



LEADING FIRM

Banking & Finance

Basic facts about the department

- Head of department: Andrés Kuan-Veng Cabrejo
- 5 partners
- 12 other qualified lawyers

What the team is known for Significant banking and finance practice with long-standing experience advising on a variety of regulatory and transactional mandates. Expertise spans acquisition and project financing, with the team often assisting both borrowers and lenders with syndicated and secured loan arrangements.

Strengths A client considers the firm to have "very good lawyers that are committed to the client and with a remarkably complete understanding of the issues they handle. They additionally possess the ability to see issues from the client's perspective, with an extraordinary focus on detail."

Work highlights Acted for Banco General Panama on several working capital loans, totalling over USD50 million.

Significant clients Arca Continental, BBVA Banco Continental, SuAval Chile, Morgan Stanley, Banco Latinoamericano de Comercio Exterior.

Notable practitioners

[Andrés Kuan-Veng Cabrejo](#) "provides an excellent service," according to clients, who go on to highlight him for "his experience and knowledge of business structures, as well as his proactive approach to finding solutions." He is well versed in international mandates, often assisting clients from the Chilean market in particular.

[Gillian Paredes Guerrero](#) "is a dedicated lawyer with an in-depth understanding of the issues she handles," according to clients. They go on to praise her for "her ability to push the transaction forward."

Associate-to-watch [Guillermo Flores Borda](#) is described by clients as a "very intelligent and competent lawyer." Another says that "he always responds in a timely manner and with an accurate answer."

Bankruptcy/Restructuring

Basic facts about the department

- Head of department: Guido Muñoz Pujalt
- 1 partner
- 4 other qualified lawyer

What the team is known for Noteworthy firm in the bankruptcy and debt restructuring arena with strong experience acting as counsel to both debtors and creditors. Assists clients with debt recovery and liquidation of assets, routinely drawing support from the firm's specialised departments in tax and finance. Client roster includes significant banks and corporations.

Strengths One source notes: *"First, they are professional and provide timely services and advice. Second, they have a strong knowledge of the law in their respective practice areas. Third, they have strong and valuable connections within the market."*

Work highlights Advised Pepsi-Cola Panamericana on recovering the debt owed to the client by Compañía Embotelladora del Pacífico.

Significant clients Doe Run Perú, Ferreyros, ICBC Perú, Citibank del Perú, Boston Agrex.

Notable practitioners

Guido Muñoz Pujalt is the key client contact.

Corporate/M&A

Basic facts about the department

- Head of department: Mauricio Olaya Nohra
- 6 partners
- 20 other qualified lawyers

What the team is known for Reputed full-service firm with a highly regarded corporate practice. Routinely handles domestic and cross-border acquisitions and disposals of controlling and minority stakes. Team has particular expertise in transactional due diligence and preliminary negotiations. Also advises on day-to-day corporate matters. Experienced representing companies involved in the distribution, fishing and manufacturing industries, as well as international investment groups.

Strengths Clients are quick to single out the firm in this area, with one stating: *"We were attracted to the firm due to its broad experience in corporate and M&A matters. They provide constant assistance and the quality of the work remains excellent, both in terms of content and response times."*

Work highlights Assisted Arca Continental with the acquisition of a percentage of Corporación Lindley's voting shares from the Arredondo family. Corporación Lindley is a subsidiary of Arca Continental.

Significant clients Altra Investment, Nexus Group, Credit Suisse, Ferreyros, Pesquera Diamante.

Notable practitioners

Head of department and *"benchmark in the Peruvian market"* [Mauricio Olaya Nohra](#) is described by clients as *"a deal maker."* They go on to assert: *"He has an extraordinary understanding of business and an unequalled creativity when carrying out transactions."* Others point out his *"huge knowledge of the law and his proactive nature."* He has noteworthy experience in the full range of corporate matters, particularly M&A.

Senior statesman [Jorge Muñoz](#) is a founding partner of the firm and a highly recognised practitioner in the Peruvian market, due to his expertise in the corporate arena.

Up-and-coming partner [Juan Carlos Vélez](#) is an *"intelligent lawyer that deserves recognition,"* according to interviewees. Clients highlight that *"he always provides quick, clear and effective responses."* He is well versed in M&A transactions and has experience assisting both domestic and international clients.

Dispute Resolution

Basic facts about the department

- Head of department: Fernando Meléndez
- 4 partners
- 4 other qualified lawyers

What the team is known for Esteemed dispute resolution practice group held in high regard for its strength in litigation. Often retained to represent clients in corporate and civil cases, in addition to contentious administrative mandates. Possesses in-depth knowledge of matters related to sectors such as banking, telecommunications, energy and transportation.

