



LEADERS LEAGUE

INTELLIGENCE REPORT & RANKINGS

INNOVATION: TECHNOLOGY & PATENTS

TOP LEGAL, FINANCIAL & IP ADVISORS
EXCLUSIVE INTERVIEWS WITH LEADERS
INSIGHTS & ANALYSIS

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2023 EDITION



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YOUR MAP TO MEXICO AND LATIN AMERICA

The asymmetries of intellectual property systems in the region and the difficulties given by conflict of interest and scarce expertise in patents and technology related intellectual assets, makes it difficult to make decisions for businesses and generally IP owners.

Let Mexstrategy® guide you through the Latin American IP system. Our team of leading expert in patents, technology transfer and intellectual assets management, representing world-class companies and advising IP firms about the Mexican IP system with up to 25 years of experience, will lighten your way in maximizing the economic value of the knowledge of organizations and provide independent strategy advisory for IP firms and companies that manage patent portfolios in Mexico and Latin America.

Mexstrategy® provides sound strategies for IP enforcement, IP policy lobbying, IP rights selection for strategic protection, expert opinions for damages, strategic patent drafting, and patent validity or infringement, and even advise for selecting firms in the region for all of the above and interacting with partners for technology transfer, considering the skills and potential conflicts of interest given the scarcity of skilled patent advisors in the region.



RACHAEL MARTIN
Managing Editor

THE AI AND MACHINE LEARNING ERA

The rise of AI and machine learning should no longer come as a surprise. For business professionals, experts, inventors, and investors, it is now a fact of life. Through science, art, and technology, human beings are progressing at a much faster rate than ever before and to protect this, the use of intellectual property (IP) is imperative.

There are several ways to employ IP rights, whether through patents, trade secrets, trademarks, or copyright. However, there are also challenges to be acknowledged in the era of AI, one of them being the classification of the true and first inventor. For example, if AI creates a new product, who should be designated as the inventor? The human being who initially coded the AI or the AI itself? This is one of many complicated AI-related topics being discussed in detail by governments around the world as we speak.

Additionally, AI and machine learning are impacting multiple industries including healthcare, image processing, transportation, and EdTech. From the digitization of health records to robotic-assisted surgery, AI is making waves. Image processing has also improved and we continue to enhance national security through the use of facial recognition and other types of computer-vision technology. As for transportation, artificial intelligence is proving its worth in reducing emissions, implementing intelligent transportation systems, pushing green infrastructure, and producing self-driving cars.

During the pandemic, there was a sharp rise in virtual classrooms and conferences, born of the need to respect social distancing and other lockdown requirements while ensuring these vital activities continued in some form. In turn, the education sector has seen an increase in inventions to ameliorate the user experience for students and teachers alike. Consequently, experts believe that we've only scratched the surface of the e-learning boom Covid brought about.

Whether it's enabling more advanced technology, satisfying demand for better online solutions, supporting governments bodies, or facilitating investment by private companies, artificial intelligence and machine learning are planting roots in everyday society. They are no longer possible to ignore and society needs to be familiar with this innovation and learn to evolve as it evolves.

The guide you are about to read covers several key innovation topics in depth, and features exclusive interviews with leaders in these fields, as well as numerous rankings of leading law firms, IP agencies, consultancies, investment banks, and VC firms, by country and practice area, to help you address these increasingly vital issues. ♦



LEADERS LEAGUE

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INSTITUTIONS

The Unified Patent Court is a complex and well-designed system, albeit with many unanswered questions



Interview with

MATHILDE RAULINE

Head of Greater Europe
Patent Litigation,
SANOFI

"Provided you can afford it, you greatly increase your geographical protection with a unitary patent, at no additional risk"

Legal disputes relating to the infringement and validity of European patents are currently heard by national courts. After ratification by Germany in February, the long-awaited “patent package” comprising Unitary Patent and Unified Patent Jurisdiction, will come into force on June 1st, 2023. Head of Greater Europe Patent Litigation at Sanofi, Mathilde Rauline, takes us on a tour of the post-UPC world.

LEADERS LEAGUE: What is the scope of your activity at Sanofi?

Mathilde Rauline: My career started in the food industry. I was a patent attorney at Nestlé. I then moved to Sanofi, which I subsequently left to join a French law firm that specialized in patent litigation, before coming back to Sanofi a couple of years ago. As the head of greater Europe for patent litigation, I prepare for and coordinate patent litigation in the region.

