



MEDIA KIT

"In a highly competitive market, law firms that do not keep themselves informed about future trends will lose out to those that do."

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ABOUT US

Iberian Legal Group

Iberian Legal Group offers a platform for the Spanish, Portuguese and international legal community to develop business and professional skills, and also serves as a communication channel for benchmarking and market intelligence.

The portfolio of publications, services and products of Iberian Legal Group includes:

- **Iberian Lawyer**
- **Iberian Lawyer TV**
- **The Latin American Lawyer**
- **The Latin American Café**
- **Arbitration Masterclass**
- **Awards Ceremonies**
- **In-House & Compliance Club – Training and professional networking**
- **InspiraLaw – women lawyers leading change**
- **Consultancy for lawyers (communication strategy, branding & positioning, rankings, negotiation skills, diversity training)**

IBERIAN LAWYER

Iberian Lawyer is the preferred source of information on the legal and business sectors in Spain and Portugal. While focusing on the legal sector, the content is available to all audiences. Our readers do not need to be lawyers or legal experts to enjoy, and benefit from, the content of the magazine.

The audience includes:

- Company secretaries, general counsel and heads of legal at the **top 500 businesses** in Spain and Portugal.
- In-house lawyers and senior management at the **leading 250 multinationals** with Iberian operations.
- Strategic investors with Iberian interests including private equity houses, banks and other financial institutions.
- Lawyers at the world's largest law firms that advise clients with Iberian interests – this includes over 300 firms across the USA, UK and Europe – as well as the top 50 Spanish and Portuguese law firms.

"Iberian Lawyer es una herramienta clave para abogados corporativos con temas muy relevantes e información estratégica en un formato muy cómodo."

Miguel Soler, director jurídico, Prosegur

"Una publicación seria y profesional que ofrece al mercado los elementos más positivos y dinámicos del mercado jurídico ibérico."

Luis de Carlos, socio director, Uría Menéndez

"Información muy interesante y un formato excelente para debatir asuntos jurídicos"

Beatriz Martinez-Falero, general counsel, Mahou-San Miguel

"I would like to use this opportunity to thank you for your excellent magazine (it's the best one to be aware of our legal market)."

Antonio Gil, general counsel, Grupo Gmp

Editorial Themes

Edition	Special Report		Special Focus
January / February	Tax	Litigation & ADR	Africa
March / April	Energy & Renewables	Banking & Finance	Latin America: Pacific Alliance & Brazil
May / June	M&A and Private Equity	Madrid	Compliance
July / August	Global Report		Latin America: Central America
September / October	Lisbon	TMT & New Technologies	EU & Competition
November / December	Corporate Governance	Real Estate	IP & Data Privacy

Africa New opportunities for law firms in the African market.

Banking & Finance The latest trends in the banking and finance sector, including the emergence of ‘fintech’ companies.

Compliance How law firms are helping clients handle the growing burden of compliance demands.

Corporate Governance An analysis of the increasing demands for more regulation and corporate governance in businesses

Energy & Renewables The latest developments in the energy sector as regulation and investment activity in Spain and Portugal increases.

EU & Competition An analysis of up to date changes in EU & Competition law and how affects to Spain and Portugal.

Global Report The latest developments in global markets of strategic importance to Iberian businesses and law firms.

IP & Data Privacy An analysis of the growing impact of changes in IP & Data Privacy laws and how companies protect these key assets.

Litigation & ADR The latest trends in commercial dispute resolution.

Latin America focus: Pacific Alliance, Central America, Mercosur & Brazil A fresh take on the Latin American regional markets and trading blocs, which remain of growing importance for Spanish and Portuguese law firms

Lisbon Managing partners at leading law firms in Portugal discuss the latest market trends.

Madrid Managing partners at the leading law firms in Madrid discuss the latest developments in the market.

M&A and Private Equity The evolution of M&A and PE investment in Spain and Portugal and its impact on the market.

Tax How law firms are helping clients adapt to the changing tax environments in different jurisdictions.

TMT & New Technologies Legal and business implications of latest trends in technology, media and telecommunications

Real Estate The rapidly changing property sector in Iberia and its legal challenges and business opportunities.

