



















PORTUGAL'S TOP





LAWYERS of 2022



















The 20 most important $\,$ protagonists of the legal market in 2022 according to lberian Lawyer

by michael heron

These are the 20 lawyers who have stand out in the Portuguese legal sector, according to *Iberian* Lawyer. Their names are listed in alphabetical order, along with the reasons as to why they have been selected. Narrowing the list down to just 20 was never going to be a simple task. There are undoubtedly emblematic names missing, there is no hiding away from this fact. All of these 20, however, are here on merit. It is important to highlight that this is not a league table. But as 2022 begins to draw to a close, and Q4 gains traction, the editorial team felt it was an opportune time to pause for reflection and remind the market as to which of its players have contributed the most this year.

In the spirit of transparency, *Iberian Lawyer* has chosen to use four main criteria in its selection: track record, leadership, popularity and career.

Track record refers to the main activities of which these professionals have successfully handled the legal direction in the last 12 months, in other words, their ability as rainmakers to generate substantial amounts of business within the law firm. From large operations (mergers and acquisitions, quotations, bond issues, securitisations and restructurings) that have changed the Portuguese footprint abroad to partnerships, projects and disputes.

Leadership, whether as the head of a law firm or a team, this criterion highlights their work and quality. The success of their organisation, the implementation of technology, or beneficial transformations for the firms or profession were all considered. We also valued the commitment to increased innovation or inclusion in the legal market.

Popularity refers to the prestige that the selected lawyers have earned among (in-house counsel, business lawyers, head hunters, etc.). Visibility has transformed these already remarkable professionals into authoritative and recognised "influencers" and trend setters.

And, last but not least, their **career**. A successful career path is the thread that connects all these lawvers listed below.

The following selection is therefore the result of careful reflection on all these criteria and ranks business lawyers based on their positioning on individual aspects in the last year, according to the observation of Iberian Lawyer.

Here below the protagonists of the year:

LEGEND:

TRACK RECORD

LEADERSHIP

POPULARITY



CAREER







MAFALDA BARRETO









Barreto is recognised by the market as a top m&a and banking and finance practitioner. GA_P's presence and reputation in Portugal are virtually unrecognisable to those that remember the project that started back in 2010, with 23 lawyers at 131 Avenida da Liberdade. The firm has achieved consistent organic growth during this period and has moved office premises twice to accommodate the expanding team. Barreto has had the responsibility of steering the ship since 2018 and deserves a lot of credit for the current stability of the office in Portugal



FERNANDO ANTAS DA CUNHA







To put things into perspective, Antas da Cunha was a team of just six when founded in 2015. Under the leadership of its managing partner, the firm has grown beyond recognition, including the international expansion with Ecija. Highlights include lateral hirings such as **Henrique Moser**'s real estate team from Telles, Nuno da Silva Vieira and Vieira Advogados' integration, which saw the firm advise on Portugal's first real estate acquisition using crypto, and more recently the announcement of **Paulo Morgado** (ex ceo of Capgemini) joining the partnership.











DIOGO XAVIER DA CUNHA

Miranda & Associados is arguably still the "go to" law firm for lusophone Africa, backed up by collecting a prestigious award in recognition of being the "international firm of the year" in Africa in 2019 and 2022. This has been under the leadership of **Diogo Xavier** da Cunha since 2015. The lawyer is also renowned for his experience in Mozambique, a career highlight advising on a natural gas exploration consortium, led by the American oil company Anadarko Petroleum Corporation, on a \$20 billion project financing.











DOMINGOS CRUZ

Domingos Cruz is the managing partner at CCA and has been a partner since 2007. Under his leadership the firm has grown into one of the most reputed firms for IP & TMT Law in Portugal. He is a lawyer, entrepreneur, and business angel. CCA has gone through a lot of changes, notably parting ways with its longestablished relationship with Spanish firm Ontier, which appears to have aided in the firm's growth. The future looks bright.