Strengths Clients single out the firm for its expertise in litigation, with one commenting: *"The firm has a high level of specialisation in various areas of practice and in-depth knowledge of different economic sectors. The litigation specialists of the firm have the capacity to generate legal solutions for particularly complex cases."*

Work highlights Retained by Citibank del Perú to advise on two claims filed against the tax authority in Peru and the fiscal court. The claims dispute the legality of objections made by the tax authority in relation to the company's rate of income tax over several years.

Significant clients Ferreycorp, Telefónica del Perú, Transportadora de Gas del Perú, Banco Financiero, Banco Ripley Perú.

Notable practitioners

Head of department [Fernando Meléndez](#) is described by clients as a *"very practical and solution-oriented lawyer."* Another goes on to add: *"He has extensive experience in disputes and provides in-depth and high-level legal analysis."* He centres his practice on litigation and has notable strength assisting major global names from the telecommunications sector.

Seasoned practitioner [Nelson Ramírez](#) is widely recognised within the market for his experience handling complex litigation cases. He has expertise advising clients from a variety of industries on the full range of litigious proceedings.

Energy & Natural Resources: Mining

Basic facts about the department

- Head of department: Gabriela Jáuregui Morán
- 2 partners
- 1 other qualified lawyer

What the team is known for Active practice group with noteworthy expertise in regulatory and environmental aspects of mining matters, as well as transactional mandates. Experienced advising both Peruvian and international mining and infrastructure companies. Team also represents clients in disputes before the mining authority.

Strengths Clients highlight that the mining team at Muñiz, Ramírez, Pérez-Taiman & Olaya *"provides good follow-up and has an in-depth knowledge of the industry, as well as the legal aspects of transactions."*

Work highlights Represented Compañía Minera Milpo in the structuring and development of communal businesses in the areas where the mining projects are operating, in accordance with the company's social responsibility programme.

Significant clients Gold Fields La Cima, Minera Aurífera Retamas, Vale, Sociedad Minera Austria Duvaz, Archean Group.

Notable practitioners

Head of department [Gabriela Jáuregui Morán](#) receives praise from clients and peers alike for her practice in this sector. They laud her as a *"good lawyer,"* and go on to recognise her *"expertise in mining land regulations,"* as well as *"her experience in the field."*

Energy & Natural Resources: Oil & Gas

Basic facts about the department

- Heads of department: Fernando Babarczy Barrera, Renato de Vettori González and Ricardo Silva
- 3 partners
- 5 other qualified lawyers

What the team is known for Esteemed full-service firm with knowledge of both midstream and downstream oil and gas matters. Clientele includes international and domestic companies requiring assistance with exploration and production projects involving joint operating and royalty agreements, as well as EPC contracts. Also maintains a strong focus on concession bidding processes before the energy authority.

Work highlights Acted for Transportadora del Gas del Perú on the permitting and easement elements of a USD200 million expansion project.

Significant clients BPZ Exploración & Producción, Shell, Gran Tierra Energy, Perenco Peru Petroleum, Promigas.

Notable practitioners

Department co-head [Ricardo Silva](#) is considered to be "a very experienced practitioner within the oil and gas market," and is valued by clients, who assert that he is "a great lawyer, with knowledge of regulatory mandates and an ability to provide very effective, detail-oriented solutions." He led the team on its work for Transportadora de Gas del Perú.

Environment

Basic facts about the department

Head of department: Renato De Vettori

- 1 partner

- 3 other qualified lawyers

What the team is known for Active practice focused on providing advice to clients in the oil and gas sector. Environmental expertise ranges from compliance programmes and due diligence to administrative sanctioning procedures. Also offers recognised strength in regulations affecting the mining industry. Graña y Montero Petrolera and Goodyear are among the firm's new client wins.

Strengths Clients point out the benefit of working with a full-service firm in environmental matters and say: "The lawyers work together as a fully co-ordinated team, using their different specialisations. The quality of the service is excellent - they are responsive, proactive and effective."

Work highlights Represented Consorcio Constructor Ductos del Sur in its presentation of environmental impact studies to obtain the necessary permissions to build and operate a pipeline system for the transportation of LNG.

Significant clients Transportadora de Gas del Perú, Gases del Pacífico, Shougang Hierro Perú, Compañía Minera Miski Mayo, PepsiCo.

Notable practitioners

The key client contact is Renato De Vettori.

Intellectual Property

Basic facts about the department

- Head of department: Marta Fernández

- 6 partners

- 8 other qualified lawyers

What the team is known for Well-regarded IP practice offering widespread coverage of matters such as nullity claims and infringement actions, relating to patents, trade marks and copyright. Regularly retained to represent a variety of notable domestic and international clients from diverse industry sectors, including pharmaceuticals, media and entertainment and technology.

