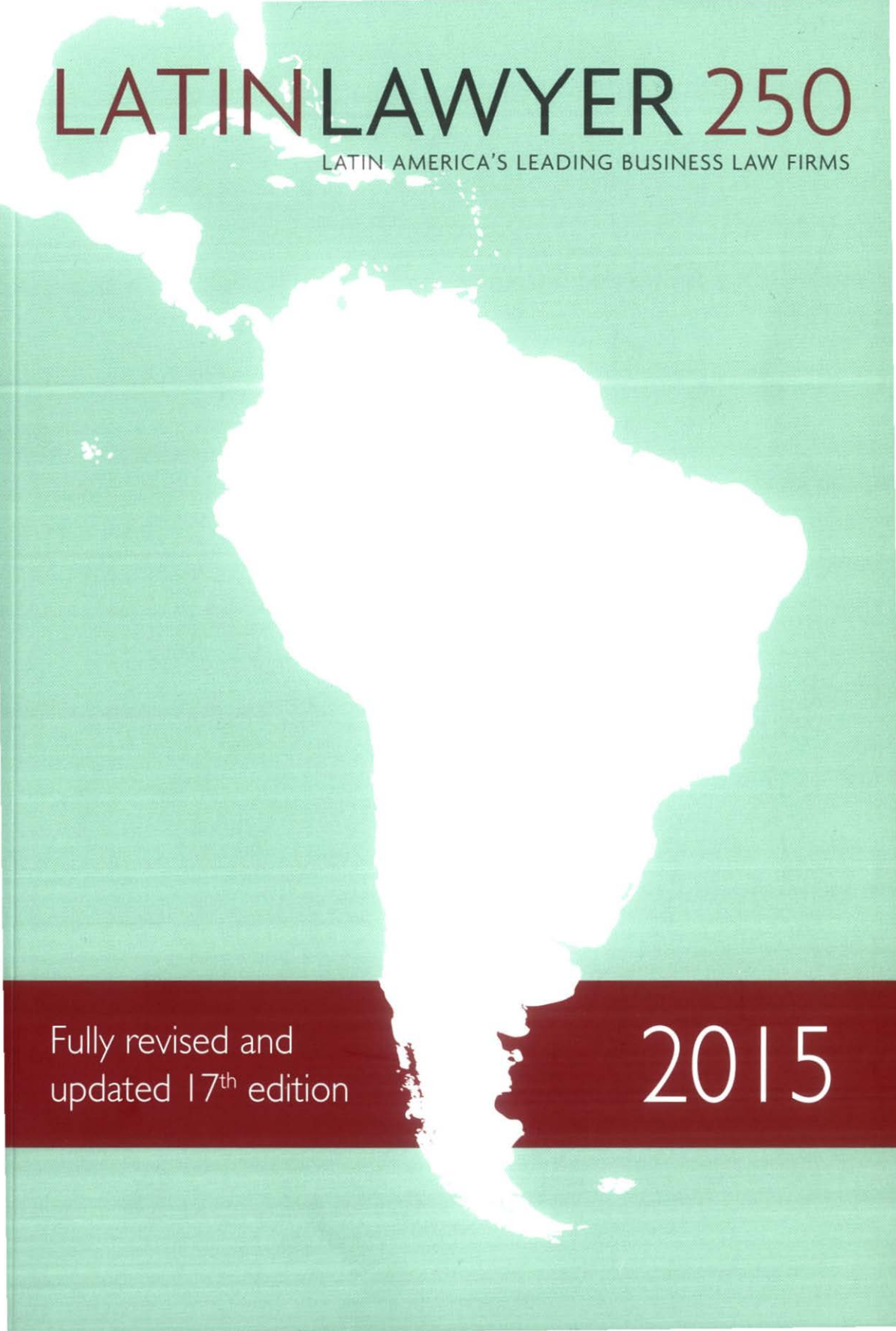




LATIN LAWYER 250

LATIN AMERICA'S LEADING BUSINESS LAW FIRMS

Fully revised and
updated 17th edition

2015

RECOMMENDED LATIN AMERICAN FIRMS

LISTED BY SIZE

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Siqueira Castro Advogados	Brazil	943	71	1948
TozziniFreire Advogados	Brazil	453	80	1976
Pinheiro Neto Advogados	Brazil	361	85	1942
Machado, Meyer, Sendacz e Opice Advogados	Brazil	350	47	1972
Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados	Brazil	347	61	1992
Marval, O'Farrell & Mairal	Argentina	310	58	1923
Dannemann Siemsen Advogados	Brazil	280	44	1990
BMA – Barbosa, Müssnich, Aragão	Brazil	279	48	1995
Demarest Advogados	Brazil	245	59	1948
Veirano Advogados	Brazil	245	52	1995
Azevedo Sette Advogados	Brazil	225	23	1967
Muñiz, Ramírez, Pérez-Taiman & Olaya	Peru	218	48	1981
Baker & McKenzie (Mexico)	Mexico	215	23	1961
Trench, Rossi e Watanabe Advogados (associated with Baker & McKenzie)	Brazil	212	54	1959
Souza, Cescon, Barrieu & Flesch Advogados	Brazil	203	31	2001
Carey	Chile	179	26	1905
Pérez Alati, Grondona, Benites, Arntsen & Martínez de Hoz (h)	Argentina	171	26	1991
Leite, Tosto e Barros Advogados	Brazil	167	27	1991
Ulhoa Canto, Rezende e Guerra Advogados	Brazil	167	19	1959
Bichara Advogados	Brazil	159	13	2001
Brigard & Urrutia Abogados	Colombia	142	16	1934
Rodrigo, Elías & Medrano Abogados	Peru	140	41	1965
Basham, Ringe y Correa	Mexico	130	25	1912