ROGÉRIO FERNANDES FERREIRA







He is the managing partner of the tax boutique RFF and is one of the leading tax practitioners in the market. The lawyer provides clarity and pragmatism on opaque topics before legislation is formalised, such as tax on capital gains related to crypto investments. In arguable the most competitive practice area in Portugal, RFF is a leader in tax and this is down to Fernandes Ferreira











PAULA GOMES FREIRE

Paula Gomes Freire joined VdA in 1996 and has been the managing partner for the best part of 2022. Her banking & finance and capital markets prowess is unquestionable, leading several transactions focused on the issue and placement of debt instruments, namely Euro Medium Term Notes, commercial paper, preferential shares and hybrids. In recent years she has participated in the recapitalisation of the Portuguese banking sector. The lawyer is extremely popular and time will tell the impact her leadership will have on the future of VdA, but all the initial signs are positive.











ANDRÉ JÚDICE GLÓRIA

The unique boutique Gama Glória, first caught the attention of Iberian Lawyer when earlier this year they advised Portuguese start-up Kitch Technologies, on its sale to Glovo, with the m&a practice at Hogan Lovells Madrid. André Judice Glória, the firm's managing partner, led this transaction and has steered the firm on a trajectory that continues to impress the market.











There are a number of high-profile practitioners at Uría in Portugal, but Catarina Tavares Loureiro, who joined the Lisbon office of Uría Menéndez - Proença de Carvalho in 2006, has always stood out as a true team player. In 2010, Catarina worked in the firm's Madrid office. She was seconded to the New York office of Davis Polk & Wardwell LLP as a foreign associate from September 2012 until March 2013. Catarina focuses her practice on Corporate Law. She is particularly experienced advising on Mergers and Acquisitions of both private and listed companies, in a variety of Financial, Industrial and Service sectors in Portugal











MANUEL MAGALHÄES

Sérvulo has always been synonymous with public law in Portugal. This is clearly a reputation they have been looking to build on for some time and therefore to many, it was unsurprising when they announced their banking & finance rainmaker, Manuel Magalhães, would be its new managing partner. Its international expansion under the Sérvulo Latitude↔ brand looks set to continue. Watch this space.











BERNARDO ABREU MOTA

Despite losing **Francisco Sá Carneiro** to VdA at the beginning of 2022, CS'Associados continues to be recognised as a leading boutique in corporate/m&a activity and private equity in Portugal. Bernardo Abreu Mota has been recognised for many years as one of the most active lawyers in the corporate, m&a and pe areas, which has helped steady the ship in testing times.









INÊS SEOUEIRA MENDES

Abreu Advogados closed 2021 with a record revenue of €37.8 million, which represents a growth of 14% compared to 2020, when it announced a total of €33.6 million. This has been under the leadership of Sequeira Mendes with Abreu posing the biggest threat to breaking into the so called "big three" law firms in Portugal. A highlight of this year includes its ever growing reputation for all things ESG and considered by the Financial Times as one of the 40 most innovative law firms in Europe.











NUNO CEREJEIRA NAMORA

Cerejeira Namora, Marinho Falcão celebrated its 30-year anniversary this year. It would be fair to say that for much of its history, the firm has been relatively low profile, until now. One of the two founding partners and managing partner, Nuno Cerejeira Namora, has been driving the firm's recent growth. It has its roots in Porto and expanded to the capital and other parts of the country. Its strengths originated from the more traditional areas of labour and tax law but have recently become a serious player in privacy, digital and technology. A firm on the rise and one to watch











NUNO AZEVEDO NEVES

Nuno Azevedo Neves is well-known for his banking & finance and corporate/m&a practice. The managing partner of one of the few non-Spanish and international firms with a presence in Portugal, he has led the firm on a path of growth in recent years, as witnessed by Iberian Lawyer's revenue rankings. The firm has also been savvy and aggressive with lateral hirings including most recently Patrícia Paias, Stéphanie Sá Silva and Teresa Pessoa Brandão.





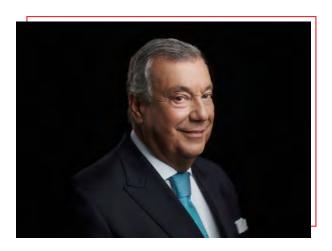






PEDRO RAPOSO

After 20 years, Pedro Raposo left the position of managing partner and assumed the role of chairman of PRA, while partner **Miguel Miranda** became the managing partner. In recent years we have witnessed the firm's domestic growth with offices now in Lisbon, Porto, the Algarve, the Azores, Leiria and Évora. PRA is the Portuguese law firm with the largest local geographical footprint. Much of this success is down to Raposo and his leadership.