Strengths Interviewees describe the firm as "outstanding" and highlight that the "lawyers have an eye for detail," and "are very proactive." Sources also note: "They are very active in the international field."

Another client comments that the team "has a lot of experience in anti-counterfeiting matters," adding: "The lawyers are always ready, and advise on urgent matters quickly."

Work highlights Represented Universidad Peruana de Ciencias Aplicadas in its claim against the unauthorised use of its registered slogan by Universidad Autónoma de Ica. The court declared it a trade mark infringement and prohibited the defendant's use of the slogan.

Initiated a cancellation action arguing the lack of use of the trade mark Gerardo Privat, which is the name of the client, and which was registered by his sister, Maria Lucia Privat.

Significant clients Eli Lilly, Bayer, Microsoft, Business Software Alliance, Fox Latin American Channel.

Notable practitioners

[Marta Fernández](#) is described as *"very diligent and detailed"* in her work. Clients highlight *"her capacity to be creative,"* as well as the fact that *"she is very proactive; she offers solutions before problems appear and plans great strategies."*

[Juli Gutierrez Zanelli](#) is described as *"stupendous"* by clients. She is very active handling trade marks for multinational companies from a wide range of sectors. She has recently participated in the defence of Danone's trade mark Actiregularis and the presentation of an opposition against the trade mark Gloria Transit Regularis.

International Trade/WTO

Basic facts about the department

- Head of department: Eduardo González
- 2 partners
- 4 other qualified lawyers

What the team is known for Noteworthy firm with renowned experience advising clients on international trade and customs issue, with particular expertise in related disputes. Maintains a solid practice counselling multinationals and local companies on a range of mandates, including tax-related customs planning.

Strengths The team is praised by clients, who highlight the lawyers' *"ample experience and broad knowledge of customs matters."* They also mention that *"the advice is always accurate and oriented towards achieving results."*

Work highlights Advised APM Terminals Callao on compliance with the regulations affecting the client's role as new operator of the Callao Port.

Significant clients Siemens, Pluspetrol Perú, Pepsi-Cola Panamericana, Pfizer, Colgate-Palmolive.

Notable practitioners

Partner [Eduardo González](#) is praised by clients, who say that *"he is very clear explaining complex legal matters and he knows very well how this area works; he really adds value to our company."* Another client describes him as an *"expert in this field."* His expertise spans customs regulations and he continues to lead on the firm's most significant mandates.

Labour & Employment

Basic facts about the department

- Head of department: Ricardo Herrera Vásquez
- 5 partners
- 17 other qualified lawyers

What the team is known for Highly regarded department with an impressive domestic footprint. Offers a considerable breadth of practice, especially regarding collective bargaining agreements and foreign employee work permits, as well as sector-related dispute resolution mandates. Frequently instructed by prominent clients from sectors such as manufacturing, oil and gas, fishing and mining.

Strengths Muñoz, Ramírez, Pérez-Taiman & Olaya's presence in six locations nationwide is a particular selling point for clients, who appreciate the firm's *"experience in and knowledge of labour issues, together with its multitude of offices within the major cities of Peru."*

Significant clients Adecco, Credit Suisse, Mitsubishi Perú, Telefónica del Perú, Transportadora de Gas del Perú.

Notable practitioners

Department head [Ricardo Herrera Vásquez](#) commands the respect of the market, advising on the full range of labour and employment issues. According to clients, he has "*great knowledge*" and "*gives fantastic advice in relatively complex situations.*" His practice covers contentious and non-contentious mandates, including negotiations and disputes with trade unions, labour restructuring and harassment and equality matters.

Senior partner [César Puntriano](#) recently rejoined the firm. He is commended by market commentators as "*very academic,*" and a lawyer who does "*good, hard work.*" He specialises in the full range of labour and employment mandates for both international and domestic clients.

Life Sciences

Basic facts about the department

Head of department: Maritza Reátegui Valdiviezo

- 4 partners

- 4 other qualified lawyers

What the team is known for Stellar full-service firm which enjoys a sterling reputation across the sector, with specialised advisory services in sanitary registrations, clinical tests and data protection. Team represents high-profile national and international clients from the cosmetics, food and drink and pharmaceutical sectors. Able to draw on the team's knowledge of IP and public law, in addition to the expertise of its in-house consultants, including pharmacists.

Strengths The team is often praised by clients for its understanding of the sector. They state: "*The lawyers provide high-quality advice, are very responsive and they know the industry. They do not focus solely on the legal matters but also have a commercial understanding.*"

Another client highlights that "*the lawyers are client-oriented - they are always available, flexible and understanding.*"

Work highlights Acted for Novo Nordisk on an opposition against the sanitary registration of Coagil.