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Estudio Beccar Varela	Argentina	126	26	1897
Miranda & Amado Abogados	Peru	124	17	1999
Philippi, Prietocarrizosa & Uría (Chile)	Chile	121	17	1904
Campos Mello Advogados	Brazil	120	24	1985
Ferrere (Uruguay)	Uruguay	117	14	1957
Nicholson y Cano Abogados	Argentina	116	26	1976
Felsberg Advogados	Brazil	112	12	1970
Rolim, Viotti & Leite Campos Advogados	Brazil	108	15	1993
Tauil & Chequer Advogados in association with Mayer Brown	Brazil	108	29	1992
Lefosse Advogados	Brazil	107	16	1987
Bruchou, Fernández Madero & Lombardi	Argentina	106	27	1990
Estudio Echecopar, a member firm of Baker & McKenzie International	Peru	106	33	1950
Posse Herrera Ruiz	Colombia	101	17	1995
Creel, García-Cuellar, Aiza y Enriquez, SC	Mexico	100	21	1936
Philippi, Prietocarrizosa & Uría (Colombia)	Colombia	100	13	1994
Barros & Errázuriz Abogados	Chile	99	23	1988
Cariola, Díez, Pérez-Cotapos & Cía Ltda	Chile	96	22	1889
Guyer & Regules	Uruguay	96	14	1911
Pinheiro Guimarães – Advogados	Brazil	96	28	1922
Santamarina y Steta	Mexico	96	22	1947
Sergio Bermudes Advogados	Brazil	96	92	1969
KLA – Koury Lopes Advogados	Brazil	91	26	2002
L O Baptista, Schmidt, Valois, Miranda, Ferreira, Agel	Brazil	91	21	1938
Motta, Fernandes Rocha – Advogados	Brazil	91	52	1956
Gómez-Pinzón Zuleta Abogados	Colombia	90	14	1992
Dias Carneiro, Arystóbulo, Flores, Sanches and Thomaz Bastos Advogados	Brazil	87	10	2002
Lobo & de Rizzo Advogados	Brazil	84	18	2007

