

Promotions target corporate and energy work in Chile

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Firms in Chile have chosen to promote new partners in their corporate, banking, infrastructure and energy practices, with **Prieto y Cía**, Carey & Allende, **Cariola, Díez, Pérez-Cotapos & Cía Ltda** and Philippi, Prietocarrizosa, Ferrero DU & Uría (Chile) all reporting promotions.



José Andrés Pascual, Gerardo Cruzat, Fernando De Carcer, Juan Antonio Parodi and Carlos Alberto Reyes

Prieto y Cía and Carey & Allende both announced new partners in their corporate practices. **Prieto y Cía** has promoted José Andrés Pascual, 35, and Gerardo Cruzat, 36 – a response to a busy 2015 during which the corporate team were kept occupied by several cross-border transactions, according to managing partner Alberto González. González cites his firm's work on German insurance provider Talanx's acquisition of assets from Chilean counterpart Nalac, Inversiones La Construcción's purchase of a controlling stake in Banco Internacional, and E-CL's partnering with Spain's Red Eléctrica for a transmission line concession, all of which made bolstering the practice a necessity. "Even within an atmosphere of recession and the generally slow pace of M&A activities [in Chile], we still observe a potential increase in the level of international clients intending to invest in different areas such as energy related projects or retail, which may boost our corporate and M&A practices even more," says González.

Meanwhile, Carey & Allende has promoted Fernando De Carcer, 34, to partner. Managing partner Ramón Valdivieso says a reform of Chile's tax system that became effective in 2015 made the corporate and tax teams especially busy over the course of the last year. De Carcer says he plans to use his promotion as leverage to increase his work in the energy sector, in line with Carey & Allende's cross-practice collaboration model. Energy will be an important growth area for the firm in 2016, as it builds on the work Carey & Allende has done advising companies on public energy tenders. "Renewable energy is booming across Latin America, and Chile has made the greatest incursion on the solar front, [so] we will be experiencing more activity in the M&A and energy fields," says Valdivieso. "Also, our labour practice foresees new challenges due to the labour reform project in Chile, currently in parliamentary discussion," he says, in reference to President Michelle Bachelet's planned overhaul of the legislation governing company and union relations.

Other members of the legal community have prioritised different practice areas. Cariola Díez has promoted banking, finance and capital markets lawyer Juan Antonio Parodi, 37, to partner. The banking practice works with a high proportion of the firm's clients, says practice head Francisco Illanes, so appointing a new partner there should facilitate growth firm-wide. Parodi intends to focus his practice on regulatory work within the banking sector. Looking to the future, Illanes predicts regulatory developments in the tax, labour, competition, financial services and environmental areas will pull in work for his firm. "The economic outlook for 2016 is not very promising, therefore, we continue to focus on advising our clients on implementing their strategic plans in this challenging economic environment – especially, helping [them] deal with relevant legal and regulatory changes that may affect their business plans."

Elsewhere, amid a busy month that saw it merge with two firms in Peru as part of a Pacific Alliance expansion drive, Philippi, Prietocarrizosa, Ferrero DU & Uría has promoted project finance, energy and natural resources counsel Carlos Alberto Reyes, 45, to partner in Santiago. Reyes joined the firm in 2014 from Urrutia & Cía. His promotion to partner was a discussion point from when he first joined, says managing partner Juan Francisco Gutiérrez. “He is extremely knowledgeable in the area of power regeneration; he knows the players and what it takes to put in place a project, from the purely technical regulatory aspects to the commercial and financial.” Reyes has been tasked with developing PPU’s projects capabilities, an area that is undergoing expansion, with several associate hires in the works. “We are looking closely into new opportunities that will be created by the anticipated regional grid interconnection among the Pacific Alliance countries and Argentina,” Reyes explains, adding that PPU’s recent incursion into Peru makes the firm well-positioned to exploit cross-border energy work involving the Andean nation.

