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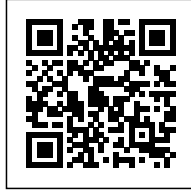
Posted on 24/04/2016

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With clients more inclined to shop around for legal services, lawyers argue that law firms need to make a greater effort to communicate the benefits of the 'trusted adviser' relationship. As our report in this e-alert reveals, lawyers that embrace the role of trusted adviser will have a competitive advantage over their rivals.

Also in this bulletin, we profile Deloitte Abogados. Managing partner Luis Fernando Guerra says that - while there may be a perception in the market that Deloitte is a mid-market M&A firm - it is representing around 90 per cent of IBEX 35 companies and is 'winning the battle to be recognised in the market'.

Meanwhile, Freshfields partner Silvia Paternain talks to Iberian Lawyer TV about the latest developments in tax, while we also feature a video interview with SRS Advogados partner José Carlos Soares Machado who discusses the increase in finance-related litigation in Portugal.

Iberian Lawyer this week staged the latest of its annual "Agenda Africa" events in London. Full coverage of what was a very successful event will appear on www.iberianlawyer.com in due course.

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News

Firms need to sell advantage of 'trusted advisers' to clients

With clients' loyalty to legal service providers diminishing, lawyers say firms should do more to promote the benefits of more in-depth relationships between clients and their advisers.

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Garrigues and Ashurst instructed on Inverseseguros acquisition

Garrigues advised Inverseseguros on its acquisition by asset manager Dunas Capital.

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Bird & Bird acts for Intrepid Aviation on Airbus deal

Bird & Bird's Madrid-based banking & finance team acted for Dublin-based leasing firm Intrepid Aviation Management Ireland on the purchase and financing of an Airbus A330 aircraft.

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EDP Renewables advised by King & Wood Mallesons on onshore wind portfolio sale

EDP Renewables Europe instructed King & Wood Mallesons on the sale of a 49 per cent stake in a portfolio of 23 onshore wind projects in Spain, Portugal, France and Belgium.

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Lancashire pension fund instructs Cuatrecasas on MRG deal

The UK-based Lancashire County Pension Fund (LCPF) was advised by Cuatrecasas, Gonçalves Pereira on the acquisition of a 12.5 per cent stake in Madriña Red de Gas (MRG).

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SRS Advogados, PLMJ & ABBC instructed on Lisbon cruise terminal financing

SRS Advogados advised a banking syndicate - comprising Banco Santander Totta, Caixa Geral de Depósitos and Caixa BI - on the financing of a cruise liner terminal in Lisbon.

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Grifols advised by Osborne Clarke on Interstate Blood Bank deal

Spanish healthcare company Grifols was advised by Osborne Clarke on the acquisition of a 49 per cent stake in plasma collector Interstate Blood Bank.

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Barclays instructs PLMJ on sale of Portuguese business to Bankinter

PLMJ advised Barclays on the sale of its business in Portugal to the Spanish bank Bankinter.

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Osborne Clarke appoints new Madrid managing partner

Osborne Clarke has appointed Daniel Riopérez as managing partner of its Madrid office.

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The Latin American Lawyer

Batalla Salto Luna promotes two to its partnership

Costa Rica law firm Batalla Salto Luna has promoted Anayansi Mora and Cristina Sansonetti to partners.

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Telemundo's former legal affairs chief joins Bilzin Sumberg

Miami law firm Bilzin Sumberg announced that Jose Sariego has joined their corporate practice group as a partner.

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Law firm profile

Changing perceptions? - Deloitte



With data showing that Deloitte Abogados is now amongst the top five firms in Spain when it comes to deal flow, market perception has yet to catch up with this reality.

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Tax update - Portugal

Approval of non-habitual tax resident regime - Caiado Guerreiro & Associados



The approval of the non-habitual tax resident regime in 2009 is another reason why Portugal has become a premium destination for foreigners. This regime allows foreigners to benefit from zero per cent taxation on the majority of foreign-sourced passive income - capital gains from real estate assets, dividends, interests, immovable property income, royalties, and private retirement pensions, as long as certain conditions are met.

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Iberian Lawyer TV

Boards now want assurances about their company's tax policies

Silvia Paternain, Freshfields Bruckhaus Deringer



Financial litigation and white collar crime proceedings increasing

Jose Carlos Soares Machado, SRS Advogados



Events

Lawyers' Management Program

24 to 28 May 2016, Madrid, Instituto de Empresa

Now in its 6th successful year, IE Law School's Lawyers' Management Program is



the only global program designed to better equip lawyers - be they within legal departments or law firms - with the knowledge and skills they require in this ever-changing environment.

M&A involving distressed companies in Latin America: risky business or opportunity?

9 June 2016, New York

Navigating the perfect storm of recession, instability and falling commodity prices, will make Latin American companies and their advisers reconsider how best to sail ahead

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