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Goodrich, Riquelme y Asociados	Mexico	83	16	1934
Stocche Forbes Advogados	Brazil	83	17	2012
Gouvêa Vieira Advogados	Brazil	81	14	1957
Bofill Mir & Alvarez Jana Abogados	Chile	80	12	2009
Claro & Cia	Chile	80	18	1880
Grau Abogados	Peru	80	18	1934
Chevez, Ruiz, Zamarripa y Cia, SC	Mexico	78	18	1981
Morgan & Morgan	Panama	78	32	1923
Galicia Abogados	Mexico	76	19	1994
González Calvillo, SC	Mexico	75	25	1987
Payet, Rey, Cauvi, Pérez Abogados	Peru	75	16	1996
Lobo & Ibeas	Brazil	73	38	1974
Baker & McKenzie (Colombia)	Colombia	69	11	1937
Posadas, Posadas & Vecino	Uruguay	69	13	1926
Rubio Leguía Normand	Peru	68	11	1980
Pérez Bustamante & Ponce	Ecuador	67	15	1916
Abeledo Gottheil Abogados SC	Argentina	66	14	1963
Morales & Besa	Chile	66	12	1992
Allende & Brea Abogados	Argentina	65	17	1957
BLP	Costa Rica	65	14	2003
Vieira, Rezende, Barbosa e Guerreiro Advogados	Brazil	65	15	1995
White & Case SC	Mexico	64	15	1991
Ferrero Abogados	Peru	63	15	1937
M & M Bomchil Abogados	Argentina	63	18	1923
Machado Associados – Advogados e Consultores	Brazil	63	18	1990
Mitrani Caballero Ojam & Ruiz Moreno	Argentina	63	20	2007
Baker & McKenzie (Venezuela)	Venezuela	60	32	1955
Brons & Salas	Argentina	60	13	1967

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Delmar Ugarte Abogados	Peru	60	10	2005
Ritch, Mueller, Heather y Nicolau, SC	Mexico	60	14	1975
Arias & Muñoz (Costa Rica)	Costa Rica	59	7	1998
Costa, Waisberg e Tavares Paes Sociedade de Advogados	Brazil	59	9	2009
Guerrero Olivos	Chile	59	18	1980
Mattos Muriel Kestener	Brazil	59	14	2005
Mijares, Angoitia, Cortés y Fuentes, SC	Mexico	59	12	1994
Prieto y Cía	Chile	57	14	1977
Hoet Peláez Castillo & Duque	Venezuela	56	19	1942
Mundie e Advogados	Brazil	53	14	1996
Von Wobeser y Sierra SC	Mexico	53	12	1986
Estudio O'Farrell Abogados	Argentina	52	15	1883
Estudio Olaechea	Peru	52	13	1878
Paz Horowitz Robalino Garcés	Ecuador	52	9	1991
Baker & McKenzie (Argentina)	Argentina	51	21	1978
Hernández & Cía Abogados	Peru	51	13	1992
Benites, Forno & Ugaz Abogados	Peru	50	12	1992
Galindo, Arias & López	Panama	49	12	1968
Travieso Evans Arria Rengel & Paz	Venezuela	49	11	1928
Araújo e Policastro Advogados	Brazil	48	14	1962
Arias, Fábrega & Fábrega	Panama	48	19	1914
Cárdenas & Cárdenas	Colombia	48	9	1913
Levy & Salomão Advogados	Brazil	48	17	1989
Pizarro, Botto & Escobar Abogados	Peru	48	11	2005
D'Empaire Reyna Abogados	Venezuela	47	18	1972
De Luca, Derenusson, Schuttoff e Azevedo Advogados	Brazil	47	10	2011
Olivares & Cía	Mexico	47	8	1969
Consortium Centro América Abogados – Costa Rica	Costa Rica	46	11	1968

