

## AWARDS:

Argentinian Full Service Law Firm of the Year

# ARGENTINIAN

## — Full Service Law Firm of the Year

Based in Buenos Aires, Alfaro Law was recently voted Argentinean Law Firm of the Year by Acquisition International readers. Carlos E Alfaro, Managing Partner and one of the founders of the law firm, tells us the secret to success.

● Alfaro Law is a full service law firm, with a strong practice in mergers and acquisitions and corporate finance, areas in which it is recognised as one of the best law firm in the country. The industry sectors Alfaro specialises in include banking, oil and gas, mining, aircraft financing, automobile industry, export financing, wine and pharmaceuticals industry.

### HOW DID IT FEEL TO WIN THE ARGENTINEAN FULL SERVICE LAW FIRM OF THE YEAR?

"It is a rewarding experience that recognizes the work of many years building up a reputation in the local and international legal market."

### CLOSING DEALS IS OBVIOUSLY THE CULMINATION OF MONTHS OF HARD WORK, WHAT STRATEGIES HAVE YOU DEVELOPED PERSONALLY TO DEAL WITH THE RECOGNISED STRESSES OF TRANSACTION MANAGEMENT?

"If you want to achieve results and accompany your clients in successfully closing a deal you cannot avoid stress. We were more than ten months working 24/7 on the largest acquisition of 2011 on behalf of Sinopec (China Petroleum Corporation). It required long hours of work mostly at night due to the time difference between China and Argentina. There is no option rather than being fully engaged. The most you can do is to provide a pleasant working environment

### THE GLOBAL MARKET IS CLEARLY IN A PRECARIOUS POSITION. HOW DO YOU BEST PLACE YOUR SERVICES AND BUSINESS IN THE MARKET AT THE MOMENT?

"Argentina (Latin America in general) will be marginally affected by the world crisis. Most of the economic forecasts predict a growth between 4 to 5% for this year considering a possible worst case scenario. The debt ratio to GDP is of only 15%. The banking system is solid. Unemployment is of only 6%. The conditions for capital appreciation in certain specific sectors are here. We offer the best option for expert and real-world business advice to foreign investors."

*"We are meeting with our clients to review their plans and listen to their comments. Their opinion is what matters and not what we think about ourselves. Lawyers that believe that their opinions are above the clients objectives have no place in Alfaro-Abogados."*

### THE AWARD IS RECOGNITION OF YOURSELF AND YOUR TEAM'S SUCCESSES IN THE TRANSACTIONAL MARKET IN WHAT HAVE BEEN VERY DIFFICULT ECONOMIC CONDITIONS, HOW HAVE YOU HAD TO ADAPT IN TERMS OF DEAL GENERATION AND PROJECT MANAGEMENT?

"We adapted our fee structure to the needs of the client without jeopardizing quality which allowed us to be very competitive. We avoided overstuffing and we draw the teams from the different areas of the law firm."

### A HAPPY TEAM IS A PRODUCTIVE TEAM. HOW MUCH EMPHASIS DO YOU PLACE ON TEAM CULTURE AND WHAT ELEMENTS OF THAT WOULD YOU POINT TO IN HELPING YOU ACHIEVE THIS AWARD?

"The team culture should be the law firm culture. We emphasise that there should not be pockets of teams with different cultures. We all form part of the same team: Alfaro-Abogados. Our culture is that we should provide full support to the business of the client and the achievement of their goals. We are result oriented. To do this you have to understand the business of the client. We are business lawyers in every sense. This attitude was reflected in the response of the clients who were satisfied with the level of attention and efficiency provided."

in the office with short breaks or due to the advances of technology to work in groups but each lawyer from its own house when access to files was permitted."

### NO ONE CAN REST ON THEIR LAURELS IN THIS MARKET PLACE. WHAT ARE YOU AND YOUR TEAM DOING TO MAKE SURE YOU WIN THE AWARD NEXT YEAR?

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### HOW DOES ALFARO LAW DIFFERENTIATE ITSELF FROM THE COMPETITION?

"We always think ahead. Alfaro Abogados will always find a practical solution or path to solve the client's problems or close a transaction."

### HOW DO YOU SEE THE LEGAL MARKET CHANGING AND HOW WILL IT AFFECT YOU?

"There has been a trend of splits from major law firms and as a result there are a growing number of small law firms that are undermining the level of fees necessary to maintain a team of qualified lawyers in most of the areas of law. It may force all members of the firm to dedicate more hours."

### IF YOU COULD OFFER ONE PIECE OF ADVICE TO THE OTHER NOMINEES FOR YOUR AWARD, WHAT WOULD THAT BE? WHAT DO YOU THINK MADE YOU AND YOUR TEAM LEAD THE PACK?

"We worked hard the old fashioned way and always thinking ahead on our client needs."

### ARGENTINIAN FULL SERVICE LAW FIRM OF THE YEAR 2011



*"Alfaro Abogados will always find a practical solution or path to solve the client's problems or close a transaction"*

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