Audience

Iberian Lawyer reaches 90 countries and the audience includes company secretaries, general counsel or heads of legal, in-house lawyers and senior management, strategic investors including private equity houses, banks and other financial institutions, as well as lawyers and marketing directors at the world’s largest law firms.

The magazines are distributed in print and digital formats

Iberian Lawyer Audience	Audience Profile	Region	Lawyer Practice
19,500	Male / Female: 69% / 31% Median Age: 45 Average Personal Income: €110,000 University+ Educated: 95% Senior Management: 70% Travel +5 Air Trips year: 70%	Europe: 70% The Americas: 27% Rest of the world: 2%	Private Practice: 62% In-House: 38%

THE LATIN AMERICAN LAWYER

A series of top-level events, in-depth articles, reports and interviews appearing both online and in print. The Latin American Lawyer is now a quarterly magazine and a bridge of communication for leading law firms and multinational clients in Latin America, Europe, the US and Africa. It is set to broadcast, communicate and educate through the provision of relevant market intelligence and content to international investors. In addition, The Latin American Lawyer adds value to in-house lawyers working for companies with business interests in the region, as well as for law firm leaders.

Editorial Themes

Edition	Special Report
March	<i>Energy, Renewables and Finance</i>
June	<i>Compliance and Corporate Governance</i>
September	<i>Dispute Resolution and Litigation</i>
December	<i>Legal Management: Clients, Technology and Talent (CTT)</i>

- **Compliance and Corporate Governance** How law firms are helping clients handle the growing demands of compliance implementation. An analysis of changes on regulation and corporate governance in businesses and the role of the secretary of the board
- **Energy, Renewables and Financing** The latest development in the energy sector as regulation and investment activity develops in the region.
- **Legal Management: Clients, Technology and Talent (CTT)** Law firm leaders in Latin America discuss client and talent retention challenges as well as the impact of new technologies.
- **Dispute Resolution and Litigation** The latest trends in commercial dispute resolution and litigation in Latin America and beyond
- **Regional focus: Pacific Alliance, Central America, Mercosur & Brazil** Each issue of the magazine will include an analysis of the latest trends in the Latin American regional markets and trading blocs.

The Latin American Lawyer reaches 20 countries and the audience includes company secretaries, general counsel or heads of legal, in-house lawyers and senior management, strategic investors including private equity houses, banks and other financial institutions, as well as lawyers and marketing directors at the world's largest law firms. The magazines are distributed in print and digital formats

Iberian Lawyer Audience	Audience Profile	Region	Lawyer Practice
9,500	Male / Female: 75% / 25% Median Age: 50 Average Personal Income: \$250,000 University+ Educated: 95% Senior Management: 70%	Europe: 10% The Americas: 67% USA: 20 Rest of the world: 3%	Private Practice: 62% In-House: 38%

MAGAZINE ADVERTISING RATES (PRINT & DIGITAL)

	1 insertion	3 insertions	6 insertions
Type	€/insertion	€/insertion	€/insertion
Cover 2	4,550	4,250	3,950
Cover 3	4,200	4,050	3,800
Cover 4	4,950	4,650	4,350
Full page	2,650	2,365	2,110
2/3 page (vertical)	2,195	1,960	1,750
1/2 page (horizontal)	1,650	1,450	1,250
1/4 page	950	850	750
Strip / Banner	750	610	495
1/6 page	440	395	350

Ad specs

	Size	Formats
Full page	w: 200mm x h: 273mm (Full page bleed size: w: 204mm x h: 275mm)	Preferred file formats: . AI (with all fonts attached), JPEG* (high quality), PDF* (high quality).
2/3 page (vertical)	w: 114,5mm x h: 217mm	Acceptable file formats: . TIFF (with or without LZW compression), EPS. *NB – Full page PDF/JPEG files that are sized at 200mm x 273mm without 4mm bleed on all sides will have to be re-made. This can lead to reduction in print quality and may incur an extra charge. All other file sizes don't need bleeding or marks.
1/2 page (horizontal)	w: 174mm x h: 105mm	
1/4 page	w: 114,5mm x h: 105mm	
Strip / Banner	w: 174mm x h: 52mm	
1/6 page	w: 52.5mm x h: 105mm	

All files should be saved in CMYK and accompanied by a printed proof for colour matching.