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Lloreda Camacho & Co	Colombia	46	9	1941
Rebaza, Alcázar & De Las Casas Abogados Financieros	Peru	46	11	2004
Berkemeyer Attorneys & Counselors	Paraguay	45	11	1951
Corral Rosales Carmigniani Pérez	Ecuador	44	9	1975
Hogan Lovells BSTL	Mexico	44	17	1948
Cascione, Pulino, Boulos & Santos Advogados	Brazil	43	12	2009
Jones Day (Mexico)	Mexico	43	15	2009
Nader, Hayaux & Goebel	Mexico	43	11	2011
Sánchez Devanny	Mexico	43	18	1996
Baker & McKenzie (Chile)	Chile	42	13	1950
Pellerano & Herrera	Dominican Republic	42	6	1952
FerradaNehme	Chile	41	7	2000
Norton Rose Fulbright (Venezuela)	Venezuela	41	17	1997
Cuesta Campos Abogados	Mexico	40	4	1978
Greenberg Traurig SC	Mexico	40	10	2011
Bocater, Camargo, Costa e Silva Advogados	Brazil	39	12	1999
Carrillo y Asociados	Guatemala	38	7	1944
Luiz Leonardos & Cia	Brazil	38	14	2012
Moreno Baldivieso Estudio de Abogados	Bolivia	38	3	1931
Carey & Allende	Chile	37	7	1993
Ferro, Castro Neves, Daltro & Gomide Advogados	Brazil	37	23	2005
Olmedo Abogados	Paraguay	37	13	2013
Romero Pineda & Asociados	El Salvador	37	10	1978
Zürcher, Odio & Raven	Costa Rica	37	10	2004
AraqueReyna	Venezuela	36	17	1986
Alfaro Abogados	Argentina	36	6	1998
Arias & Muñoz (El Salvador)	El Salvador	36	8	1942
Headrick Rizik Alvarez & Fernández	Dominican Republic	36	10	1985

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Icaza, González-Ruiz & Alemán	Panama	36	15	1920
Kasznar Leonardos Intellectual Property	Brazil	36	15	2012
OMG	Dominican Republic	36	7	2001
Alessandri	Chile	35	6	1893
Aninat Schwencke & Cia	Chile	35	7	2006
Arochi, Marroquín & Lindner SC	Mexico	35	5	1994
Gusmão & Labrunie	Brazil	35	6	1988
Pereira Neto I Macedo Advogados	Brazil	35	11	2004
Wald e Associados Advogados	Brazil	35	10	1953
Facio & Cañas	Costa Rica	34	19	1942
García Sayán Abogados	Peru	34	15	1888
Kuri Breña, Sánchez Ugarte y Aznar	Mexico	34	11	1990
Rodríguez & Mendoza	Venezuela	34	10	1910
Bustamante & Bustamante	Ecuador	33	11	1956
Cervantes Sainz Abogados	Mexico	33	12	2001
Jiménez de Aréchaga, Viana & Brause	Uruguay	32	5	1942
Martínez, Algaba, de Haro, Curiel y Galván-Duque	Mexico	32	10	1969
Pacheco Coto (Costa Rica)	Costa Rica	32	10	1939
Tinoco, Travieso, Planchart & Núñez	Venezuela	32	14	1914
Urenda, Rencoret, Orrego y Dörr Abogados	Chile	32	9	1960
Zang, Bergel & Viñes Abogados	Argentina	32	13	1975
Barretto Ferreira e Brancher (BKBG)	Brazil	30	7	2004
Grasty Quintana Majlis & Cia	Chile	30	9	1987
Mendoza, Palacios, Acedo, Borjas, Páez Pumar y Cía	Venezuela	30	15	1945
Tanoira Cassagne Abogados	Argentina	30	8	2011
Consortium Centro América Abogados – Nicaragua	Nicaragua	29	11	1969
Ramírez, Gutiérrez-Azpe, Rodríguez-Rivero y Hurtado, SC	Mexico	29	7	1997
Salaverri, Dellatorre, Burgio & Wetzler Malbrán	Argentina	29	8	2012

