Finance
- Corporate Law
- Competition Law and Intellectual Property
- Environmental Law, Natural Resources and Energy
- Family Law

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Manuel Diego Aramburú



Fernando Castañeda



Oscar Boero



Gustavo Ramos



Mauricio Cavero

POSITIONING

Aramburú Castañeda Boero - abogados is a top full-service firm with more than 20 years of experience providing high quality legal consulting services to middle-market companies in different areas of law.

We provide comprehensive and creative solutions, which not only adds value for our clients, but helps them make appropriate decisions. For this purpose, we engage in our client business and create a client-firm work team that allows us to combine their best interests with alternative legal solutions. Our goal is to be considered not only as their lawyers, but as a strategic business partner in long-lasting work relationships.

At **Aramburú Castañeda Boero - abogados** we provide legal advice on Corporate Law, M&A, Labor & Employment, Immigration, Tax, Projects & Infrastructure, Regulatory, Private Investment, Compliance, Arbitration, Data Protection and recently in Mining, among other corporate-related practices.

Specialized counselling on reorganizations, shareholders, agreements, stock trades, credit syndication, liquidation and dissolution of companies, negotiation and development of employment contracts, labor planning, risk assessment, labor cost reduction strategies, terminations, labor due diligence, occupational safety and health, collective bargaining, labor claims, Immigration, tax planning, analysis of operations with tax incidence, legal support in financing operations, tax litigation, are our main day-to-day advice.

Our professional team is highly specialized, graduated from the most prestigious universities; and most of them have obtained masters degrees in the United States, Europe and/or locally, thus our clients should expect profound knowledge of the areas of law to be dealt with, as well as integrity, commitment, initiative and capacity for analysis and creativity.

The firm is member of DRT Alliance a global network of law offices that provides clients seamless access to legal services in major business centers through the U.S, Latin America, Europe, Middle East, Asia and Africa.

BUSINESS

- Arbitration
- Compliance
- Corporate, Commercial and M&A
- Data Protection
- Labor and Employment
- Immigration
- Mining
- Tax
- Projects & Infrastructure
- Regulatory

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BBGS 
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**Carlos Saco-Vertiz
Tudela**



**Eduardo Landerer
Sanchez**

POSITIONING

Our Law Firm was founded in June 2012, by recognized professionals with a long and successful track record, seeking to offer our clients specialized legal and advisory services on corporate, banking, financial, insurance, capital markets, real state, aviation, retail business, health services, agribusiness, manufacturing and industrial matters, as well as business services, hotel management, oil and gas and aviation activities, among others.

Our partners and associates provide preferred, timely and professional services, based on sound, honest and transparent values and on principles of professional ethics and strict respect for conflict of interest rules.

Thus, the team of Partners and Associates of our Law Firm has earned a well-deserved reputation in the market and has gained the trust of a client portfolio consisting of leading local and international companies who have entrusted us their legal counseling and assistance matters.

On the month of April, 2018, BBGS was constituted, as the result of the integration between the legal firms Bambach & Campos (Chile), Barrios & Montenegro (Colombia), García Velasco & García De Luca (Mexico) and Sacovertiz & Landerer (Peru), providing one of the most important legal networks in Latin America, rendering services in Chile, Colombia, Mexico and Peru with a staff of more than 120 lawyers.

On December 03, 2021, with BBGS as member, it was launched ELBA GLOBAL, a new global alliance of legal and business advisors, comprised by a select group of prestigious law firms, accounting and business advisors headquartered in several different countries around the world have launched a new global alliance named “ELBA GLOBAL – Elite Legal and Business Advisors.” The 15 Founding Members are Law, Tax and Accounting Firms with over 30 different practice areas from Brazil, Chile, Colombia, Hong Kong, Italy, Mexico, Panama, Peru, Portugal, Spain, Switzerland, The Netherlands, USA and Venezuela.

BUSINESS

- Banking, Finances
- Capital Market
- Mergers & Acquisitions
- Mining
- Corporate and Commercial
- Taxes, Foreign Trade and Customs
- Aviation
- Competition law
- Health services
- Real Estate Investment
- Insurance
- Intellectual Property
- Administrative law and Municipal matters
- Private Concessions and Initiatives
- Proceedings
- Consumer Protection law
- Telecom law

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Rolando Cevasco



Juan Carlos Escudero



Miguel Viale



Juan Jose Hopkins



Carolina Gajate



Cecilia Vargas



Victor Farro



Yessica Manzur

POSITIONING

The team has broad experience, advising clients from all over the globe, including Asian, European and North American companies, offering a comprehensive local legal knowledge with a global approach in order to provide effective solutions to our clients' needs.

Our transactions team has a well-developed and very successful methodology that is very meticulous with all the regulatory, environmental, sectoral and other relevant aspects of an operation, making sure to always provide efficient tax advice and to verify all the sensitive aspects from the labour point of view.

We have an outstanding track record advising important clients across a range of sectors, with a particularly strong focus on the retail, mining, oil & gas, aviation, real estate, energy and industry sectors, among others.

OFFICES

AMERICAS

- Bogotá
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- Mexico City
- Rio de Janeiro
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- Bratislava
- Bristol
- Brussels
- Bucharest
- Budapest
- Cologne
- Duesseldorf
- Edinburgh
- Frankfurt
- Funchal
- Geneva
- Glasgow
- Hamburg
- Istanbul
- Kyiv
- Leipzig

- Lisbon
- Liverpool
- Ljubljana
- London
- Luxembourg
- Lyon
- Madrid
- Manchester
- Milan
- Monaco
- Munich
- Oslo
- Paris
- Podgorica
- Poznan
- Prague

- Reading
- Rome
- Sarajevo
- Sheffield
- Skopje
- Sofia
- Stavanger
- Strasbourg
- Stuttgart
- Tirana
- Utrecht
- Vienna
- Warsaw
- Zagreb
- Zurich

AFRICA

- Algiers
- Casablanca
- Johannesburg
- Luanda
- Mombasa
- Nairobi

MIDDLE EAST

- Abu Dhabi
- Beirut Abu
- Dubai
- Muscat

BUSINESS

- Antitrust, Competition and Trade
- Arbitration
- Aviation
- Banking & Finance
- Bankruptcy & Restructuring
- Capital Markets
- Compliance
- Consumer Products
- Corporate/M&A
- Dispute Resolution
- Employment & Pensions
- Energy: Electricity Oil & Gas
- Environmental Law
- Hotels & Leisure
- Infrastructure & Projects
- Insurance
- Intellectual Property
- International Arbitration
- Life Sciences & Healthcare
- Mining
- Public Procurement & Administrative Law
- Real Estate & Construction
- Tax
- TMC - Technology, Media And Communications

ASIA-PACIFIC

- Beijing
- Hong Kong
- Shanghai
- Singapore

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**Tino Vargas
Raschio**



**Valentina López
Rodríguez**



Katherine Flores

POSITIONING

Compliance Laboral S.A.C. is a boutique legal firm specialized in the labor area, founded to share with society all the experience gained in the years of labor legal practice.

Compliance Laboral is led by Tino Vargas Raschio, Managing Partner of Compliance Laboral, a specialist in Labor issues and Corporate Labor Compliance.

His experience of more than 10 years is complemented by two lines of action: Collective Bargaining and Occupational Health and Safety Management Systems. He can understand the needs of the client to offer a solution grounded in the real corporate context. He is a senior contractual adviser and a member of Boards and Committees. In addition, he works as an in-house legal trainer for different companies and is the author of legal articles in Thomson Reuters, Gaceta Jurídica, Gaceta Laboral.

Likewise, the Compliance Laboral team is made up of a young staff of lawyers, who have an extensive experience in labor matters and have ideas associated with today's world:

- Valentina López Rodríguez

- Katherine Flores Zamudio

Working together with professionals specialized in Individual Labor Law, Collective Labor Law, Labor Procedure, Immigration, Safety and Health at Work, and Social Security, guarantee the commitment to provide quality advice on all kinds of matters related to these areas of practice.

The service provided in Compliance Laboral require a close relationship with the client, trust, and total transparency to share and take care of the data provided.

Compliance Laboral work under the objective of being a strategic partner that listens to the client's needs and provides solutions that are adjusted to the right extent and the context of each company individually, without neglecting the employee, the most importantly human being, within any organizational relationship.

We are here to support our clients, because we are more than legal.

BUSINESS

- Hiring and Dismissals
- Collective bargaining, prevention, and resolution of labor disputes.
- Human Resources Consulting
- Corporate reorganizations and productive decentralization
- Immigration processes.
- Solution of judicial and arbitral controversies
- Administrative Procedures
- Safety and Health at Work
- Implementation of Remuneration Policy
- Training

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**Carlos Cornejo
Vargas**



**Cintia Santiváñez
Núñez**



**Claudia Seminario
Gómez**



**Cecilia Calderón
Paredes**



**Daniel de la Vega
Zavala**

POSITIONING

We offer high-quality legal services specialized in Labor Law, Social Security and Immigration Matters, with a vision based on efficiency and personalized attention to prevent labor contingencies.

The members of our Firm are top-level lawyers with extensive experience advising national and foreign private companies, as well as public sector institutions.

Among our services are:

- Advice for hiring of national and foreign workers, and outsourced personnel.
- Advice for the design of compensation systems, and for the organization of working times.
- Advice for the design of termination procedures.
- Advice for the improvement of Labor relationships and to prevent labor disputes and manage collective bargaining.
- Advice for the design of procedural strategies, both in judicial and administrative settings, including the sponsorship before Judicial and Administrative Authorities.
- Advice for compliance with labor obligations, through Audit procedures aimed to identify non-fulfillment and to execute corrective measures.
- Advice for compliance with legal obligations regarding Safety and Health at Work.
- Advice for compliance with legal obligations regarding Social Security.
- Advice for Immigration matters, regarding obtaining adequate migratory status for foreigners.
- Virtual and face-to-face training on Labor matters, such as mandatory issues (sexual harassment in the workplace and Health and Safety matters) and others aimed to improve labor relations with good labor practices.

BUSINESS

- Labor consultancy
- Collective bargaining and Labor relations
- Administrative and Judicial procedural sponsorship
- Labor Audit
- Safety and Health at Work
- Social Security (in health and in pensions) consultancy
- Immigration services
- Training in labor matters

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**Cecilia Muñoz
Capcha**



**Eva Figueroa
Juárez**



**Juliana Llosa
Bustamante**



**Pia Iparraguirre
Alarcón**

POSITIONING

Founded in 1999, CPB Abogados is a full-service law firm providing a comprehensive range of legal services to both domestic and international clients. Our team of professionals excels in delivering high-quality, multidisciplinary legal advice, supported by extensive expertise across various economic sectors. This enables us to understand our clients' challenges, objectives, and business opportunities, allowing us to offer tailored solutions with a strong commitment to quality and customer service.