Advertising Calendar

Issue IBL / Issue LatAm	Print Close	Art work delivery
IBL 76	10/02/2018	20/01/2018
IBL 77	10/04/2018	20/03/2018
IBL 78	10/06/2018	20/05/2018
IBL 79	10/08/2018	20/07/2018
IBL 80	10/10/2018	20/09/2018
IBL 81	10/12/2018	20/11/2018

Note: all dates and themes are subject to change.



“Iberian Lawyer event provided the right amount of time to hear about the topics, learn about what was being done in law firms and legal departments, to network and , of course, to have fun.”

Luis Graça Rodrigues, legal counsel, Indra Company

IN-HOUSE & COMPLIANCE CLUB

The **In-House Club** started in 2010 and has more than 500 actively participating members. The **Global Compliance Club** was set up in 2014 and engaged around 200 active participants. The Clubs joined forces in 2017 to offer know-how, research, recruitment, networking and executive training as well as key research, information services and software solutions.

In addition, the **In-House and Compliance Club** now hosts its own specialist broadcasting channel relevant to members at IberianLawyerTV.

The In-House & Compliance Club has an expert committee which includes the following organisations and individuals: **Alfonso González Espejo**, Grupo Bankia, **Amparo Nieto**, Barclays, **Berta Balanzategui**, General Electric International, **Carlos Nuño**, The Royal Bank of Scotland, **Eduardo Pérez**, Makro, **Enrique Alonso**, Bank of America Merrill Lynch, **Estibaliz Gállego**, Nutreco, **Félix Acebes Vilar**, Everis, **Francisco Gil Villen**, Santander Elavon Merchant Services, **Gustavo Rodríguez**, TEVA Group, **Joaquín Calderón**, Barclays Capital, **Joaquim Mustarós**, Air Products (Carbueros Metálicos), **John Rigau**, Pepsico, **Juan Jorge Gili**, Novartis, **Lucía Cátedra**, Grupo SEAT, **Macarena de la Quintana**, Everis, **María Echevarría-Torres**, Nokia Solutions and Networks, **María Hernández**, Eversheds Sutherland, **Mathieu Savaris**, General Electric International, **Miguel Ángel Jiménez-Velasco**, Abengoa, **Miguel Soler**, Prosegur, **Nagore de Lauzirika**, HCC Global Financial, **Pilar López-Aranguren**, Goldman Sachs, **Rocío Merlino**, Praxair, **Sandra Olivera Cervantes**, Grupo SEAT, **Silvia Madrid**, UniCredit, **Virginia Beltrami**, Atento and **Vladimir de Saint André**, XL Insurance



“The topics discussed and the ideas shared by the participants were very interesting, the rhythm of the debate was very good and the result very satisfactory.”

Christine Papazian, Legal Counsel, Cepsa

ONLINE CONTENT

“To maintain Iberian Lawyer’s position as the pre-eminent source of information, analysis and best practice for lawyers and clients in Spain and Portugal, we also want to improve our offering to our subscribers, providing them with a complete experience that combines the most accurate and relevant legal business information, together with other information that enables them to keep up-to-date with the latest market trends and opportunities.”

Ben Cook, Chief Editor, Iberian Lawyer



www.iberianlawyer.com and www.thelatinamericanlawyer.com

iberianlawyer.com is the online platform for all the content from Iberian Legal Group. All reports and articles published in the magazine, as well as reports, rankings, events, jobs, and the latest news for Spain, Portugal and Latin America can be found on the website.

Iberianlawyer.com and theLatinAmericanLawyer.com receives more over 215,000 users a year.

Audience	Region Ranking	Country Ranking
215,000 users	Europe: 61% The Americas: 22% Other: 17%	Spain: 41% Portugal: 21% United States: 12% UK: 10% Mexico: 5% Chile: 3%

Iberian Lawyer E-mail Alert, The Latin American Lawyer Newsletter and Social Media

Iberian Lawyer E-mail Alert Subscribers are provided weekly with all the most relevant and updated information about the Iberian legal market. Main news, reports, legal updates, jobs and events are some of the contents included in the alerts, which are received by more than **9,300 specific subscribers**, all around the world.

The Latin American Lawyer Newsletter is sent weekly to more than **5,800 specific subscribers**, and contains the latest legal news and events on the Latin American region.