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Jáuregui y Del Valle, SC	Mexico	28	8	1975
Vouga Abogados	Paraguay	28	8	2013
Alemán, Cordero, Galindo & Lee	Panama	27	10	1985
Consortium Centro América Abogados – Guatemala	Guatemala	27	8	1990
García & Bodán (Nicaragua)	Nicaragua	27	4	2000
Godoy Córdoba Abogados	Colombia	27	3	1988
López Velarde, Heftye y Soria	Mexico	27	8	1998
Peroni Sosa Tellechea Burt & Narvaja	Paraguay	27	15	1968
Santivañez Abogados	Peru	27	9	1964
SOLCARGO (Solórzano, Carvajal, González y Pérez-Correa SC)	Mexico	27	7	1995
Alfaro, Ferrer & Ramírez	Panama	26	14	1961
Cavelier Abogados	Colombia	26	5	1953
Estudio Jurídico Gross Brown	Paraguay	26	6	1944
Holland & Knight (Colombia)	Colombia	26	4	2012
Hughes & Hughes Abogados	Uruguay	26	7	1898
QIL+4 Abogados	Guatemala	26	8	1999
Barrios & Fuentes Abogados	Peru	25	9	1968
Parra Rodríguez SAS	Colombia	25	6	1994
Cabanellas Etchebarne Kelly	Argentina	24	5	1997
Errecondo, González y Funes	Argentina	24	6	2004
Haynes and Boone SC	Mexico	24	8	1994
Mallet Advogados Associados	Brazil	24	6	1997
Soares Bumachar Chagas Barros Advogados	Brazil	24	7	2011
Barros Letelier & González	Chile	23	5	1957
Ferrere (Paraguay)	Paraguay	23	4	2003
Noboa, Peña, Larrea & Torres Abogados	Ecuador	23	4	2001
Littler (Mexico)	Mexico	22	5	2012
Mayora & Mayora, SC	Guatemala	22	5	1966

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Moreno Ruffinelli & Asociados	Paraguay	22	7	1963
Norton Rose Fulbright (Colombia)	Colombia	22	5	2010
Arias & Muñoz (Guatemala)	Guatemala	21	5	1998
CR & F Rojas Abogados	Bolivia	21	4	1900
Hope, Duggan & Silva	Argentina	21	11	1990
Magalhães e Dias Advocacia	Brazil	21	5	1978
Navarro Castex Abogados	Argentina	21	6	2008
Vergara Galindo Correa Abogados	Chile	21	7	2005
Garrigues (Peru)	Peru	20	4	2014
Holland & Knight (Mexico)	Mexico	20	4	2013
Patton, Moreno & Asvat	Panama	20	7	1981
Sfera Legal	Costa Rica	20	5	2012
Benson, Pérez Matos, Antakly & Watts	Venezuela	19	10	1953
Consortium Centro América Abogados – Honduras	Honduras	19	5	1982
Torres Plaz & Araujo	Venezuela	19	10	1972
Carvalhosa e Eizirik Advogados	Brazil	18	2	1994
Consortium Centro América Abogados – El Salvador	El Salvador	18	7	1991
Ferrere (Bolivia)	Bolivia	18	4	2006
Milaré Advogados	Brazil	18	2	1995
MNA-Martinez Abogados	Colombia	18	3	1996
Barreda Moller	Peru	17	2	1940
Estudio Alegria, Buey Fernández, Fissore & Montemerlo	Argentina	17	6	1976
Fiorio, Cardozo & Alvarado	Paraguay	17	3	1981
Müggenburg, Gorchs y Peñalosa, SC	Mexico	17	6	2008
Squire Patton Boggs Peña Prieto Gamundi	Dominican Republic	17	4	1998
Guevara & Gutiérrez SC – Servicios Legales	Bolivia	16	7	1989
Noguera, Larraín & Dulanto	Chile	16	5	2007
Sanguinetti & Asociados	Uruguay	16	4	2004