Specializing in serving corporate clients, CPB Abogados has developed significant strengths in civil, commercial, corporate, mergers and acquisitions, labor law, taxation, real estate, administrative, and intellectual property law, among other areas. We are also proficient in defending our clients' interests in court.

At CPB Abogados, we are dedicated to providing unparalleled service quality and sound legal counsel, characterized by excellence, a clear sense of commitment, and a strict code of ethical conduct. These principles are the foundation of our long-term client relationships.

BUSINESS

- Corporate Administration and Representation of foreign companies
- Corporate / Mergers and Acquisitions
- Banking and Finance
- Innovation
- Compliance
- Immigration
- Crisis Management
- Real Estate and Construction
- Intellectual Property
- Consumer Protection
- Mining Law
- Labor and Occupational Health and Safety
- Privacy & Personal Data Protection
- Dispute Resolution
- Private Clients
- Tax Law
- Corporate Social Responsibility
- Corporate Governance
- Advertising and Competition
- Regulatory
- Capital Markets
- Administrative Law and Government Contracts

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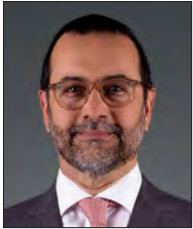
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Carlos Nuñez



Cecilia Guzmán-Barrón



Daniel Flores



Erik Lind



Fernando Lanfranco



Guillermo Hesse



Hernán Jordán



Hernán Velarde



Janilú Badiola



José M. Allemant



Luis Vargas



Sergio Barboza

POSITIONING

DLA Piper in Latin America's Team offers full-service business legal counsel to domestic and multinational companies with interests in and operations throughout the region. Our integrated approach to serving clients combines local knowledge with the resources of the DLA Piper global platform. With over 400 lawyers practicing throughout Argentina, Brazil, Chile, Mexico, Peru, and Puerto Rico, in addition to our US-based cross-border attorneys, our teams frequently work with our professionals throughout the LatAm region, Iberian Peninsula, and around the globe. DLA Piper's global platform of 90+ offices in more than 40 countries enables us to serve all our clients' legal and business needs, whether they are based in Latin America or wish to do business there.

DLA Piper Peru provides comprehensive legal advice on projects and infrastructure; energy and natural resources; corporate and M&A; restructuring; litigation and arbitration; banking, finance and capital markets; real estate; labor and migratory; taxation and foreign trade; insurance and reinsurance; corporate criminal law and compliance, among other areas of practice.

We are a young spirit firm with an in-depth knowledge of the industries we provide services for. Each member of our firm defines a solid culture of business ethics and a permanent commitment to our clients.

BUSINESS

- Projects and Infrastructure
- Energy and Natural Resources
- Corporate and M&A
- Litigation and Arbitration
- Banking and Finance
- Real Estate
- Labor and Immigration
- Tax
- Insurance and Reinsurance
- Corporate Criminal Law and Compliance
- Industrial and Intellectual Property
- Restructuring
- Antitrust
- Private Clients (Wealth Management / High Net Worth)
- Data Protection

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Mauricio Olaya Nohra



Juan Carlos Vélez



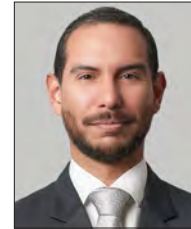
Santiago Quiroz



Ricardo de la Piedra



Alonso Vera



Raúl Vizcarra

POSITIONING

Muñiz, Olaya, Meléndez, Castro, Ono & Herrera, founded in 1981, has considerable professional experience and is the largest law office in Peru. Our firm, which has around 335 lawyers and 40 practice areas, tries to develop a solid commitment and a long-term relationship with its clients in order to become identified with their business objectives and offer the necessary professional support, coupled with experience, creativity and common sense.

Estudio Muñiz has a leading practice in M&A deals in Peru and the team, the largest in the Peruvian legal market, has built up an unparalleled amount of experience over the past years, leading the M&A ranking in Peru for eight consecutive years (2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023) according to Transactional Track Record (TTR), a leading monitoring company of the most relevant M&A transactions carried out in Latin America. The firm has the highest number of clients of any firm in Peru and is recognized by Lacca (Latin America Corporate Counsel Association) as one of the firms that advises the greatest number of key international corporations in Peru.

During 2023, three deals carried out by the firm were considered by TTR as “deal of the quarter” in Peru. The acquisition of Transoceanica (maritime services) Holding by a group of individual investors (Q1); the acquisition of Krista Films from Mexico by Oben Holding Group, the largest manufacturer of film production for flexible packaging throughout the Americas (Q1) and the acquisition of Sociedad Agrícola Agrokasa, one of the largest grower-exporters of avocados, table grapes, blueberries and asparagus in Peru to Hame Group, a leading group in Latin America in the production and export of sustainable palm oil, from Guatemala (Q3). As well, in 2024, a deal closed by the firm, the acquisition of Avoamerica Peru by Unifruitti, a global leader in premium fresh fruit, was awarded as deal of the first quarter of the year by TTR.

The firm was the first law firm in Peru in opening a dedicated accounting service to meet the needs of companies and in view of the new criteria of the income tax law regarding the transfer-pricing regime the firm also set up Muñiz Transfer Pricing. Furthermore, there is Semigra, a company that provides migration consultancy. The firm set up an alliance with Intedya, a well-known Spanish company with presence in 16 countries which focuses on implementing compliance programs at several companies.

The firm was the first, and probably still the only one, with a quality control and customer services department. This department is in charge of staying in contact with clients to know how satisfied they were with the service they received.

BUSINESS

- Administrative
- Agriculture, Forestry & Water Resources
- Aviation
- Bankruptcy and Restructuring Proceedings
- Capital Markets and Bank Regulation
- Clearing of Land Title and Access to Land
- Communications and Privacy
- Competition, Bureaucratic Barriers and Antidumping
- Competitive bidding processes
- Corporate Law
- Criminal Law
- Electricity
- Environment
- Fashion and Retail Law
- Fisheries
- Foreign Trade
- Infrastructure, PPP and Works for Taxes
- Insurance and Reinsurance
- Intellectual Property
- International Arbitration
- Labor and Social Security Matters
- Litigation and Dispute Resolution
- Maritime and Port Law
- Mergers and Acquisitions
- Mining
- Municipal Regulations and Authorizations
- Oil and Gas
- Project Finance and Syndication
- Real Estate and Construction
- Tax
- Tourism and Hotel Management
- Transportation

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José Gálvez Rosasco



Javier Dolorier Torres



Martín Mantilla Hidalgo



Karina Arbulú Bernal



Silvia Muñoz Salgado



**Flor Villaseca
Hernández**

POSITIONING

Gálvez & Dolorier Abogados (G&D) is a Peruvian innovative and modern state-of-the-art boutique law firm specialising in Labour and Tax. The firm is comprised of six partners and 11 associates. Competitive strengths are the combination of in-depth knowledge and strong litigation skills in tax law and labour law and, the public sector and private practice experience of its senior lawyers. These are a convenient match and a key value recognized by the firm's clients.

Tax Department: Led by partners José Gálvez and Silvia Muñoz, former senior officials with 15 years of experience in intermediate and managerial positions at the Peruvian Tax Administration (SUNAT), both participated in several tax legislation reforms related to income tax. They have led the contentious areas in the first instance.

G&D participates in highly sophisticated tax consulting with a focus on corporate tax planning, local and cross border and wealth management. Their firm stands out in litigation processes representing domestic and foreign companies before the administrative and judicial domestic authorities, primarily in transfer pricing of taxation of multinational economic groups matters, technology and international operations.

Due to the high specialization in international tax matters, G&D promotes long-term professional development of its lawyers who have been attending on a regular basis courses on transfer pricing and international taxation at prestigious institutions such as the Vienna University of Economics and Business, Leiden University and the International Bureau of Fiscal Documentation.

Labour & Employment Department: Led by partner Javier Dolorier, an acknowledged labour law attorney with 25 years of experience in collective bargaining and labour auditing, planning and restructuring. He has been a former advisor to both the Labour National Council and the Supreme Court in labour matters. Chaired until 2018 the High Court of Administrative Liabilities. The area is co-lead by Flor Villaseca an experienced litigator and specialised in safety and health at work.

G&D represents clients in employee relations and advises on all matters related to employment and labour law. The team's regular work includes drafting policy papers for clients on recently issued legislation on pay equity, as well as sexual harassment prevention and complaints procedures, and LGTB inclusion initiatives. The firm also advises corporate clients on the impact of new technologies on job reduction.

BUSINESS

• Tax

Specialization in: tax litigation; tax planning (includes fiscal planning and wealth management) and general tax advisory with focus on international transactions and transfer pricing, technology and e-commerce (high specialisation in taxation of digital services, technical assistance, royalties, software and other e-commerce and IT-related operations).

• Labour and Employment

Specialization in: Preventive counsel, drafting contract plans and policies, salary programs, hiring foreign personnel and human resources management auditing. Litigation success rate in the last five years has been around 90%.

CONTACTS

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**Juan Enrique Dupuy
García**



Aldo Cornejo Uriarte



Eduardo Linares

POSITIONING

ONTIER is a global law firm with headquarters in London and offices in 13 countries worldwide. We are in Bolivia, Brazil, Chile, Colombia, Italy, Spain, the United States, Mexico, Paraguay, Peru, the United Kingdom, the Dominican Republic and Venezuela, which makes us the international firm with the largest presence in Latin America.

ONTIER is an international law firm that offers all kinds of legal services, among which especially high complex commercial and corporate transactions, as well as international commercial litigation.

Our Corporate and M&A team plays a crucial role in providing specialized legal services to companies seeking to carry out strategic business transactions such as mergers, acquisitions, divestitures, and corporate restructurings. Our activities include conducting legal due diligence proceedings, drafting and reviewing civil and commercial agreements and contracts, negotiating terms and conditions, securing regulatory approvals and managing risks, all with the aim of facilitating successful transactions and ensuring compliance with relevant legal and regulatory requirements. Additionally, we offer strategic guidance to their clients to optimize the value and efficiency of corporate operations.

Likewise, we possess extensive experience in the establishment of companies, both national and international clients. Our services involve guiding our clients through the drafting, preparation and registration of all necessary documents related to their businesses. We can remark, among them, the constitution of burdens on the shares, minutes of Board of Directors and General Shareholders Meetings, statutory modifications, capital increase or decrease, debenture issuances, mergers, spin offs, corporate transformations, branch establishments, dissolution, and liquidation, as well as formation of joint ventures and consortiums, franchise agreements, among others.