 6700 contacts
  @iberianlawyer 2500 followers + @editors 2270 followers

Online Advertising Rates

	Web Button	Top banner
www.Iberianlawyer.com	€1,250 per year	6 months. €1,375 12 months. €2,150
www.thelatinamericanlawyer.com	€1,250 per year	6 months. €1,375 12 months. €2,150

Weekly	Button	Banner
Iberian Lawyer E-mail Alert	6 months. €550 12 months. €975	1 month € 375 6 months. €1,750
The Latin American Lawyer Newsletter	6 months €550 12 months. €975	1 month € 375 6 months. €1,750

For the advertising possibilities of **Jobs** and **Events**, please contact info@iberianlawyer.com

Online Advertisements Specifications

www.Iberianlawyer.com / www.thelatinamericanlawyer.com	Size	Formats
Web Button	400 pixels wide and 150 pixels high at 72ppi	.jpg .gif .ai .eps All files saved in RGB. Swf files will not be accepted, for any animated banner the accepted file format will be GIF.
Top banner	400 pixels wide and 77 pixels high at 72ppi	

Weekly	Button Size	Formats
Iberian Lawyer E-mail Alert	150 pixels wide and 150 pixels high at 72ppi	.jpg .gif .ai .eps All files saved in RGB. Swf files will not be accepted, for any animated banner the accepted file format will be GIF.
Iberian Lawyer E-mail alert	Banner 530 pixels wide and 85 pixels high at 72ppi	
The Latin American Lawyer	Newsletter 150 pixels wide and 150 pixels high at 72ppi	

AWARDS & EVENTS

Iberian Legal Group hosts a series of prestigious events and conferences throughout the year, providing in-house and external lawyers with an opportunity to share best practices, discuss the latest trends and network with peers and clients. Such events also help to reinforce and strengthen the Iberian and Latin American legal community.

40 under Forty Awards. Iberian Lawyer's 40 under Forty Awards recognise the achievements of the new generation of lawyers shaping the future of the legal profession. Held every two years, the awards acknowledge the 40 leading lawyers under the age of 40 who work either within Iberia or advise Iberian organisations around the world.

The Gold Awards. Iberian Lawyer recognises the excellence of legal and compliance departments in companies based in Spain and Portugal. The international jury rewards excellence in legal and compliance work as well as in specialist areas such as M&A, compliance, IP, TMT, amongst others.

Agenda Africa. This is an annual, invitation-only networking event for businesses, investors and advisers active in Lusophone Africa. The event is informal and dynamic, and participants debate the current hot topics in an interactive style. A series of specialist panels allows the group to share experiences with leading experts.

The Latin American Café. High level events hosted in key markets to discuss challenges and opportunities of doing business and law in Latin America.

Arbitration Master Class. The Arbitration Master Class brings together a specially invited group of leading arbitration experts. The format is a roundtable debate with no formal presentation or speakers, discussing latest global trends and issues in international arbitration.

In-House & Compliance Club Master Class. Training sessions and networking events for in-house lawyers and compliance experts. Topics include compliance, risk management, legal management and technology as well as diversity.

InspiraLaw Celebrates/Speaks/Connects. A series of events focused on transforming and adapting cultures in order to bring more equality and gender diversity to the legal sector.

Expert Roundtables

Roundtables staged in key business markets in Spain and Portugal which give participants an opportunity to share best practices and network with other leading practitioners. These events are highly valued by the attendees, who are partners from major law firms and prominent experts in their field of practice.

Sponsorship options

Enquiries about sponsorship opportunities – or requests for information about when and where events are taking place – should be directed to: elizabeth.desevo@iberianlegallgroup.com

"I wanted to thank you again for inviting me to the Gold Awards. The quality of the speakers, and the organization were outstanding."

Marta Ortiz, senior legal counsel, Samsung Electronics Iberia

"No queríamos dejar de escribiros para darlos la enhorabuena otra vez por la presentación del estudio y de los premios de ayer. Todo resultó realmente bien y el nivel de los paneles, empresas y despachos participantes fue estupendo."

Leticia López-Lapuente, abogado, Uría Menéndez

"I must single out for special mention the duration of the forum and the good control your moderators kept on the time. I attend Africa-focused events in London 3 or 4 times every year, and I cannot think about any which I attended and left feeling more accomplished and energised than yours."

David A. Asiedu, partner,

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