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
BDS Asesores	Costa Rica	15	7	1997
G Breuer	Argentina	15	10	1869
MHM – Sociedade de Advogados	Brazil	15	5	2004
Russin, Vecchi & Heredia Bonetti	Dominican Republic	15	6	1969
Vera & Carvajal	Mexico	15	3	2002
WDA Legal	Venezuela	15	7	2011
Aguilar Castillo Love (Costa Rica)	Costa Rica	14	4	1962
Alvarado y Asociados	Nicaragua	14	3	1990
Arias & Muñoz (Nicaragua)	Nicaragua	14	5	1998
Beretta Godoy	Argentina	14	5	2000
Coronel & Pérez	Ecuador	14	6	1975
Curtis, Mallet-Prevost, Colt & Mosle SC	Mexico	14	6	1991
Indacochea & Asociados	Bolivia	14	3	1991
Murray Advogados	Brazil	14	4	1974
Sáenz & Asociados	El Salvador	14	9	1972
Soerensen Garcia Advogados Associados	Brazil	14	6	2007
Aguilar Castillo Love (Honduras)	Honduras	13	2	2006
Arenales & Skinner-Klée	Guatemala	13	6	1952
Becerril, Coca & Becerril, SC	Mexico	13	5	1969
Bergstein Abogados	Uruguay	13	3	1957
Franceschini e Miranda Advogados	Brazil	13	7	1992
Silva & Cía	Chile	13	6	1990
Bragard & Durán	Uruguay	12	4	2011
Xavier, Duque-Estrada, Emery, Denardi Advogados	Brazil	12	4	2013
Arias & Muñoz (Honduras)	Honduras	11	3	2002
Bermúdez Nevett Mezquita López	Venezuela	11	5	1992
Lewin & Wills Abogados	Colombia	11	5	1978
Benedetti & Benedetti	Panama	10	3	1991

LAW FIRM	COUNTRY	LAWYERS	PARTNERS	ESTABLISHED
Central Law – Rusconi, Medina & Asociados	El Salvador	10	4	1992
Estudio Antequera Parilli & Rodríguez	Venezuela	10	3	1988
Estudio Bec	Argentina	10	2	1994
Rodner, Martínez & Asociados	Venezuela	10	5	1978
Aguilar Castillo Love (Guatemala)	Guatemala	9	2	2006
Bentata Abogados	Venezuela	9	4	1954
Bufete Mejía & Asociados	Honduras	9	4	1984
García & Bodán (Honduras)	Honduras	9	2	2004
Hogan Lovells (Venezuela)	Venezuela	9	3	2005
Núñez, Muñoz & Cía Ltda Abogados	Chile	9	2	2001
Pacheco Coto (El Salvador)	El Salvador	9	2	2013
Palacios, Ortega & Asociados	Venezuela	9	3	1999
Robles Miaja Abogados	Mexico	9	5	2010
Central Law – Molina & Asociados	Nicaragua	8	4	1997
Romero Arteta Ponce Abogados	Ecuador	8	3	1950
Teijeiro & Ballone	Argentina	8	4	2012
Bufete Aguirre Soc Civ	Bolivia	7	5	1940
Quintanilla, Soria & Nishizawa	Bolivia	7	4	1975
Celis Aguilar Álvarez y Asociados	Mexico	6	3	2005
Fox & Lapenne	Uruguay	6	4	1944
Melara & Asociados	Honduras	6	3	2003
Pacheco Coto (Guatemala)	Guatemala	6	1	2013
Pacheco Coto (Nicaragua)	Nicaragua	6	2	2013
BLP (El Salvador)	El Salvador	5	1	2014
BLP (Nicaragua)	Nicaragua	5	1	2014
Delapiente Abogados	Peru	5	2	2002
Castañeda y Asociados	Mexico	3	2	1995

PRO BONO

Since 2002, the firm has worked for Sylvio de Magalhães Padilha, a non-profit organisation that promotes sports at the Paraisópolis slum in São Paulo, providing legal and financial support.