BUSINESS

- Corporate and M&A
- Tax
- Labor
- Litigation & Arbitration
- Compliance
- Administrative
- Energy
- Civil Law
- IP
- Real Estate
- Data Protection
- Public Works for Tax Deduction
- Criminal Law
- Digital
- Regulatory
- Antitrust
- Banking & Finance

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Aldo Cornejo Uriarte, Partner: acornejo@ontier.net

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Daniel Robles Ibazeta



Dayan Ibazeta Castelo



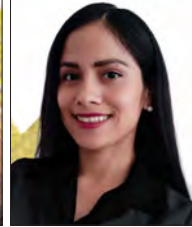
Karen Celestino Licera



Alonso Tarazona



Amy Oyarse Muñoz



Lucero Villalobos

POSITIONING

We are a Law Firm with more than 22 years of experience in different areas and industries that have allowed our firm to consolidate in the Peruvian market, making a difference from the particularity of the services we provide, offering comprehensive solutions regarding the legal matters of our clients with personalized attention and high-quality standards.

In Robles Ibazeta Consultores we offer a vast advice in the different areas of law, in which we have experts in the field and a solid, transparent, and outstanding work team within the Peruvian market.

Corporate: We provide comprehensive advice to our local and foreign clients in all corporate and contractual aspects, including the analysis and implementation of the most suitable corporate structures for the development of businesses, projects, operations, and investments, regardless of the industry in which they operate. We advise our clients on all types of corporate agreements, such as capital increases and reductions, corporate reorganizations (including mergers, spin-offs, and simple reorganizations), dissolution and liquidation processes, and others related to the proper corporate development of companies.

Labor: The labor area has specialists in Labor Law and Social Security. We provide preventive business advice on labor matters. We maintain a strategic vision of labor relations where we know that beyond the conventional approach of bipartite and tripartite care of the labor relationship (union), our clients grow if there is harmony, motivation, commitment, and a good working environment. Aspects that we provide through our training plans that perfectly complement our labor compliance practice, and that make the difference in our daily consulting. Our activities range from the absolution of daily consultations, strategic planning of recruitment, including the hiring of foreign personnel and administrative procedures with the National Superintendence of Labor Inspection - SUNAFIL. In addition, the team has experience in administrative procedures and court cases.

Consumer Protection, Unfair Competition and Intellectual Property: The purpose of our advisory services is to support companies in their commercial projects by reviewing compliance with Peruvian regulations in this area. In that sense, our service consists of reviewing the pieces and texts to be used in advertising campaigns, elaborating and/or reviewing the conditions of the services and/or products to be offered, as well as evaluating the distinctive signs to be used. Our experience covers different areas related to the tourism sector, insurance, payment gateways, retail, among others. Our team also provides comprehensive advice in the analysis of cases, the development of legal strategies to be followed for the benefit of our clients and the constant defense of the companies in our charge in all administrative and judicial processes that may arise in this field.

Tax Law: We stand out for the clarity of our services and for making changes for the economic savings of our clients through the execution of our tax optimization service, which will be achieved through a business tax advice to increase results and not losses. Our mission is to provide comprehensive advice on tax matters with a value proposition that ranges from the proper administration of taxes, tax planning, tax compliance, tax returns, monthly consulting, audits, campaigns such as beneficial ownership and transfer pricing, tax audits and others.

Fintech: Our staff of lawyers specialized in New Technologies Law, Banking and Finance Law and other branches of law that interact with Fintech requirements, are professionals with extensive experience in providing advice to companies in the digital sector and Startups, so that they can achieve a development based on technology and the continuity of their operations, in compliance with the current regulatory framework. We stand out in the market for being one of the pioneers in providing advice in the Fintech sector on issues such as financial services regulation, complex transactions, payment systems, blockchain and cryptocurrencies, as well as data privacy and cybersecurity, for which we have a high level of legal expertise.

Public Procurement: We provide advice in the review of bidding documents and additional documents, preparation of consultations and observations before public entities, preparation of accreditation forms, preparation of technical proposals, advice in the preparation of files and review of technical documents to evaluate compliance with requirements, response to bids, negotiation of contracts in compliance with legal specifications within the scope of the applicable law.

BUSINESS

- Corporate Law
- Labor Law
- Consumer Protection, Unfair Competition and Intellectual Property
- Tax Law
- Fintech
- Public Procurement

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Jorge Dávila



Julio Vidal



Luz María Pedraza



Miguel Angel Soto



Milagros Mendoza



Pedro Pablo Castañeda

POSITIONING

Rubio Leguía Normand is a top tier full-service team with one main focus: clients' business. With more than 40-years in the Peruvian legal market, Rubio's reputation for high ethical standards, top quality services and an experienced, proactive, driven and collaborative team of lawyers has positioned them as a key player in highly complex cross-border transactions as well as in the local market. Rubio has earned a reputation as the law firm in which to turn with the most complex business challenges and needs while focusing on long-term relationships with clients, some of which have been right from the start.

Rubio Leguía Normand empowers ambitious organizations that are expanding, protecting and transforming their businesses and ensures to provide a boutique approach with a multi-service foundation. The firm boasts the best legal minds in the country and is considered a quarry for the best young lawyers in the past five years, many of them having had international experienced in the best Law Firms abroad.

Rubio Leguía Normand offers a global service by connecting our clients with law firms around the world, thanks to our alliance with TerraLex, Ibero-American Legal Network and LataxNet.



Sandro Núñez



Víctor Ferro



Xennia Forno

BUSINESS

- Aeronautic
- Banking and Finance
- Capital Markets
- Competition
- Compliance
- Constitutional
- Consumer Protection
- Contracting with the State
- Corporate
- Dispute Resolution
- Environment
- Infrastructure and Concessions
- Intellectual property
- Labor
- Mergers & Acquisitions
- Migratory
- National and International Arbitration
- Natural Resources: Energy and Hydrocarbons
- Natural Resources: Mining
- Negotiation, Community Relations and Conflict Management
- Patrimonial and Non – Patrimonial Civil Law
- Personal Data Protection
- Project Finance
- Public Services Regulation
- Public-Private Partnerships
- Real Estate, Land Remediation and Land Titling
- Restructuring and Insolvency
- Social Security
- Tax and Customs
- Water Resources
- Wealth Management
- Works for Taxes

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Yuri Montesinos Alvarez



Mariel Meza Rodríguez



Laura Pichihua Vegas

POSITIONING

Salazar & Zúñiga brings together the experience accumulated by its members over 25 years of professional practice. Our members have been part of recognized law firms, important business organizations, as well as public entities. We are committed to providing our services with solvency, promptness and precision. Our firm has extensive experience in providing legal services to national and foreign clients, finding ourselves fully familiar with their interests. Our services include aspects related to:

Corporate matters:

- Definition of the most suitable structures for investor's entry and exit from the market.
- Acquisition and sale processes of companies or substantial assets.
- Business reorganization processes, such as mergers, spin-offs, transformations, asset segregation.
- Legal audit processes (due diligence).

Tax matters:

- Corporate Tax Law, which covers advice on tax matters, tax planning and international taxation.
- Tax review and inspection procedures, comprehensive care and advice on audits, reviews, inspections, inductive actions, complaints and information crossing procedures initiated by Peruvian Tax Authority - SUNAT.
- Tax procedural law, structuring of legal defense and sponsorship in the attention of tax disputes before SUNAT, municipalities, Tax Court and the Judiciary.
- Taxation of natural persons and advice on procedures for unjustified asset increases.

Labor matters:

- Counseling on compliance of labor legislation and advice on inspections of the Labor Inspection Authority (SUNAFIL).
- Design and application of compensation packages, payroll efficiency, contractual strategies.
- Advice on termination of employment relationships, including for senior staff and collective dismissals.
- Labor audits.

BUSINESS

- Corporate / M&A
- Tax
- Real Estate
- Labor
- Competition and Intellectual Property
- Privacy
- Telecommunications, and technology

Competition and Intellectual Property:

- Advice on legal matters and litigation related to antitrust, including pre merger control proceedings, unfair competition, and advertising law.
- Registration of all types of intellectual property, defense actions including litigation.

Privacy

- Legal advice of privacy regulation applied to the business.
- Registration of data bases and international data flows.

Telecommunications, and technology

- Administrative proceeding for telecommunications service concession.
- Regulatory obligations.
- Technology contracts negotiation.
- Regulatory analysis for technology implementation.

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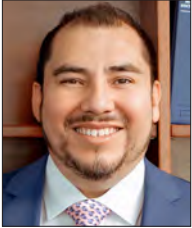
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Erick Valderrama



Dulmer Malca



Patricia Kcomt



Carlos Enriquez



Cesar Salazar



Karina Quinde



Lily Valderrama



Rudy Cabeza

POSITIONING

Valderrama Abogados is a multidisciplinary law firm founded in 2016. We provide specialized professional services with the highest standards and the appropriate technological support, combined with experience, creativity and innovation, to the most important national and international companies of the productive sectors operating in Peru.

Our clients are the center of our firm. We are committed to provide them with an excellent experience to achieve success in their legal transactions. This has allowed us to obtain their recognition and also for the governmental entities as their legal partner of great reliability and trust.

We have developed a practice that has allowed us to execute more than 100 projects in companies with Peruvian and foreign capitals with an approximate investment of \$2,500.00 million. Meanwhile, in the labor area, our experience is supported by more than 150 clients from different sectors where we join them in all stages of labor relations and provide them with advice on Occupational Health and Safety.

Our performance led us to be the first law firm to become part of the Association of Real Estate Companies of Peru - ASEI, the most important organization in the real estate sector, and also to achieve an alliance with the Peruvian Association of Human Resources (APERHU).

In addition, we have achieved that first level Peruvian media consider our lawyers as referents and opinion leaders.

BUSINESS

- Corporate
- Mergers and Acquisitions
- Labor
- Occupational Health and Safety
- Immigration
- Real State
- Compliance
- Administrative
- Personal Data Protection
- Consumer Protection
- Intellectual Property Law
- Government Contracting
- Regulatory
- Government Relations
- Social Relations

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Krizia Zúñiga Flores

 **POSITIONING**

At Zuniga Alvarez, our aim is to provide comprehensive advice, through personalized, detail-oriented service. We look to create value for our clients, with timely, efficient, and creative solutions that contribute to the success of their businesses.

At Zuniga Alvarez, our practice is focused on advice and representation in judicial and arbitration proceedings in civil, commercial, corporate, constitutional, and administrative matters. All of our strategies are based on effective client communication, attention to detail, and creativity.

We have extensive experience in the following practices:

Real Estate

We are always looking to add value to the client's business. We understand their needs and we bring our knowledge and viewpoints together as complete advice, clearly transmitting to the client our analysis, the strategy, and the position of their business from the technical-legal point of view.

Litigation

We are a firm that specializes in resolving disputes. Our team of professionals look for the most efficient solution for the client's business and draw up strategies as a team, thereby covering multiple different perspectives and points of view.

Arbitration

We litigate arbitration with passion, conviction, and meticulousness. We train our lawyers to take into account all possible different scenarios when litigating, drawing up a strategy for each one, so as to be able to defend the client's interests in the best way possible.