Represented Takeda Pharmaceuticals International in the sanitary registration, including data protection, of Entyvio by Takeda Perú.

Significant clients Johnson & Johnson, Colgate-Palmolive, Arafarma, Roche, Nestlé.

Notable practitioners

Clients agree that [Maritza Reátegui Valdiviezo](#) is an "*outstanding*" lawyer. They comment: "*She helps to shed light on the more obscure aspects of regulations, understands the business well and gives quick solutions.*" Another client goes on to remark: "*She has great experience in this sector, is creative and has an impressive knowledge of the Peruvian context affecting the life sciences field.*"

Associate-to-watch [Solange Noriega](#) is recognised by market sources for her work in life sciences, most notably regarding regulatory matters within this sector. Clients state that "*she has great experience, is fast and very responsive.*"

Projects

Basic facts about the department

- approximately 7 partners

- approximately 25 other qualified lawyers

What the team is known for Well-known firm with a key projects practice assisting international financial entities and corporations with domestic and cross-border mandates. Project financing is an area of particular strength, most notably for clients from the energy and construction sectors.

Strengths Clients remark that "*the team does a very good job assisting with legal aspects arising during the development of projects, particularly those related to the oil and gas sector.*"

Notable practitioners

Augusto Astorga is the key client contact.

Real Estate

Basic facts about the department

- Head of department: Yuri Vega Mere
- 5 partners
- 8 other qualified lawyers

What the team is known for Well-regarded full-service firm with a significant real estate practice. Often advises domestic and international investors, construction companies and real estate developers on transactional matters in the market. Additionally well positioned to advise on contract negotiations, project development and regulatory mandates.

Strengths Clients of the firm state that *"the team is well versed in a number of real estate matters, including regulations, and is particularly involved in urban mandates. They have a notable strategic capacity and a high professional quality."*

Work highlights Assisted Compass Group with the development of a residential project in the district of San Borja. The value of the matter is USD49 million.

Significant clients Inversiones Nacionales de Turismo, Compass Group, Ibarcena Group, Hyatt Hotels, Edifica Group.

Notable practitioners

[Yuri Vega Mere](#) is a well-recognised practitioner within the Peruvian real estate market and is described by interviewees as *"a very well-rounded lawyer with a high level of knowledge in this field and good negotiation skills."* He has considerable experience in contractual and transactional mandates.

Tax

Basic facts about the department

- Head of department: Fernando Castro Kahn
- 6 partners
- 8 other qualified lawyers

What the team is known for Established full-service firm with noteworthy strength in a wide variety of tax matters. Areas of particular focus include tax planning for M&A and financial transactions, as well as related litigation. Boasts further knowledge of auditing and compliance mandates.

Strengths Clients praise the service offered by the team in this field, as one notes: *"I have a good overall opinion of the firm - we receive direct contact with highly talented and experience practitioners, who provide us with reliable, trustworthy and business-oriented advice."*

Work highlights Acted for Arca Continental on the tax preparation necessary for the acquisition of a majority stake in Corporación Lindley. The tax structure allowed the sellers to become shareholders of Arca Continental in Mexico under the tax convention signed between Peru and Mexico.

Significant clients Universidad Peruana de Ciencias Aplicadas, Marsh Rehder, Colgate-Palmolive, Pfizer, Scotiabank.

Notable practitioners

Head of department [Fernando Castro Kahn](#) is recognised by market commentators as a *"very good lawyer."* He centres his practice on complex local and international tax planning, in addition to in-depth knowledge of accounting matters. His client roster includes leading names from the pharmaceutical sector.

[Daniel Ono Hirata](#) *"has vast experience and expertise in tax matters,"* according to clients. They go on to highlight him as a *"very knowledgeable and highly responsive practitioner."* He has considerable expertise assisting clients from the pharmaceutical and consumer goods industries on a range of mandates.

TMT (Telecoms, Media, Technology)

Basic facts about the department

- Heads of department: Marta Fernandez and Pierino Stucchi
- 3 partners
- 6 other qualified lawyers

What the team is known for Solid firm with a growing practice and market share in the TMT sector. Frequently represents telecommunications and technology companies from the local market and abroad, providing considerable expertise in data protection and licensing agreements. Has further expertise in regulatory and antitrust matters relevant to clients in this sector.

Strengths Clients report: *"The lawyers defend our interests very well and obtain really positive results for our company."*

Work highlights Rendered legal advice to Tata Consultancy Services regarding its operations network, customer service protocol and information technology.

Significant clients Optical Technologies, BT Latam Perú, APEIM, MercadoLibre Perú, Entel Perú.

Notable practitioners

Marta Fernández and Pierino Stucchi are the main client contacts.