PEREIRA NETO & MACEDO ADVOGADOS

Noted antitrust and regulatory expertise

Established	2004
Total lawyers	35
Partners	11

The core of this young and ambitious firm is its regulatory skills, particularly in antitrust, telecoms and infrastructure, in which it is very highly regarded by its clients; from this base, it is building successful PPP and corporate practices. The firm has seen a number of changes since its foundation 10 years ago, but its core expertise remains unchanged, particularly in the eyes of its clients – those who have won landmark battles with the government within an increasingly heavily regulated environment remain its ardent fans. Moreover, the team have battled back, adding a noteworthy litigation group and promoting from within their own ranks, as well as adding a media and IP partner. Clients also comment upon its attentive and personalised service.

PEOPLE & PRACTICES**ANTITRUST & COMPETITION**

The team at Pereira Neto punches well above its weight in terms of antitrust work, even within an increasingly competitive marketplace; indeed, the firm seems to have occupied something of a sweet spot, in that the large full-service firms see it as enough of a boutique to refer work to it happily, while the firm also gets the chance to cross-sell its other practices. **Caio Mario Pereira Neto** is highly regarded in the field, known for his broad regulatory expertise; second-in-command **Paulo Leonardo Casagrande** also has a remarkable reputation in the field for his age. Clients comment on the team's excellent relationship and negotiating tactics with CADE; this in-house counsel says that Pereira Neto 'has been outstanding, in a really complex case; he has kicked CADE into action and left us with a very good impression indeed.' Notable work over the last year includes advising CSN, after CADE imposed a strict injunction forbidding it from increasing its stake in rival Usiminas; the team

has won a partial loosening of the judgement and work continues. Other major merger work included helping Oi in its multibillion-dollar acquisition by Portugal Telecom. In behavioural work, the team is representing Norsal in the salt cartel and Serveng in the high-profile and complex São Paulo subway bid-rigging case; at the very beginning of 2014, regular client Telemar faced a case for abuse of dominant position, creating complex work through the rest of the year for the firm. The team also represented AmBev executives for their role in an abusive rebate scheme, a rare example of individuals being sanctioned for unilateral conduct. Pereira Neto comes recommended in *LACCA Approved*, in-house counsel research conducted by *Latin Lawyer's* sister association, the Latin American Corporate Counsel Association.

TELECOMS & MEDIA

The firm's competition and regulatory experience has led to a specific and highly regarded expertise in telecoms work, with Oi and parent company Telemar turning to them regularly, for instance to advise on ANATEL's massive planned overhaul of the regulation of the sector, and more recently on an antitrust case about anti-competitive behaviour filed by a rival. They were also involved in the recent 4G auction for Telefónica. One very large tech client says, 'The firm was chosen because it is extremely well-positioned to provide expert advice on the legal framework for cutting-edge, disruptive technologies. Partner **Caio Mario Pereira Neto** in-depth knowledge of competition law, content regulation, and communications law is unrivalled in Brazil. Moreover, his team is dynamic, responsive, sharp, and constantly provides useful insights to its clients' strategies, including on policy issues.' **Ronaldo Lemos** heads the firm's media and IP practice; the firm has a raft of very high-profile internet clients.

ADMINISTRATIVE LAW

The firm's broad regulatory expertise is certainly evident in its significant administrative law practice, with a number of Brazil's larger projects currently under the care of **Caio Mario da Silva Pereira Neto** and his team. In a landmark mandate in 2014, the team advised one of the winning consortia in a 6.7 billion reais bid to extend Line 2 of São Paulo's metro – the first time foreign companies have been allowed to bid for contracts to provide tunnel boring technology in a Brazilian infrastructure project. Pereira Neto advised Consórcio CR Almeida-Ghella-Consbem, formed of Brazilian engineer CR Almeida and Italian construction company Ghella. The firm also advised

Telefónica in its participation in the 4G spectrum auction in 2014. The regulatory expertise is backed up by the litigation team of three partners, who merged their boutique into the firm in 2012.