Startups & New Technologies

We are passionate about new ventures and technology. Our professionals are tech-savvy with proven international experience, enabling us to provide tailor-made advice to enterprises and businesses from start-up, through growth and financing, and towards eventual success.

 **BUSINESS**

- Real Estate
- Litigation
- Arbitration
- Startups & New Technologies

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Gonzalo Olivera
Partner & Head of
Energy in Spain



Alberto Artés
Counsel, Energy

POSITIONING

Addleshaw Goddard is recognized among the most innovative law firms internationally. With more than 1,750 lawyers (400 partners) spread across its 19 offices in Spain, the United Kingdom, Ireland, France, Germany, Luxembourg, Singapore, and the Middle East, Addleshaw Goddard is a 250-year-old law firm that counts among its clients more than half of the FTSE100's listed companies, numerous multinationals, and financial institutions, as well as other leading and innovative companies in their respective markets.

In Spain, where our team has a history of 25 years, our 13 partners and more than 60 lawyers have established themselves as a benchmark in the country for legal advice in all types of energy matters. Our team has been consistently involved in major energy and infrastructure deals, disputes, arbitration, and project financing and developments, providing advice on transactional and regulatory matters both in Spain and Europe.

Our recognised specialists in the energy sector truly understand the legal and commercial realities and issues companies face, meaning we can offer the best solutions in the market adapted to our clients' needs. We provide comprehensive and transversal advice, applying our knowledge of the sector's entire value chain to the legal services we offer. We provide a 360-degree approach, having advised domestic and international industry players, financial investors, financiers, equipment manufacturers, project developers, constructors, operators, off-takers, and regulatory authorities.

Clients who have benefited from our expertise include, among others, EDP Group, Galp, DWS, Ocean Winds, Capital Dynamics, Igneo Infrastructure Partners, Benbros Solar, Novenergia, Suma Capital, Alantra Solar, Sustainable Energy One, EKZ Renewables, Metka, Mytilineos, Alleans Renewables, Plenum Partners, European Investment Bank, Villar Mir Energía, Mapfre, Solaria, and Acciona Recarga.

KEY SECTORS

- Renewables (solar, wind, biomass, waste to energy, green hydrogen)
- Oil and Gas
- Electricity
- Infrastructure

KEY SERVICES TO THE ENERGY AND INFRASTRUCTURE SECTOR

- Corporate and M&A
- Regulatory advice
- Public and private contractual matters
- Construction
- Finance and Project Finance
- Environmental Law
- Tax
- Litigation and Arbitration
- Competition and Antitrust
- IT and Data Protection

HIGHLIGHTED ENERGY DEALS

- Advice to EDP Renováveis on the €460 million cross-border sale to the Austrian energy company VERBUND Green Power GmbH of Viesgo Renewables and Viesgo Europa.
- Advice to China Huadiang HongKong Company Ltd. on the €175 million acquisition of a 175MW solar portfolio located in Antequera (Málaga) from Jinko Power Spain.
- Advice to Metka (Mytilineos Group) on several transactions on the Spanish market, including the acquisition from BP Lightsource of a 100MW solar photovoltaic portfolio composed of two projects with 50MW each.
- Advice to EDP Energías de Portugal on the sale of 50% of Aboño coal plant to the Asturian group Corporación Masaveu.
- Advice to Suma Capital on the acquisition of 90% of Zamora Eco Energías, a subsidiary of the Spanish company DH Eco Energías.
- Advice to Banco Santander and the European Investment Bank on the agreement reached with the listed renewable energy group Solaria for the granting of a green loan financing amounting to €553 million for the development of several solar photovoltaic projects with a total aggregate capacity of more than 1 GW.
- Advice to MAPFRE on the incorporation into Energías Renovables Ibermap, its joint venture with Iberdrola, of a 150 MW portfolio of solar PV projects.
- Advice to the European Investment Bank on the financing of a portfolio of PV plants through a long term PPA-based project finance loan.
- Advice to Activos en Renta Energía on the sale of 4 Solar PV projects located in Spain to investment firm NGC Partners.
- Advice to several international energy companies on the regulatory and contractual aspects of its renewable, gas and electricity businesses in Spain.

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POSITIONING

Addleshaw Goddard is recognized among the most innovative law firms internationally. With more than 1,750 lawyers (400 partners) spread across its 19 offices in United Kingdom, Ireland, France, Germany, Luxembourg, Singapore and the Middle East, Addleshaw Goddard is a 250-year-old law firm that counts among its clients more than half of the FTSE100's listed companies, numerous multinationals and financial institutions, as well as other leading and innovative companies in their respective markets.

In Spain, where our team has a history of 25 years, our 13 partners and more than 60 lawyers have established themselves as a benchmark in the country for legal advice in all types of M&A, Energy, Real Estate and Investment Fund operations. The firm offers comprehensive legal advice in the main branches of business law: M&A; Commercial and Corporate Law; Investment Funds and Private Equity; Banking and Finance; Energy and Infrastructure; Securities Markets; Competition and EU law; Real Estate Law; Labor Law; Tax, Litigation and Arbitration; Intellectual and Industrial Property and New Technologies Law.

HIGHLIGHTED FUNDS STRUCTURING CREDENTIALS

- Advice to Asterion Industrial Partners on the structuring of Asterion Industrial Infra Fund III, with a target size of 2.3 billion.
- Advice to Qualitas Energy on the structuring of its flagship fund QEV. Target size: €2.4 billion.
- Advice on the private equity and venture capital activities of the government supported Fond-ICO program, including the investments made by its fund of funds Fond-ICO Global.
- Advice to Alantra on the launch of N-Sun Energy, its new investment platform for solar PV projects in Southern Europe. Target size: €1.7 billion.
- Advice to Miura Partners on the structuring of its funds Miura Impact Fund (target size €150 million), Miura Partners Fund IV (target size €500 million) and Dent&Co (target size: €200 million).
- Advice to Nexxus Iberia on the structuring of its second private equity fund, Nexxus Iberia Private Equity II (target size: €241 million) and of OFG Continuation Fund (target size: €56 million).
- Advice to Qualitas Equity Funds on the structuring of Qualitas Funds V, with a target size of €600 million.
- Advice to Seaya Ventures on the launch of Seaya Andromeda Sustainable Tech Fund I ("Seaya Andromeda"), its venture capital vehicle in collaboration with Iberdrola, Fond-ICO Next Tech and Nortia Capital, Manuel Lao's investment vehicle.
- Advice to Tresmares Capital on the structuring of Tresmares Growth Fund IV, its third venture capital fund, with a target size of €200 million.

BUSINESS

- Corporate and M&A
- Funds and Private Equity
- Banking and Finance
- Tax
- Employment
- Litigation and Arbitration
- Insolvency
- Real Estate
- Energy and Infrastructure
- Regulatory
- EU and Competition
- TMT

HIGHLIGHTED M&A DEALS

- Advice to Hispasat on the creation of a consortium with Airbus Defence and Space, Eutelsat, SES and Thales Alenia Space, to take part in Project Iris 2, a European Commission programme for the design, financing, manufacture, launch, operation, maintenance and replacement of a constellation of telecommunication satellites.
- Advice to GED Capital on the acquisition of Eugin's business in Europe and Latin America from global healthcare group Fresenius.
- Advice to Chinese multinational Haier Group Corporation on the \$1.8 billion cross-border acquisition of a 20% stake in Shanghai RAAS Blood Products from IBEX-35 pharmaceutical company Diagnostic Grifols S.A.
- Advice to GED Capital and industrial conglomerate Hervaz Group on the sale of ice company Procutibitos Europe to Magnum Industrial Partners.
- Advice to Sonae on the integration of the drugstore companies Druni and Arenal to create a new giant in the retailing of perfumery and cosmetic products in Spain.
- Advice to EDP Renováveis on the €460 million cross-border sale to the Austrian energy company VERBUND Green Power GmbH of Viesgo Renovables and Viesgo Europa.
- Advice to EDP Energías de Portugal on the sale of 50% of Aboño coal plant to the Asturian group Corporación Masaveu.
- Advice to EDP Energías de Portugal and EDP Renováveis on the €2 billion share capital increase subscribed through accelerated bookbuilding offering processes.
- Advice to Sonae on the sale of its stake of Iberian Sports Retail Group to JD Sports Fashion, the biggest sportswear retailer in UK.

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POSITIONING

A&O Shearman was formed in 2024 via the merger of two historic firms, Allen & Overy and Shearman & Sterling.

A&O Shearman is one of the leading firms in Spain, delivering top-tier advice to a broad range of domestic and international clients including financial institutions, corporates, investment funds and public bodies.

Our Madrid office is led by 17 partners with extensive expertise in corporate and M&A; finance; capital markets; litigation and arbitration; project development and finance; employment; tax; competition; public law; and restructuring and insolvency.

With nearly 4,000 lawyers globally, including 800 partners, working in 48 countries worldwide, we support our clients wherever they do business.

ENERGY

A&O Shearman's energy team advises clients across the industry on major projects, corporate transactions, and cross-border disputes in both national and international markets. We provide comprehensive advice across the entire energy sector, including oil & gas, power and renewables (wind, solar, hydrogen, and waste-to-energy), thermal power, nuclear power, regulated network assets, and water.

Globally, we are recognized as the world's leading advisor on the energy transition. We leverage our extensive experience in oil, gas, and renewables to provide cutting-edge advice on green fuels, green and blue hydrogen, and associated carbon capture and storage projects. In Spain, we have been recognized as the Best Energy Law Firm by *Expansión* in 2024, 2022, 2021, and 2020.

Our team handles every phase of energy project development, including early development arrangements (such as interactions with governmental entities), consenting and planning matters, financing, construction, operation and maintenance, and ultimately the refinancing, acquisition, and sale of energy assets.

Our specialized disputes lawyers possess deep expertise in energy-related litigation and arbitration, particularly concerning the Energy Charter Treaty, gas price disputes, and construction disputes. *El Confidential* recognized us as the Best Law Firm in Arbitration in Spain in 2024 for our work on Energy Charter Treaty arbitrations. Our International Arbitration team has represented over 30 international investors in 12 ECT claims against the Kingdom of Spain.

A&O Shearman's leadership in the Energy & Natural Resources sector is rooted in our ability to adapt to changing markets and deliver high-quality service. Our core practice groups include projects, mergers & acquisitions, public law, and litigation & arbitration. These groups are supported by our market-leading practices in environment and climate change, antitrust, regulatory, and energy trading. Our commitment to excellence ensures that we provide top-tier service to our clients across the energy sector.