PEDRO REBELO DE SOUSA

Pedro Rebelo de Sousa, founding and managing partner of SRS, is considered a benchmark in Finance and M&A. With over 40 years of experience, Rebelo de Sousa has a unique banking and finance background having been a senior officer in an international investment bank in São Paulo and New York, and also as chairman/ceo of a Portuguese bank. SRS celebrated its 30 year anniversary and re-brand this year. The firm has a stellar reputation in Portugal.











MARIANA NORTON REIS

Head of the corporate and m&a department of Cuatrecasas in Portugal. She has been advising on major transactions in the infrastructure, energy, retail, hospitality and financial sectors in Spain and Portugal. Norton Reis worked at the Madrid office from 2004 to 2017 and came to Lisbon at a difficult time when a number of high-profile partners had left the firm. Her presence and practice arguably made a big contribution to steadying the ship.











The lawyer is a partner and head of the Lusophone Africa practice at CMS Portugal. His main areas of focus are mergers & acquisitions, infrastructure and energy. He led one of the most high-profile transactions of 2022, advising Sun Africa, a leading developer of solar projects and off-grid solutions, to develop, build and finance numerous solar energy, mini-grid and water purification projects in the Angolan provinces of Namibe. Cunene, Cuando Cubango, Huila, Huambo, Malange and Bengo. The contracts were signed on 20 June, 2022, with a total value of 1.95 billion USD.

ALBERTO GALHARDO SIMÕES



















PEDRO SIZA VIEIRA

When **Pedro Siza Vieira** announced his return to the legal profession and joined PLMJ, it was seen as a huge coup by the firm. Siza Vieira worked for Morais Leitão, J. Galvão Teles, & Associados (as it was then known), where he was a partner from 1997 onwards. He then founded the Lisbon office of Linklaters, where he was managing partner from 2006 to 2016. Between 2017 and the beginning of 2022 he performed Governmental functions, having been minister of state, economy and digital transition of the XXII government of the Portuguese republic











RUI CAMACHO PALMA

Rui Camacho Palma is a partner and head of the Linklaters tax practice in Lisbon. He has extensive experience in international tax planning and transactional tax matters, including structuring both inbound and outbound investment projects and advising on the tax aspects of public and private m&a. With Linklaters' emblematic reputation for international transactional work, Camacho Palma accompanies this as the authority on all things tax



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The 30 leading players of the legal market in 2022 according to *Iberian Lawyer*

by ilaria iaquinta

These are the 30 lawyers who have stood out in the Spanish market over the last year according to *Iberian Lawyer*. Their names are listed in alphabetical order, along with the reasons that allowed them to shine above the others in 2022. A difficult year that, with the outbreak of the war in Ukraine and the raging energy crisis, put a strain on the recovery after the pandemic. Corporate lawyers who have to lead law firms and companies towards a restart – is an arduous task, which requires speed in handling change and embracing new challenges, lucidity to govern unprecedented scenarios and creativity to turn critical issues into opportunities. These are characteristics that the 30 leaders listed in the following pages have shown.

The following is not a league table, but an observation of the Spanish Legal market by Iberian Lawyer, the result of a year of work of daily and all-round attention reserved to business lawyers. In particular, these lawyers are considered as the protagonists of 2022 for different reasons, which are encapsulated in the criteria: track record, leadership, popularity and career. You will find them graphically represented in each profile and highlighted according to the weight they have assumed for their inclusion in this year's list.

More specifically, by track record we mean the main activities of which these professionals have successfully handled the legal direction in the last 12 months, in other words, their ability as rainmakers to generate substantial amounts of business within the law firm. From large operations (mergers and acquisitions, listings, bond issues, securitisations and restructurings) that have marked the market and which have changed the Spanish footprint abroad to partnerships, projects and disputes.

Leadership is considered as the ability of these lawyers at the head of a law firms or a team to lead, with their work and their qualities, the success of the organisation - working on the efficiency of services, the implementation of technologies, or

beneficial transformations for the law firms - or of the profession, actively committing to increase innovation or inclusion in the legal market.

Then there is the **popularity** and therefore the prestige that the selected lawyers have earned among the operators in the sector (in-house counsels, business lawyers, headhunters, etc.). Visibility has transformed these already remarkable professionals into authoritative and recognised "influencers" and trend setters, able to influence the choices of the legal sector, without simply relegating them to work, albeit absolutely central and decision-making, "alone" in the office. For the youngest, they are role models to follow and for clients they are the most valuable advisors.

