

# M&A WILL INCREASE DESPITE SPAIN'S POLITICAL PROBLEMS - ONTIER

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**Despite electoral uncertainty, optimism is high that deal flow will improve, while it is also anticipated that there will be significant opportunities in capital markets and real estate**

M&A activity will increase in Spain in the coming months despite a slowdown in deal flow due to the uncertainty surrounding the general election, says Ontier Spain managing partner Pedro Rodero. He adds that he is confident that there will also be more opportunities for law firms in capital markets and real estate in the coming year. "The Spanish economy is growing and I am really optimistic," Rodero says. "We have been suffering a small slowdown in transactions and investments, mainly due to the political situation, but I am sure in the coming months the scenario is going to change – we're going to see an increase in M&A transactions and there will also be opportunities in capital markets."

In addition, real estate investment in Spain is also going to continue, according to Rodero. "There is enormous interest from foreign investors [in real estate]," he says. White collar crime work is also on the increase, says Rodero, who adds that the firm provides "day-to-day" advice for companies in relation to regulatory compliance.

However, Rodero says law firms do face significant challenges. He adds: "The [legal] industry is in transformation, we have to change our models, change our structures, mentality and culture – firms need the international capacity and presence to allow them to operate locally for international and global clients."