OUR PARTNERS IN SPAIN

Antonio Vázquez-Guillén, Arbitration and Litigation Partner
Ignacio Ruiz-Cámara, Banking & Finance Partner
Antonio Martínez, Competition and European law Partner
Bosco de Checa, Corporate, M&A and Capital Markets Equity Partner
Charles Poole-Warren, Banking & Finance and Capital Markets Debt Partner
Ignacio Hornedo, Corporate, M&A and Private Equity Partner
Iñigo del Val, Corporate, M&A and Private Equity Partner
Ishtar Sancho, Tax Partner
Javier Castresana, Restructuring & Insolvency Partner

Javier Mendieta, Arbitration and Litigation Partner
Jimena Urretavizcaya, Banking & Finance Partner
Juan Hormaechea, Banking & Finance Partner
Salvador Ruiz Bachs, Financial Regulatory and Capital Markets Debt Partner
Santiago de Vicente, Real Estate Partner
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Carlos de Cárdenas



Alejandra Font



Manuel García-Riestra

POSITIONING

Alter Legal is a boutique law firm formed by an experienced team of professionals specialised in fund formation and alternative investments.

We have the largest investment funds practice in Spain, with access to longstanding relationships with other specialised firms in Europe, US and Asia.

We advise on fund formation, primary investments, co-investments and secondaries, and their legal, tax and regulatory implications.

We have advised over the last 25 years on investments in over 1000 alternative funds.

We provide specialist bespoke legal advice to fund managers, executives, sponsors, financial institutions and other investors.

BUSINESS

- Investment Funds
- Fund Structuring
- Advice to fund sponsors, managers and executives
- Primary Investments and co-investments
- Secondaries
- Regulatory
- Tax

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POSITIONING

Confianza is a legal firm founded in Bilbao in 1994, with offices in Bilbao, Madrid and San Sebastian. We have more than 500 clients, groups of companies with whom we have forged a recurring relationship. These are mainly medium-sized Spanish companies that we have helped to grow, adapting their structure to their size, which has required business restructuring, a discipline in which we are very expert, having carried out an average of 3.54% of the restructurings carried out in Spain over the last 15 years.

At Confianza we are working more than 45 highly qualified professionals, lawyers and economists, and we have come to M&A in a natural way, supporting our clients in their growth and always pursuing their continuity as a company, which has led us to seek and find investors and financial investors as a solution for business continuity.

In the last 12 months we have confirmed our strategy of supporting medium-sized Spanish companies, having closed 10 deals that have guaranteed the business continuity of our clients, through the involvement of industrial and financial investors in the capital of our clients.

BUSINESS

- Legal, fiscal and commercial law
- Accounting
- Taxation
- Labour
- Corporate strategy: Continuity plan.
- Corporate SME (M&A): Mergers and acquisitions of SMEs.
- Business integration operations.
- Corporate Reorganisations
- Private Equity Deals
- Debt financing and refinancing operations.
- Guidance, planning and management of receivership proceedings.
- Labour Protocol.

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POSITIONING

Pavia e Ansaldo is an independent Italian law firm which has been operating in Italy and abroad for over 60 years.

THE ACTIVITY IN SPAIN

From pharmaceuticals to manufacturing, agriculture to pet accessories, the expertise of Pavia e Ansaldo continues to shape the narrative of cross-border business success. The Firm's recent portfolio proves the international presence and versatility: it orchestrated Threestones Capital's complex nursing home transaction with DomusVi, steered Saica Group through two strategic acquisitions, managed Unobravo's expansion of online therapy services into Spain, and secured an Italian license for TuLoteró.

In October 2023 Pavia e Ansaldo strengthened its cross-border capabilities with the inauguration of the new Madrid office. This strategic expansion significantly enhanced the presence of the Firm across Spain and Southern Europe, where Pavia e Ansaldo has been active since 1996 through the Desk Spain in Milan and where it established on-site operations with the opening of the Barcelona office in 2016. With its two Spanish offices, Pavia e Ansaldo is the only major Italian firm with a dual presence in both Barcelona and Madrid.

BUSINESS

- Mergers & Acquisitions, Private Equity
- Corporate and Commercial
- Real Estate
- Healthcare and Pharmaceutical
- Energy
- Tax
- Employment
- Data Protection
- Dispute Resolution

OFFICES

- Barcelona
- Madrid
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Carlos Reviriego



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POSITIONING

PricewaterhouseCoopers Tax & Legal, S.L. (“PwC”) is the legal and tax division of PwC Spain, which is a key advisor for the financial investors in Spain and in other key international financial markets. PwC Legal and Tax M&A and Fund Formation teams operate mainly from the offices in Madrid and in Barcelona but also from PwC offices in Bilbao and Valencia.

With PwC our clients access the knowledge of our market-leading global Private Equity and Private Funds sector team. The members of this sector groups are in regular contact with one another around the world and across diverse practice areas (including the consultancy and transaction services divisions), exchanging their experience and insights into the industry, and working together to support our clients.

We have a strong track record of assisting international and national private equity houses on M&A transactions, regularly acting on both the sell-side and buy-side, on complex auction processes and bilateral transactions. This allows us to find pragmatic solutions to unexpected issues and complexities. This privilege position would allow us to offer real added-value at the negotiating table. As a global full-service M&A team, we have an excellent track record in coordinating multijurisdictional transactions. We can mobilize unrivalled resources in order to deliver the firm’s knowledge and experience wherever and whenever required. We offer an integrated partner-led approach in the transactions, operating as a single team and providing coordinated advice across all relevant practice areas and offices in order to support our clients across the full range of issues that might arise in an M&A transaction. We have an excellent track record of obtaining merger clearance and also in providing FDI and AIFMD analysis.

We have extensive experience in the structuring of private funds and in advising the major national and international fund managers, promoters and investors on the structuring, incorporation, marketing and the subsequent investment and divestment stages, covering all the legal and tax needs of such private funds (regardless of their investment strategy) from set-up to liquidation. Our clients also benefit from the services provided by our PwC consultants specialized in ESG matters and the PwC People & Organization Department specialized in designing long incentive plans packages for the executive team members of asset managers which, together with the reach and resources of the firm’s international network, enables us to provide seamless complex and holistic advice. We go beyond the deal process, offering a full-service practice. Our Spanish Private Funds Department has a particular focus on private equity, real estate, debt, infrastructure, and distressed-asset closed-ended funds. We also have LP-side experience, advising investors in those funds, including corporates, pension funds, insurance companies, funds of funds, sovereign wealth funds, supranational institutions, and family offices. Unlike most of our competitors, our private funds team can offer both structuring advice and M&A transaction advice in secondary transactions.

OFFICES

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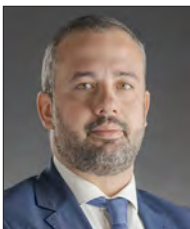
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Victoria Krotova



Luis Monzó Díez



Francisco Lidón Berenguer



Marian Antigua



Doménico Guarneri



María Meléndez-Váldez Maestre

POSITIONING

Sánchez Butrón Abogados is a national reference in the juridical-legal field that has the professionalism of a human team whose experience transcends until its foundation in 1995. In its expansion, the firm has seen its efforts projected through offices in Alicante, San Vicente del Raspeig, Los Montesinos-Torrevieja and Madrid in order to respond to the growing needs in the field of law.

Among our practice areas are:

Urban Law: At Sánchez Butrón we have extensive and extensive experience in the field of Urban Planning Law in all areas and in the different perspectives that it affects, having represented and advised as lawyers throughout our professional work administrations, businessmen, entities and individuals.

During our professional history we have developed and participated in all areas of URBANISM, such as Land Planning and Management (General Plans, Partial Plans, etc.), as well as Urban Management (Integrated Action Programs, Reparcelling Projects, Urban Interest Groups, Compensation Boards, etc.), as well as DISCIPLINE (sanctioning files, demolition, legalization...) in all types of administrative and judicial procedures that it covers (civil, criminal and contentious administrative).

Real Estate: In terms of Real Estate Law, linked to Urban Law, we advise and represent the interests of all the agents who carry out their activity in the real estate and construction sector: developers, builders, technicians, home buyers, homeowners' associations. Our experience covers the management of files from the moment they arise out of court. In addition to the judicial processes related to the construction and real estate field, our intervention focuses on the process of buying land and, in general, the property (housing, commercial premises, etc.), as well as in all matters related to the horizontal property.

Environment: Our experience covers the treatment of Environmental Law in an integral way, from the management of administrative files before the different administrations as well as in the judicial process, whether criminal, civil or contentious-administrative.

And we offer Comprehensive Environmental Advice insofar as real estate, urban planning and business activities in general are affected by Environmental Law, which is present throughout the Spanish legal system, through the sectoral regulation that affects water, air, the landscape, noises, natural spaces, energies. At Sánchez Butrón we are experts in Environmental Law, for which we have specific collaborators for each technical subject, to provide technical detail to our legal knowledge of environmental matters.

BUSINESS

- Urban Planning and Real Estate and Environment
- Real estate contracting (purchase and sale, swaps...)
- Contracts for construction works, urbanization...
- Legal proceedings on constructive deficiencies or construction pathologies
- Occupational Health & Safety.
- Advice on horizontal division.
- Judicial, criminal and administrative procedures, derived from work accidents
- Commercial Litigation

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POSITIONING

Bär & Karrer is a leading Swiss law firm with more than 200 lawyers in Zurich, Geneva, Lugano, Zug, Basel, and St. Moritz.

We have extensive experience and expertise in dealing with complex domestic and cross-border transactions as well as with smaller transactions across all sectors. We can keep up with fast-paced deals and short-term changes and always persevere in tough negotiations.

We support our clients across the full range of corporate transactions in both public and private M&A.

Our multidisciplinary teams of experts from various practice areas collaborate closely to come up with solutions to address the different legal issues related to a specific transaction.

We act for corporate buyers and sellers, financial sponsors and their financial advisers as well as private investors.

The general areas of our M&A practice include:

- Strategic and financial acquisitions
- Divestments and spin-offs
- Friendly and hostile takeovers
- Mergers
- Carve-out transactions
- Successions for family-owned companies
- Real estate transactions
- Regulatory approvals
- Restructurings
- Post-transaction litigation

BUSINESS

- Arbitration
- Banking, Insurance & Finance
- Capital Markets & Listed Companies
- Competition & Antitrust
- Consumer Goods & Retail
- Corporate & Commercial
- Crisis Management & Internal Investigations
- Data Protection & Digital Economy
- Employment & Migration
- Energy & Natural Resources
- Healthcare & Life Sciences
- Intellectual Property
- Litigation
- Logistics & Transport
- Mergers & Acquisitions
- Notarial Services
- Pension & Social Security
- Private Client & Estate Planning
- Private Equity
- Public Sector & Procurement
- Real Estate & Environmental Law
- Sports Law
- Startup & Venture Capital
- Tax
- Technology, Media & Telecommunications
- Turnaround, Reorganization & Insolvency
- White Collar Crime

OFFICES

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- Zug
- Basel
- St. Moritz

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Frédérique Bensahel



Marco Villa



Michel Abt

POSITIONING

Founded in 1993, FBT Attorneys-at-Law (FBT) Avocats SA (FBT) is a multidisciplinary law firm, based in Geneva and Paris, which operates in the financial and commercial sectors as well as in niche activities, with a predominantly cross-border dimension.