And finally, the **career**. A successful career path is the fil rouge that binds the lawyers listed to follow but, among them, there are also some who have taken on important roles within or outside the firm this year.

The following list is therefore the result of careful reflection on all these criteria and lists business lawyers based on their positioning on individual aspects in the last year, according to the observation of *Iberian* Lawyer.

Here below the protagonists of the year:

LEGEND:

TRACK RECORD **LEADERSHIP** POPULARITY CARFFR





JOSÉ ARMANDO ALBARRÁN JIMÉNEZ









Whoever says Albarrán says M&A. So far, the head of Freshfields Bruckhaus Deringer's corporate/M&A and capital markets groups in Spain, is the undisputed leader of the M&A rankings by deal value in the country. In 2022 he has advised on Spanish M&A deals with a total value of around €14,74 billion. For example, he has worked on the acquisition of 100% of Orange Espagña by MásMóvil Ibercom.



LUIS ALONSO DÍEZ

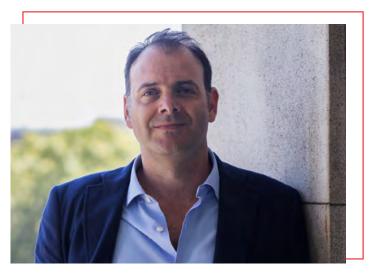








When it comes to corporate transactions and takeover bids the head of the corporate/M&A practice of Clifford Chance in Spain (and member of the law firm's global corporate practice committee) is always at the forefront. This year he has advised: Sixth Street on the acquisition of F.C. Barcelona's LaLiga TV rights; the Real Madrid on its strategic agreement with Sixth Street and Legends; Hochtief on its takeover offer of Cimic in Australia and Värde Partners in the sale of its stake in La Finca Global Assets.



JABIER BADIOLA BERGARA









After a year and a half mandate, in January he has been reappointed managing partner and will continue to lead Dentons in Spain for three more years. He has undertaken a deep transformation of the firm, improving its positioning, expanding its legal services and optimising productivity. He has also carried out a profound internal reshuffle, fostering a new generation of partners.



INMACULADA CASTELLÓ









In the year that mark Pisent Masons fifth anniversary in Spain, she has been named co-managing partner of the law firm along with **Fernando** Gutiérrez, effective September. Therefore, she officially joined the (not very long, unfortunately) list of female managing partners in Spain. She is also the EMEA representative for the firm's Global Inclusion Steering Committee, which oversees the diversity, equality and inclusion strategies globally.



ESTEBAN CECA GÓMEZ-AREVALILLO









He is the managing partner of Ceca Magán Abogados. Under his guidance the law firm closed 2021 with a turnover of €13.7 million, (+19% YoY) meeting the goals set at the beginning of the year: to consolidate the business in its ten areas of activity and to expand the team. The forecasts for 2022 are optimistic notwithstanding the pandemic and the geopolitical uncertainties.



NICOLÁS DE GAVIRIA FOBIAN









In June he was appointed as new managing partner of Deloitte Legal in Spain. Specialising in international taxation, he leads a firm with more than 600 lawyers, a staff of over 700 professionals, and a turnover of €132.62 million. He joined the firm in 1997 and became partner in 2011.



ÍÑIGO DEL VAL









Partner at Allen & Overy since 2015, he has an outstanding reputation and is widely acknowledged as one of the top M&A lawyers in Spain. In 2022 he has advised on Spanish M&A deals with a total value of around €14,72 billion. For example, he has worked on the sale of the 25% of the upstream oil and gas exploration and production business of Repsol and on the takeover bid for Siemens Gamesa Renewable Energy.



BRUNO DOMÍNGUEZ









Last June he has been appointed, effective July, co-managing partner of the ninth law firm per revenue in the Spanish market: Baker McKenzie. Along with Rodrigo Ogea he has the goal to continue the firm's growth. He also heads the tax practice in Barcelona and chair the wealth management practice in the EMEA region.



MANUEL ECHENIQUE SANJURJO









The partner who co-heads the M&A and private equity practice areas of Uría Menéndez has been actively involved in many of the most prominent and complex M&A transactions in Spain. He has advised, for example: Axa and Swiss Life Asset Managers on the acquisition of Lyntia Networks; Rovensa on the acquisition of Cosmocel; Gunni & Trentino on the sale of its 40% to Suma Capital; and Asterion Industrial Partners on the acquisition of Olivenet.