CORPORATE AND M&A

The firm has a steady M&A practice, somewhat piling in comparison to its regulatory practice, but winning client praise nonetheless. One client says, 'They are very proactive, dedicated and pragmatic and we are delighted with the quality of the legal services provided.' **Ricardo Ferreira de Macedo** and **Paulo Messina** are the key names for both corporate and financing work; in 2014 the team helped French pet food manufacturer InVivo buy Brazilian rival Total Alimentos for US\$100 million, while on the financing side, Usina de Açúcar Santa Terezinha turned to them to help secure a US\$180 million pre-payment export facility backed by a syndicate of banks.

OFFICES

The vast majority of the team are based in São Paulo. As befits a firm with a strong regulatory practice, it also has a base in Brasília.

PRO BONO

The firm is impressively committed to pro bono for such a young firm, with associates expected to dedicate 30 hours per year to pro bono clients, including NGOs such as Um Teto para meu País, Instituto Sou da Paz, and Fundação Lemann, which aims to improve public education in Brazil.

PINHEIRO GUIMARÃES – ADVOGADOS

Excellence in finance

Established	1922
Total lawyers	96
Partners	28

Pinheiro Guimarães may be the oldest major firm in the Brazilian market, but when it comes to technical knowledge and service style, the firm is cutting-edge: it offers deep, consistent and focused excellence in all types of finance work, and the banking community in Brazil knows it. The firm is relatively small for the market in which it operates, but this in part allows it to focus on personalised, partner-level service and on quality across the board. At its core the firm is still run by members of the Pinheiro Guimarães family, who also uniformly head deal teams across the practice

areas; creating a remarkably high number of excellent financial lawyers, so clients have come to rely heavily on their services. The family is business-focused, saying that by controlling firm management they allow their lawyers to focus on what they do best: run complex, high-profile financial deals in a way which has kept them in the elite, and very happily competing with much bigger firms, for many years. Critically, undemocratic does not mean unmeritocratic; the firm pays lawyers well, fosters them academically, allows a flexible approach to their career (including creating space for non-rainmakers) and heavily focuses on organic growth to ensure the lawyers see opportunities in the future – indeed the partnership is full of people without the surname Pinheiro Guimarães. Lateral hires do happen, but are so rare that someone who has been with the firm a mere five years is a newcomer. That has ensured the firm almost incomparable stability in a turbulent market – partners simply don't leave Pinheiro Guimarães – which in turn reinforces the value and return on the firm's excellent training and education policy. Moreover, by shunning the full-service model, the firm offers a very large finance team with a full complement of specialties, but within the structure of a small firm, which assures them a pipeline of deals so large and consistent that it is in the enviable position of selecting the matters and cases it wants to work on. In short, the firm has a name for consistent, reliable excellence – and the financial community is grateful for that.

PEOPLE & PRACTICES**BANKING & FINANCE**

The firm is in the elite of the banking and finance bar in Brazil, providing strong competition for much larger firms, and offering a service which matches anyone in terms of calibre but differentiates itself by the depth of involvement of the firm's most senior players. They are, in São Paulo, **Francisco José Pinheiro Guimarães** and **Ivrie Moura Alves**; and in Rio, **Plínio Pinheiro Guimarães** and the respected **Francisco Pinheiro Guimarães**, who still has a notably active practice in his seventies. While teams are headed by a member of the Pinheiro Guimarães family, the firm is notable for its strength in depth, with **Beatriz Fortuna** and **Bruno Lardosa** in Rio de Janeiro also highly recommended. The firm is regular external counsel to Citigroup and Itaú, and is a key part of the corporate finance planning of companies such as Votorantim and Globo. **Fábio Yanitchkis Couto** is developing a particular speciality in structured finance and trade finance. The firm also has a busy practice in fund work, both for private equity and