FBT lawyers and tax advisers have worked in banks, multinational companies, international trust companies, family offices, notary offices and law firms, in Switzerland, France and other countries.

The firm's organization comprises specialized and complementary practice groups working in two locations and focused on the following spheres of expertise: Banking & Finance, Tax, Family Estate Law, Corporate & Commercial, Litigation & Arbitration and Labour & Social Insurance.

Each group includes one or several partners, associates and legal specialists – lawyers, tax experts, economists – bringing extensive experience to the group's area of activity.

Depending on the case, FBT sets up a “multidisciplinary legal team” to:

- deal comprehensively and pragmatically with the various aspects of the case
- respond rapidly while maintaining a high level of legal security
- ensure optimal cost control

These French-Swiss teams routinely work at the most exacting level to assist their clients in their domestic and cross-border operations.

Owing to the quality of its network of lawyers outside Switzerland, FBT has long developed a proven capacity for mobilizing and coordinating specialized teams in different countries.

This work has enabled FBT to distinguish itself in cross-border transactions. Thus, the abilities and experience required by the ever more complex legal challenges facing our Swiss and foreign clients converge in a single law firm.

Our objective is to offer our private and corporate clients transparent and efficient advice at reasonable costs.

BUSINESS

- Banking & Finance
- Tax
- Family Estate Law
- Corporate & Commercial
- Litigation & Arbitration
- Labour & Social Insurance

OFFICES

- Geneva
- Paris

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POSITIONING

Founded in 1982 and nowadays established in Geneva and Hong Kong, Gillioz Dorsaz & Associés is a business law firm providing advice and legal representation in the conduct of their business to individual and corporate clients, both Swiss and foreign.

Imbued with a strong team spirit, our firm provides all its clients with highest-quality services combining diverse areas of expertise, including corporate law, tax, contracts and transactions, banking & finance and employment law.

Our firm's tax team provides advice and assistance to corporate entities and individuals in matters relating to direct and indirect tax. In particular, we assist our clients in setting up tax structures discussed and defined with them, managing their tax liability and resolving tax-related disputes. In international matters, we regularly deal with double-taxation agreements and collaborate with high-quality foreign counterparts to settle issues of cross-border or foreign taxation. The relations of trust we have established with the tax authorities are a definite asset in the conduct of our activities, whether in taking preventive measures or resolving disputes.

In business law matters, we assist our clients in negotiating and closing commercial transactions such as sales or acquisitions, cooperation agreements and securing financing and guarantees. We also have wide experience in analysing existing structures and in advising on reorganizations and restructurings of companies and groups of companies.

Our banking & finance team advises numerous Swiss and foreign banks and finance institutions as well as financial intermediaries, independent asset managers, fund managers, trustees and FinTech companies. We assist them in setting up and organizing their corporate structure and activities, in obtaining the relevant FINMA licenses as well as in their dealings with their clients and regulatory authorities.

The activity of our employment team covers all aspects of Swiss employment law (both private and public employment law), as well as related areas such as social insurances, pension, data protection and unfair competition. We represent clients – both employers and employees - before judicial and administrative authorities and also advise them in all stages of the employment relationship, including hiring phase, remuneration schemes, business transfers, international secondments or transfers of employees, individual or collective dismissals, separation agreements, drafting of employment contracts and of various company policies.

Our international orientation and extensive experience of close collaboration with counterparts abroad enables us to conduct or coordinate highly complex transactions and litigation within Switzerland and at international level. We enjoy a strong reputation for reliability, professionalism and integrity among our clients, our peers and judicial and administrative authorities.

BUSINESS

- Corporate
- Contracts and transactions
- Banking & finance
- Tax
- Employment

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POSITIONING

Corporate and Mergers & Acquisitions

The expertise you need, when it matters most.

Smart, fast, innovative thinking. Alongside deep insight and broad experience. Our team of 70 partners and associates make up Switzerland's leading corporate and M&A practice. Working together, we ensure our clients get the tailored support they need to beat the clock and achieve their goals.

We put our client's priorities first, providing high-quality advice when and where it matters. Our people have been praised by Chambers for their "excellent track record acting on high-profile public takeovers and private equity transactions". This extends to both domestic and cross-border matters, with close involvement in many of Switzerland's most important public and private corporate deals. We can take a lead role in your transaction, forming cross-practice groups to cover general corporate, governance, regulatory, antitrust, tax, finance and employment/pension issues when needed. And we manage the whole process end-to-end.

Alongside assisting large corporations and private equity firms, we also work for small and mid-size businesses at every stage of the corporate lifecycle. And we advise start-ups and university spin-offs from early stage activities right through to IPO or trade sale.

Competition and Regulated Markets

An unmatched footprint that brings unparalleled support.

Experience matters – never more so than in complex antitrust and competition law – and it makes us the go-to firm in the field. We cover all areas that come before the Swiss Competition Commission and Swiss courts. And our unmatched national reach means faster, easier access to expert advice – however intricate the problem.

Alongside breadth, you'll find depth. As one of Switzerland's largest competition law teams, we regularly advise on high stakes matters across diverse industries concerning products, services and infrastructure. And whatever the sector, we bring flexibility and a dependable, rapid response. Every situation presents its own challenges. But we always begin by identifying the best outcome and then focus on the most efficient way to get there. This means delivering clear, succinct, practical advice that makes sense first time round.

BUSINESS

- Asset Management
- Banking and Finance
- Capital Markets
- Commercial and Contracts
- Competition and Regulated Markets
- Corporate and M&A
- Data Protection and Privacy
- Employment, Pensions and Immigration
- ESG
- Insolvency and Restructuring
- Intellectual Property
- Investigations
- Litigation and Arbitration
- Private Clients
- Public Procurement
- Real Estate
- Tax
- Technology and Outsourcing

OFFICES

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- Zurich
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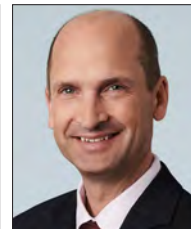
Philip Spoerlé



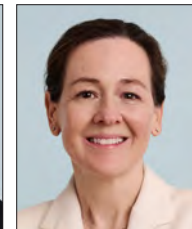
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Andrea Wuerzner

POSITIONING

Niederer Kraft Frey is a Swiss law firm with an international approach. We offer integrated advice across the whole spectrum of corporate, finance and business law. We have a long track record of dealing effectively with complex challenges by combining legal excellence with commercial focus. Over decades, Niederer Kraft Frey has worked on the most significant and demanding matters in the Swiss market. We are an international team of more than 140 lawyers of whom 51 are partners. The focus of Niederer Kraft Frey is the business of our clients.

Our Corporate/M&A practice is a core practice of NKF. We rank top-tier in independent legal directories and our lawyers are regularly rated as leaders in their field. We advise public and private companies, investment banks, private equity firms and investors. Our deep experience and capabilities in related practices: regulatory, corporate, capital markets and tax law is vital to the success of the complex transactions on which we advise. We regularly advise companies redomiciling to Switzerland, on cross-border M&A transactions and on restructurings of listed companies.

BUSINESS

- Antitrust/
- Competition
- Banking, Finance
- & Regulatory
- Capital Markets
- Commercial
- Compliance
- Corporate/M&A
- Dispute Resolution
- Employment
- ESG
- Intellectual Property
- Investigations
- & Enforcement,
- White Collar Crime
- Private Clients
- Real Estate
- Sports
- Tax
- Technology

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Maxime Chollet

Damien Conus

POSITIONING

Mergers & acquisitions in a global economy

Mergers and acquisitions are highly complex, time sensitive transactions. A legal team with the right experience, knowledge and flexibility can make a significant difference in helping you to successfully close your deal or defend your position.

Widely regarded as a pre-eminent Swiss firm for M&A, we advise leading Swiss, multinational and overseas companies on all aspects of buying and selling companies and businesses in both private and public transactions. We are used to working across many jurisdictions and multiple business sectors and are regularly ranked at the top of relevant M&A league tables.

Legal excellence meets commercial experience

Our M&A clients look to us for technical excellence in the law, innovative thought and a positive commercial approach. Together, these qualities give us an edge in negotiation, helping you to achieve your objectives and ensure the effective handling of transactions.

We can provide the full range of legal services required for your M&A transaction. You will enjoy a high level of partner involvement and availability, backed by a skilled team that excels in working with lawyers in other jurisdictions to get each deal done.

Our mergers and acquisitions legal services include:

- Private M&A transactions
- Public M&A transactions
- Risk capital transactions
- Foreign direct investments

BUSINESS

- Antitrust and Competition
- Banking & Finance
- China Desk
- Civil Law Notaries
- Corporate and Commercial
- Data & Privacy
- Employment Law
- Energy
- Health Care
- Immigration
- Information and Communication Technology
- Intellectual Property
- International Judicial Assistance
- Investigations & eDiscovery
- Legal Profession Law
- Life Sciences, Pharma, Biotech
- Litigation and Arbitration
- Media and Entertainment
- Mergers & Acquisitions
- Pension Funds
- Private Clients
- Private Equity & Venture Capital
- Public Sector & Regulatory
- Real Estate
- Restructuring & Insolvency
- Sports Law
- Startup Desk
- Tax
- Transport/Aviation
- White Collar Crime

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Mark I. Greene



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Richard Hall

POSITIONING

Cravath, Swaine & Moore LLP has been known as one of the world's premier law firms for over two centuries. Each of our practice areas is highly regarded, and our lawyers are widely recognized for their commitment to the representation of our clients' interests in the United States and internationally.

Cravath is the firm of choice for a large number of companies, boards and executives, as well as investment banks and private equity firms, for their most important and complicated transactions. Our counsel extends to helping companies, boards and executives navigate the opportunities and challenges presented by emerging technologies and trends in a global economy. This includes blockchain and financial technology; artificial intelligence; data privacy and security; Committee on Foreign Investment in the United States (CFIUS) concerns; environmental, social and governance ("ESG") considerations; and other stakeholder engagement.

The Firm's distinctive and rigorous system of training enables its corporate lawyers to become highly skilled in a broad range of areas, including mergers and acquisitions, banking and credit, bank regulatory, capital markets, corporate governance and board advisory, intellectual property, financial restructuring and reorganization, and environmental. Our generalist training and internal cohesion allow us to draw upon a unique depth of corporate expertise in a highly efficient and effective way, delivering exceptional value to our clients.