ÍÑIGO ERLÁIZ COTELO







Born and raised in Gómez-Acebo & Pombo (GA P), in January he has been appointed as new managing partner, replacing Carlos Rueda, who has become chairman of the board of directors of the firm. Indeed, Erláiz joined GA_P in 1999 and has developed his entire professional career within the firm, becoming partner in 2010 and head of the corporate area in 2016. This year he has worked, for example, on the sale of 81.31% of Sa Nostra Compañia de Seguros de Vida.



JAVIER FERNÁNDEZ-SAMANIEGO









He is one of the great innovators in the Spanish legal market. Even the Financial Times selected him, in 2017, as one of the top ten "original legal thinkers", after founding the alternative legal services provider Samaniego Law. This year he has been working to accelerate the firm's business model announcing the integration with EY Abogados in January 2022 (here the news) that is being redefined.



RAFAEL FONTANA









Following the unexpected death of chief executive officer Jorge Badía in July, the partners at Cuatrecasas have re-elected him as executive partner of the law firm, returning him to the top position at the helm of Spain's second largest law firm, three years after handing over the baton to Jorge Badía.



MARÍA PILAR GARCÍA GUIJARRO







Advocate for female leadership, she is Watson Farley & Williams' managing partner since 2011. She leads a 70-staff team on top her M&A activity as an Energy specialist, demonstrating that high professional responsibility is compatible with being a woman. This year, among other things, she has advised Sonnedix on the acquisition of a 36.8 MW photovoltaic portfolio.



JOSÉ GIMÉNEZ CERVANTES







The managing partner of Linklaters in Spain since May 2021 is recognised as one of the leading experts in the Spanish market in the fields of public law, energy and telecommunications. This year he managed to bring back **Sebastián Albella** who was one of the "Magic Circle" law firm's leading figures until 2016, when he accepted the proposal of Mariano Rajoy's government to chair the CNMV. Among his recent dossier the acquisition of 25% of Intermodalidad de Levante by Globalvia.



IGNACIO GÓMEZ-SANCHA







The managing partner of Latham & Watkins in Spain has managed the growth of the law firm in business volume, areas of specializations and number of professionals. Worth mentioning is the important lateral hire of the M&A star from Linklaters **Alejandro Ortiz** (here the news). Furthermore, L&W has been involved in the major deals of the Spanish market. As for his dossiers, he has worked on the strategic agreement between CVC and LaLiga and on Mediapro's debt refinancing.



MÓNICA MARTÍN DE VIDALES GODINO







The partner who co-manages Garrigues' corporate/commercial department is one amongst the undisputed ladies of M&A in Spain. In 2022 she has advised on Spanish M&A deals with a total value so far of around €2,02 billion. For example, she has assisted Merlin Properties in the sale to BBVA of Tree Inversiones Inmobiliarias. Avanade in the acquisition of Kabel Sistemas de Informacion and Accenture in the acquisition of Alfa Consulting.



JACOBO MARTÍNEZ PÉREZ DE ESPINOSA









Since October 2020 he is Eversheds Sutherland's managing partner in Spain and head of the labor department. In January he has been appointed to the firm's European Executive Committee at a global level. In this role, he leads for two years the human resources area and partner and associate development programs, one of the firm's strategic pillars for 2023. From the beginning of the year he has carried out a series of important lateral hires.



PILAR MENOR









Her fame precedes her. She is one of the most famous lawyers in Spain, as well as a role model for several female legal professionals. She is currently senior partner in DLA Piper Madrid and Employment Global Co-Chair of the firm and leads a team of 400 lawyers in 40 jurisdictions. She contributes to the legal profession with her different roles within various organizations.





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JOSÉ VICENTE MOROTE SARRIÓN









Together with Íñigo Rodríguez **Sastre**, he is managing partner of Andersen. The two lawyers have led the firm, which has been in the Spanish market for only five years, to an exponential growth. Last year's revenue increase was 22.4% at €32.46 million, placing the law firm in the Top 20 law firms by turnover (here the article). In 2022 alone they have: integrated the Lisbon office into Andersen Spain and two smaller law firms; secured more then ten important lateral hires (see article); and added close to 100 professionals.