A fifth Chilean firm has also upped its partnership; full-service Larrain y Asociados has promoted regulatory lawyer Juan Carlos Bulnes Concha.

Firms from other Pacific Alliance states have also reported promotions to *Latin Lawyer*. Colombia’s largest law firm, Brigard & Urrutia Abogados, has made both labour practice head Catalina Santos Angarita, 34, and antitrust department head Alejandro García, 38, partners. “Both practices have been steadily growing in the last few years and we felt that we needed to strengthen our leadership structure in each of them,” explains managing partner Carlos Umaña, who says project finance and infrastructure, as well as corporate and tax, have also been busy areas over 2015. Brigard & Urrutia has also appointed new directors, a midway point between associate and partner, promoting corporate lawyer Laura Carreño and litigator Carolina López.



Alejandro García and Catalina Santos Angarita

Economic growth is slowing in Colombia, but Umaña remains optimistic, citing the government’s 4G infrastructure programme and changes to the tax code as sources of work for his lawyers. For the next 12 months, infrastructure and compliance have both been earmarked as areas for growth. As rival firm Philippi, Prietocarrizosa, Ferrero DU & Uría (Colombia) extends its cross-border reach, Umaña doesn’t rule out international expansion, albeit through alliances. “We are also working very hard to continue implementing our regional and international expansion plan, based on strong alliances with top lawyers and firms,” he says.

Across the border in Peru, Rodrigo, Elías & Medrano Abogados, Benites, Forno & Ugaz Abogados and Estudio Olaechea have announced new partners, while in Mexico, Von Wobeser y Sierra SC, Jones Day (Mexico), Haynes and Boone SC and Nader, Hayaux & Goebel are among the firms promoting.

Latin Lawyer 250 promotions for 2016

Country	Month announced	Law firm	Partners prior to promotions	No. new partners	Percentage increase of partnership
Argentina	November	Estudio Beccar Varela	24	3	12.5
Brazil	December	KLA-Koury Lopes Advogados	26	4	15
Brazil	December	Tauil & Chequer Advogados in association with Mayer Brown	33	1	3
International	December	Mayer Brown LLP	-	1	-
Mexico	December	Kuri Breña Sánchez Ugarte y Aznar	8	1	12.5
Mexico	December	Nader, Hayaux & Goebel	12	2	17
Argentina	January	Allende & Brea	17	1	5.9
Argentina	January	Bruchou, Fernández Madero & Lombardi	16	3	18.8
Argentina	January	Mitrani Caballero Ojam & Ruiz Moreno	22	3	13.6
Argentina	January	Pérez Alati, Grondona, Benites, Arntsen & Martínez de Hoz (h)	26	5	19.2
Brazil	January	Demarest Advogados	60	4	6.7
Brazil	January	Pinheiro Neto Advogados	85	3	3.5
Brazil	January	Souza, Cescon, Barrieu e Flesch - Advogados	33	1	3
Brazil	January	TozziniFreire Advogados	79	3	3.4
Brazil	January	Veirano Advogados	49	5	10.2
Chile	January	Cariola, Díez, Pérez-Cotapos & Cía Ltda	22	1	4.5
Chile	January	Carey & Allende	6	1	16.7
Chile	January	Philippi, Prietocarrizosa, Ferrero DU & Uría (Chile)	33	1	3
Chile	January	Prieto y Cía	14	2	14.1
Colombia	January	Brigard & Urrutia Abogados	14	2	14.1
Mexico	January	Haynes & Boone SC	8	1	12.5
Mexico	January	Jones Day (Mexico)	17	2	11.8
Mexico	January	Von Wobeser y Sierra SC	12	1	8.3
Peru	January	Estudio Olaechea	14	1	7.1
Peru	January	Rodrigo, Elías & Medrano Abogados	39	3	7.7
Peru	January	Benites, Forno & Ugaz Abogados	13	1	7.7

Comments

There are currently no comments.