BUSINESS

- Corporate
- Litigation
- Tax
- Executive Compensation and Benefits
- Trusts and Estates

OFFICES

- New York
- London
- Washington, DC

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Agustina Bomio



Juan Bonet



Alfredo Frigerio



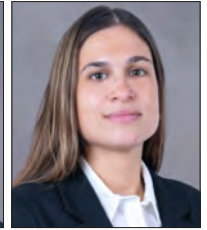
Valentina Olazábal



Hillary Marks



Santiago Antonini



Candelaria Olaso

POSITIONING

BRAGARD is a well-established full-service firm, which has a highly regarded corporate department constantly excelling in high-value M&A deals. When in need of creative and innovative deal structures and facing important corporate conflicts, clients specially rely on Bragard for their broad expertise. It is openly known that provides counsel to national, international and multinational companies from a wide range of sectors and activities, and being particularly skilled handling transactions involving financial services, oil & gas, and public sectors.

In the past years, the firm transitioned from finance boutique to well-established full-service provider, whereas BRAGARD quickly stand-out both locally and in the international arena as a serious player in corporate and M&A work. Bragard rapidly gathered a high-profile client portfolio and in the recent years It has intervened in relevant transactions within the Uruguayan market. As an example, Bragard recently advise on the landing in Uruguay of the leading franchise in audition: Amplifon. Also advised one of the most important real estate developers in Uruguay: La Buonora y Asociados, and the food company GIBUR. With day to day clients such as giant Spanish DISA, among SURA, Montecon, Olam Group, Oxiteno, SunPartners, Kimberly Clark, Balanz, Megal, El Observador, Winterbotham, Servimedica, Grupo Ultramar, beside others, Bragard has become one of the most important firms in Uruguay.

Headed by Senior Partner Agustina Bomio, the corporate and M&A department regularly faces challenging transactions and deals involving relevant interventions within the Uruguayan market.

Due to our latest interventions, Bragard has proven to be not only capable of accomplishment, but also its Corporate and M&A team has risen to the occasion and fulfilled expectations, providing first class advisement in complex deals.

BUSINESS

- Banking & Capital Markets
- Corporate
- Company law
- M&A
- Tax
- Litigation and Arbitration
- Labor
- International Private Law
- Administrative law
- Family law
- Sports & Entertainment
- Infrastructure
- Bankruptcy
- Immigration
- Anti-trust
- Real estate
- Compliance
- Environmental
- Fintech



Julieta Bello

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Ubiratã Bertelli Costa

POSITIONING

Deloitte has the most diversified professional services portfolio on the market and operates with the leading and most modern international practices in supporting organizations in their Mergers and Acquisitions (M&A) strategies.

M&A Transactions can be complicated and risky for buyers. There are countless ways to trip up, and mistakes can be painful and costly. We help you navigate the obstacles so you can make smart decisions with confidence.

Our transaction and industry specialists focus on helping corporate and financial investors to maximize value on buy or sell-side M&A activity.

Sound advice and rigorous diligence can help manage risk while extracting the most value from the deal. Our M&A Transaction Services teams can provide the service and support required to deliver superior shareholder returns throughout the process.

BUSINESS

Our Transaction Services group specializes in providing:

- Financial and accounting due diligence;
- Tax, labor and social security due diligence;
- ESG Value due diligence;
- SPA Advisory;
- Completion Accounts


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POSITIONING

HLB ALCALA, HOHAGEN Y ASOCIADOS is a professional service firm engaged in providing Financial Audit, Legal, Tax and Corporate Advisory, Business Consulting and Back-office Accounting and Labor-related Outsourcing Services. It is registered with the U.S. Public Company Accounting Oversight Board – PCAOB, an entity established in order to protect investors and the public interest by promoting informative, accurate, and independent audit reports. We have incorporated to our local professional practice to:

PRAXIS ET VERITAS CONSULTORES, a firm with wide experience in management and business consulting; and,

ADV CONSULTORES, an entity with renowned expertise in corporate tax, tax planning and legal structuring of foreign and local companies operating in a wide range of industries in Peru.

Both firms rely on a select group of professionals with extensive experience and expertise in managing tax and corporate issues.

Why to trust us?

We are a member firm of **HLB International**, a global network of independent advisory and accounting firms. HLB has a history of innovation, collaboration and is dedicated to helping clients grow across borders. HLB International is a member of the **Forum of Firms**, who are committed to the highest standards in financial reporting and auditing practices worldwide.

HLB International has won the Network of the 2024 Year award, for the third time, and is now in the 8th position in the International Accounting Bulletin's network ranking.

During the last few years our focus has been on increasing quality according to quality standards, as well as attracting clients, meeting requirements and monitoring the quality of the engagements.

SERVICES

- Financial audit and assurance
- Compliance - risk management
- Accounting & Labor Outsourcing
- Advisory - Management Consulting
- Inventories
- Asset valuation
- Valuation of companies
- Tax & Legal Advisory
- Tax compliance
- Transfer pricing
- IT Advisory

INDUSTRIES

- Mining & Energy
- Transport & Logistics
- Real Estate & Construction
- Manufacturing
- Agriculture
- Financial Services and investments
- Information Technology, Media & Telecoms
- Government
- Health Care
- Non- Profit Organization

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David Lynch



Manuel Lynch



Gustavo Leo



Milagros Lynch

POSITIONING

Lynch & Associates, a renowned Peruvian firm, is your trusted partner in the field of accounting and taxation services. With a strong background in the industry, we have established a reputation in the market as experts in providing accounting and tax outsourcing, tax advisory and consultancy, corporate advisory, and labor advisory services. Since our inception, our mission has been to simplify the business life of our clients, allowing them to focus on what they do best while we take care of the financial and legal aspects.

Our excellence is reflected in our ability to adapt to the needs of our clients. In addition to our accounting and tax services, we stand out for our deep knowledge of Enterprise Resource Planning (ERP) systems, including SAP Business One, Odoo, and Exactus. This allows us to offer comprehensive solutions that optimize the financial and operational management of your business.

SERVICES

- **Accounting Outsourcing**
Monthly Processing of Accounting Information
Preparation of Monthly and Annual Financial Statements
Preparation of Tax Reports.
- **Tax Advisory**
Tax Declarations
Tax Refunds
SUNAT Audit Support
Tax Claims, Fiscal Court Appeals
Tax Audits.
- **Tax Recovery**
- **Labor Advisory**
Contract Drafting
Social Security Management
Occupational Risks
Labor Cost Planning
Sunafil Inspection Assistance
Payroll Outsourcing.
- **Corporate Advisory**
Formation of individual businesses or corporations
Preparation and review of bylaws
Mergers, acquisitions, and corporate reorganizations
Capitalization and financing operations
Business reorganization and changes in legal structure
Compliance advisory for corporate regulations.
- **ERP Accounting Systems.**
Sap Business One
Odoo
Exactus

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Lorena Salazar
Accounting Manager



Leopoldo Sánchez
Financial Audit
Manager

POSITIONING

Quantum Consultores stands out as a renowned Auditing and Accounting Firm, recognized for delivering top-quality services and customized solutions tailored to each client's needs.

Our commitment to excellence has earned us the reputation of being a strategic partner for our clients, addressing their every need with precision and expertise.

Our unwavering client loyalty stems from our meticulous attention to detail, impeccable organization, and responsibility.

We boast an exceptional team of highly qualified professionals who undergo continuous training, we champion environmental sustainability, promote equal pay and gender equity (with women comprising 80% of our workforce), and cultivate an outstanding work environment that nurtures the careers of our employees.

Quantum Consultores, anticipate risks and provide effective solutions for companies operating or interested in investing in Peru.

SERVICES

Tax Advisory and Audit

- Tax Outsourcing
- Income Tax Projection
- Monthly Tax Review
- Preventive Tax Audit
- Support in Audit and Verification Procedures
- Monthly Tax Advisory

Accounting and Payroll Services

- Accounting Management
- Payroll Management

Legal Advisory

- Tax Law
- Corporate Law
- Labor Law
- Due Diligence (Risk Audit)

Financial Audit

- Financial Audit
- Inventory and Fixed Asset Count
- Internal Audit
- Property Valuation

IFRS Consulting

- Adoption process of IFRS
- Conversion of Financial Statements
- Implementation of IFRS 9, 15, 16 and IFRIC 23

SECTORS

- Services and Consultancies
- Electricity and Potable Water
- Industrial
- Commercial
- Financial
- Mining
- Non-Profit
- Construction
- Hydrocarbons

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Angel Saco



Walter Ramirez



Arturo Flores

POSITIONING

Ramirez, Saco y Asociados S. Civil de RL (MGI Ramirez Saco) began its activities in 2016 offering audit, tax and accounting outsourcing services. It currently has 30 professionals at the service of our clients.

The two founder partners of the firm, Walter Ramirez and Angel Saco, are experienced accountants and business advisors with more than 20 years of experience attending local and international clients. The firm is focused at introducing cutting-edge technological tools to carry out its work and is very aware of digital transformation in its internal processes and recommendations for its clients.

MGI Ramirez Saco is an active member of the international network of firms MGI Worldwide headquartered in the United Kingdom (UK). MGI Worldwide has been confirmed as the world's number 18 network in the International Accounting Bulletin's global ranking of 2024, reaffirming its position within the Top 20 leading international audit and accounting networks.

MGI Worldwide is one of the most traditional networks of professional service firms at a global level based in the United Kingdom (UK) and founded in 1947, with a presence throughout the world, with more than 407 offices and a presence in 100 countries. The support of MGI Worldwide as network gives us the necessary support for our operations to provide our local and international clients with high quality standards of services with global knowledge in different areas. It provides us also with a permanent flow of professionals and technological exchange to achieve continuous training in all the key areas of interest of our clients.

MGI Worldwide is a recognized member of the Forum of Firms, which is an association of more than 30 international accounting networks, whose objective is to promote consistent, high-quality standards of financial reporting and auditing practices throughout the world.

Team & Differentiation:

- Our firm's partners and leaders have vast experience in different types of local and international industries.
- Our professionals are bilingual (English and Spanish).
- Our founder partners are certified at IFRS by the ACCA (the Association of Chartered Certified Accountants).
- All managers and supervisors in our firm previously worked for at least 10 years in an audit or consultancy firm. Our people are our most valuable asset, and we are committed to their professional development.

BUSINESS

- Audit
- Accounting, Tax Compliance and Payroll
- Tax & Legal
- Transfer Pricing
- Business Consulting
- Corporate Finance
- Assistance in the Conversion to International Financial Reporting Standards (IFRS)

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Andrés Ropert

Jose Luis Sarrio

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POSITIONING

We are one of the leading audit firms in the Peruvian market, with 45 years of experience and more than 100 professionals (employees, partners, and associates) providing high-quality international services in Audit, Tax, Legal, Advisory, and Outsourcing. We are members of IPAI (www.ipai.org.pe), along with the main auditing firms in Peru. Additionally, we are members of TGS, a network with over 65 member firms in 60 countries and more than 4,500 professionals worldwide. We have our own offices in Chile and the TGS China Desk in Shanghai, China.

Our expertise in AUDIT services distinguishes us. Our clients in this area are diverse, and our reports ensure quality and independence, maintaining credibility with stakeholders and complying with local and foreign regulators. We ensure internal controls through appropriate risk management and compliance via internal audits, sustainability audits, and special audits.