ALEJANDRO ORTIZ









Last September Latham & Watkins has hired Linklaters' Spain senior partner for its M&A and private equity practices **Alejandro Ortiz**. He is a well-regarded corporate lawyer, having advised on some of the most significant deals in the market. In the last 12 months, he has advised, among others, Carlyle Group on the sale of Cupa Group, and Ontario Teachers' Pension Plan Board (OTPP) on the sale of Mémora Group.



PEDRO PÉREZ-LLORCA







He is one of the longest-serving managing partners in the Spanish market, having led Pérez-Llorca for 26 years. He is responsible for the unparalleled growth achieved by the firm, which last year grew 33% compared to the previous year and in the last ten years has almost quintupled its turnover from €19.3 million reported in 2012 to €91 million in 2021.



CAROLINA PINA SÁNCHEZ







Among the general counsel she is well known as a renowned expert in intellectual property. She is a partner in the IP Department of Garrigues and co-head of the Telecommunications & Media practice area of the law firm. This year she has been selected by the Financial Times among the individual finalists of the most Innovative Lawyers in Europe.



ISABEL RODRÍGUEZ GARCÍA







The head of the Investment Funds team at King & Wood Mallesons is always very active the funds market. This year she has worked on the launches of various funds (from Seaya Andromeda; Miura Partners and Omega Gestión). She is also vice-president of the Legal and Regulatory Committee of Invest Europe, a member of the BOD of the Private Equity and Venture Capital Institute, and the secretary of the BOD of the association International Women's Forum Spain.



VERÓNICA ROMANÍ SANCHO









She is partner at Gómez-Acebo & Pombo, heads the Energy team is a member of the board of directors of the law firm. When it comes to project finance, banking & finance, energy & natural resources, she is always at the forefront. Among the various deals she has been involved in this year there is Q-Energy Private Equity's sale of a renewable portfolio with installed capacity of 82MWp by Verbund.



SALVADOR SÁNCHEZ-TERÁN





Last June Uría Menéndez's general partners' meeting has renewed his mandate as managing partner, position that he has been holding since 2019. On the same occasion the firm has appointed Jesús Remón as the new senior partner from 2023 to replace Luis de Carlos, who will retire in December. Among his dossier, this year, the advisory to Santander Consumer Finance on the reorganisation of its pan-European alliance with Stellantis.



ALEJANDRO TOURIÑO PENA







No one can talk about innovation in the legal services market without mentioning Touriño, managing partner of Ecija. He stands out for carefully seizing all opportunities available: from the verein structure (Ecija he first independent Iberian firm to adopt it) which enabled growth from one office to 32 (in 16 countries) in ten years. What's the new frontier crossed by the law firm this year? The Metaverse.



FERNANDO VIVES RUIZ









Last February he began a new term as executive chairman of Garrigues. Under his leadership, the law firm has been the first in the Iberian market to pass the €400 million mark in revenues, growing 7.1% in 2021 at €412.million. The law firm also leads the legal services market in the EU in terms of revenue and number of professionals. As for his dossiers, he has worked on the sale of 27% of Mediaset España Comunicación and on Telefonica's acquisition of 40% of Telxius Telecom



VÍCTOR XERCAVINS LLUCH







The Barcelona-based partner of Cuatrecasas and head of the corporate department, is a major player in the M&A market in Spain. Also, this year he has proven again to be among the law firm's most prolific rainmakers handling many of the various deal involving Cuatrecasas. In 1H22 the firm ranked first in terms of number of deals handled in Spain and eleventh in Europe in Merkergmarket's league tables.



ROSA ZARZA JIMENO







She leads labour at a global level at Garrigues, is a member of the management committee and also heads up Garrigues Sustainable, having led the ESG Committee since 2021. Thomson Reuters has recognized her as a stand-out lawyer in 2022 and she has been selected by the *Financial Times* among the individual finalists of the "Intrapreneur" lawyers in Europe.



TERESA ZUECO









Last November she took over as head of the Spanish office of Squire Patton Boggs, bringing with her from DLA Piper a team of six M&A/ PE lawyers. In just one year, she managed to achieve very interesting results for the law firm (+38% YoY in revenue at €10.37 million) and for herself as well: she is second in TTR's lawyer ranking by number of M&A deals in Spain in Q3 2022.