We have extensive experience in various TAX & LEGAL areas such as taxes, corporate law, transfer pricing, and labor consulting, enabling us to apply our knowledge in every service we provide. We have been ranked in Corporate Tax and Transfer Pricing services by the International Tax Review since 2015. Our Transfer Pricing area prepares master files, local files, and country-by-country reports for companies in Peru, Chile, Costa Rica, and Colombia.

ADVISORY is another business line that allows us to be recognized in the market as a trustworthy firm. Our Corporate Consulting area provides M&A services, valuations, and financing through the preparation of cash flows that determine the value of shares. Additionally, we offer due diligence services, and internal control frameworks for environmental, social, and governance factors. We strengthen financing operations to help drive profitable growth, reduce costs, and guide business lines.

Our OUTSOURCING services line provides specific clients throughout Latin America with accounting, payroll, and business process outsourcing services using global technology. Moreover, our tax compliance and tax outsourcing services are highly sought after.

We are committed to sustainable development actions. We collaborate with pro-bono services with various non-profit organizations such as Sonqo and the Ronald McDonald House Charities. We support the NGO "Boxea Callao" in its mission to rescue children and teenagers at risk from the streets.

SERVICES

Audit & Assurance

- Financial Statements Audit
- Government & Public Sector
- Internal Audit
- Anti Money Laundering

Tax and Legal

- Tax Consulting
- Transfer Pricing
- Corporate Legal Consulting
- Labour Advice

Advisory

- Financial Consulting
- Valuations/ M&A

Services

- Recovery & Reorganisation (R&R)
- Business Risk Services (BRS)
- Business Consulting Services (BCS)

Outsourcing

- Accounting Outsourcing
- Payroll Outsourcing
- Business Process Outsourcing (BPO)
- Outsourcing Tax Services

OFFICES AMERICAS

- Argentina
- Bolivia
- Brazil
- Canada
- Chile
- Colombia
- Costa Rica
- Ecuador
- Mexico
- Peru
- United States

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Carlos Eduardo Vargas Arango



Abigail Alayo Vilcarromero



Jaime Barrantes Malca



Hector Llanqui Chacon



Luis Tuesta Mestanza



Luis Castillo Estrada

POSITIONING

We are a Multidisciplinary Firm of Accountants, Auditors, Lawyers and Economists with more than 25 years of experience in a wide range of professional Audit, Consulting and Tax services. The high level of commitment to our customers and the confidence of having the support of a highly trained team allows us to provide quality services.

We are part of **Geneva Group International**, a global alliance of independent professional firms that provides audit, accounting, tax, legal and consulting services in more than 870 offices in 126 countries, approximately 623 partners worldwide and a staff of 29,600 employees, providing services with international quality standards and personalized attention.

In addition to this, we have recognitions as a highly recommended firm in Audit services by the Leaders League rating agency.



SERVICES

Audit

- Financial Audit
- Administrative Audit
- Internal Audit
- Operational Audit
- Compilation of Financial Statements
- Commitments to perform agreed procedures
- Process Efficiency
- Implementation of International Financial Reporting Standards - IFRS
- Review of Financial Statements
- Sustainability and Climate Change

Taxation and Legal

- Tax Audit
- Tax Planning
- Ultimate Beneficial Owner – UBO
- Certification of Technical Assistance to Non-Domiciled
- Incorporation of Companies and Start-up
- Local and International Tax Consulting
- Tax Compliance
- Tax Audit and Defense
- Legal Consulting and Advice
- Portfolio Recovery

- Dispute Settlements

Transfer Pricing

- Technical Transfer Pricing Study – Local Report
- Master File
- Country by Country Report
- Strategic Planning
- Intragroup Services – Profit Test
- Valuation of Companies, Shares, and Intangibles

Consulting

- Transaction Advice
- Purchase and Sale of Companies (M&A)
- Due Diligence
- Asset Management
- Stock Management
- Capital Raising
- Debt Restructuring
- Company Valuation
- Valuation and Financial Modeling
- Property Valuation

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POSITIONING

+Value is a company which maintains a strategic alliance with Rodrigo, Elias & Medrano Abogados in order to offer them specialized and integrated services in legal and economic matters.

Our knowledge of international requirements, and particularly, Peruvian law, as well as our wide experience in public administration and legal and tax advice, allows us to offer a differentiating proposal in order to reduce the exposure of our clients to potential tax risks.

Through our team composed by economists, accountants and lawyers who are tax specialists, we offer a comprehensive service that will allow our clients to achieve their business goals and objectives.

+Value was created in 2017, as a boutique firm specialized in Transfer pricing services. In specific, its provides the following services: strategic planning, assistance in tax audits, preparation of Local Reports, Master Report and Country by Country Report, second review of above mention reports prepared by other firms, assistance in Advance Pricing Agreement, among others.

+Value has gained recognition and leadership in the market. The substantial difference the service it offers, compared to others firms, its comprehensive approach in which there are at least two managers of different specialty review the cases, along with a company partner, allowing better risk management and fiscal strategies.

Additionally, given that Fiscal Administration has started to audit the fair value of transfer of shares and intangibles, +Value has positioned as a leader in services related to valuation of stocks and intangibles, and in the assistance in tax audits related to these matters.

Finally, +Value became the only Peruvian firm with two ex- Superintendents (ex-Fiscal Administration chief's) as members of its team, consolidating as a leading firm in services related to the public sector.

BUSINESS

- Transfer Pricing
- Tax Consulting and Compliance
- Supporting Documentation of Operations for Tax Compliance
- Assistance in Transfer Pricing Tax Audit Procedures

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**Carlos Vargas
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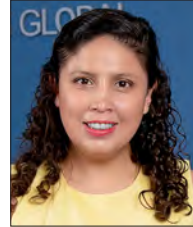
Eduardo Vargas Arango



Luis Tuesta Mestanza



Luis Castillo Estrada



**Abigail Alayo
Vilcarromero**



**Cecilia Rizo
Patrón**

POSITIONING

TPC GROUP is a global Transfer Pricing and Corporate Consulting firm with a presence in major cities across Latin America, the USA, and Spain.

Our highly qualified, multidisciplinary team provides excellent service with high-quality standards, utilizing technological tools and international databases. We offer expert advice across various jurisdictions, leveraging the knowledge and experience of our collaborators.

Our vision is to be recognized as one of the foremost Transfer Pricing and Consulting Firms in the Americas and Europe, known for the excellence and human quality of our team and contributing to the success of our clients' businesses.

To achieve this, we provide personalized and comprehensive support in various areas necessary for business operations, including International Tax Planning, Economic Modelling, Cross-Border Project Management, TP Policy Design, Business Restructuring, Business Model Optimization, Audit Support, Financial Audit, Tax Audit, TP Risk Management, Cost-Sharing Arrangements, Competition/Anti-Trust Cases, Dispute Resolution, Company Valuation, Benchmarking, Intangible Valuation, and ESG and sustainability advisory and auditing.

Our structure enables us to assist clients with both national and international operations, maintaining the highest service standards and precise delivery times. The quality of our work is evidenced by the trust of over 800 clients, ranging from family businesses to multinational groups, providing them with the support and peace of mind they need.

For more than 18 years, our firm has served international economic groups. Our multidisciplinary team includes professionals from various specialties—economists, lawyers, engineers, and accountants—dedicated to advising companies of all sizes and sectors, including Accounting, Agriculture, Automotive, Aviation, Banking, Construction, Consumer Goods, Energy, Financial Services, Fisheries, Food and Beverage, Forestry, Gaming, Government, Healthcare, Industrials, Insurance, Investment Management, Media, Mining, Natural Resources, Oil and Gas, Pharma and Life Sciences, Real Estate, Shipping, Social Infrastructure, Tech and Telecoms, Tourism, and Transport.

Our international presence is significant, with operations in Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, El Salvador, the United States, Spain, Guatemala, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Puerto Rico, the Dominican Republic, Uruguay, and Venezuela. We have received prestigious awards and recognitions, such as being ranked as an "Excellent Firm" by the French agency Leaders League in 2023 in the area of transfer pricing, obtaining ISO 9001:2015 certification from Bureau Veritas, and implementing ISO 27001. We were also recognized by the British-origin "World Transfer Pricing" as a notable firm in Transfer Pricing for 2024 in various countries and named one of the best Transfer Pricing Firms of the Year in Bolivia by International Tax Review (ITR) for 2024. Additionally, we are a collaborating firm of Andersen Global.

To stay current with new technologies impacting the global economic system, we offer a Transfer Pricing application (app) available in Spanish, English, and Portuguese for all mobile operating systems. This app provides Transfer Pricing news and allows our clients to monitor the progress of their services in real-time.

CONTACTS

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Eduardo Vargas Arango, Chief Operating Officer
Luis Tuesta Mestanza, Transfer Pricing Manager

Luis Castillo Estrada, Transfer Pricing Manager
Abigail Alayo Vilcarromero, Tax & Transfer Pricing Director
Cecilia Rizo Patrón, Sustainability Director

BUSINESS

- Transfer Pricing Affidavit – Local File
- Master Report Affidavit - Master File
- Country by Country Report Affidavit
- Market Range Study
- Diagnosis and Planning of Transfer Pricing
- Valorization Companies and Intangibles
- International Tax Consulting
- Benchmark
- ESG and sustainability advisory and auditing



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**Ianfranco Ticona
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**Jack Ortega
Torres**



**Oscar Guevara
Peña**

POSITIONING

TP Consulting is an international consulting firm specialized in Transfer Pricing, Valuations and Management of Derivative Financial Instruments, with more than 21 years of experience.

We have advised companies, worldwide and in Peru, in the most important audits on the matter according to the OECD guidelines, as well as on the adaptation of multinational companies guidelines to the BEPS Plan.

We have a team of multidisciplinary and multicultural professionals with a solid theoretical knowledge and extensive practical experience.

Currently, we have a presence with physical offices in 13 countries and representation in 6 more, where we have advised over 3,000 companies in the agricultural, fishing, mining, industrial, construction, commerce, services, and financial sectors.

BUSINESS

- Preparation of the Local Report – Transfer Pricing Technical Study or Taxpayer Specific Documentation.
- Preparation of the Master Report or group-specific documentation
- Preparation of the Country-by-Country Transfer Pricing Report.
- Profit Test.
- Technical Market Value Study.
- Advice in contentious processes of Transfer Pricing.
- Transfer Pricing Planning.
- Advice on the negotiation of Advance Pricing Agreements with the Transfer Pricing Administration (APA).
- Technical Report for Commodities Analysis and submission of the corresponding Statement.

OFFICES

- Bolivia
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- Ecuador
- El Salvador
- Guatemala
- Honduras
- Mexico
- Panama
- Peru
- United States

REPRESENTATION

- Argentina
- Jamaica
- Nicaragua
- Uruguay
- Paraguay
- Venezuela

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