I am a European and French Patent attorney, and I am also admitted to the Paris Bar: I have a dual competency (scientific and legal) which is an asset when dealing with patent judges. Having two hats means that you have a good command of the procedures and rules of law of the European Patent Office and of the national courts. This duality allows me to think differently and to find the finer points, or appreciate technological nuances and complexities. National magistrates are used to working with people with a legal background, while the European Patent Office culture is more scientific, with a different reasoning. The Unified Patent Court will be a mix of both, with legally qualified and technically qualified judges sitting in the same panel.

How is the IP department at Sanofi organized?

Our IP department comprises trademark and patent attorneys, as well as a support group. Patent attorneys are located in France, Germany, Belgium, the United Kingdom and the United States. We also have members of our department in China, Japan and Brazil, although our largest departments are still in France and the United States.

Patent attorneys across Sanofi sites spe-

cialized in biology, chemistry, digital or medical devices. In addition to the patent attorneys that build our portfolios and protection strategies, some have specialization in business development (acquisitions or divestures, licenses of some of our portfolio). There is also the global litigation team, to which I belong. The IP department also includes an operations team.

At what point will the UPC intervene in your process?

In the life of patents, especially in the pharmaceutical industry, litigation often takes place at a very late stage.

Ultimately the UPC will have exclusive jurisdiction over European patents, but until 2030 (or maybe 2037) it will be possible to escape the UPC jurisdiction and have patent cases decided by national courts in Europe – as is the case today. This transitional period gives users time to refine their business model, to get to know the court and its regional and local divisions, their strengths and specificities. The transitional period also allows each company to choose to take part in the process of building the jurisprudence of this new court, or to wait until the jurisprudence is well established before bringing cases before it.

As the UPC is a completely new system, the court will start with untested rules of procedure and with no established case law. In its initial years, it will be difficult to assess with confidence the chances of success of a given case, but it is also the perfect time for bringing creative ideas to the court, or insert into UPC case-law the best ideas of a given jurisdiction.

The pharmaceutical industry will mostly be adopting a wait-and-see approach at the very beginning of the UPC, but will

be following the UPC developments with interest.

What are the main strengths of the UPC system?

The UPC will render decisions quicker than national jurisdictions: within 12 months for a UPC decision on the merits of a given case, whereas major European countries tends to take between 18 and 24 months.

Another strength is the quality of the judges who have been recruited: they are recognised for their expertise in the patent world. These judges will have the opportunity to build case-law which takes into account the best of what is proposed in each jurisdiction.

The geographical scope of decisions is also very interesting: a single decision will be enforceable in 17 European countries – and in the future up to 24 or even all European Union member states. However, as far as the pharmaceutical industry is concerned, two of the biggest litigation countries, Spain and United Kingdom, remain outside the jurisdiction of the UPC at present, therefore parallel litigation before multiple jurisdictions is likely to continue for some time.

What impact will the UPC have on your contracts?

Attorneys should consider whether the new clauses should be negotiated and incorporated into contracts containing patent provisions, or whether discussions should be re-opened when contracts are already signed: R&D or collaboration agreements, patent licenses, etc.

For example it is advisable to clarify which party can decide on the opt-out, who is responsible for performing it – or which party is responsible for answering to declarations of non-infringement (in a situation where deadlines are very tight before the UPC), if this party has to consult the other party before answering such a declaration, and so on.

How do you manage patents at international level?

We generally go through the PCT (Patent Cooperation Treaty) system, i.e. the international patent system, then enter the regional and national phase in a number of countries depending of the type of invention. Usually, the pharmaceutical industry chooses a wide geographical scope.

The 'patent package' (UP and UPC) will

bring a change at the end of the European examination procedure, when choosing the geographical scope of the European title. It will be possible to have a unitary patent covering the 17 member countries, with annuities amounting to only four or five countries, or to choose national validations of the European patent with as many or as little countries as needed. This will require strategic and budgetary reflection.

Will the opt-out be the responsibility of the patent attorney?

Each patent attorney is responsible for a portfolio and takes decisions, in agreement with Sanofi's IP strategy and with its research and business partners. Sanofi patent attorneys have made the UP/UPC exercise for each patent of their portfolio. Choices generally available are: a unitary patent (that will be litigated before the UPC), a classical European patent (that can be litigated before a national court or before the UPC), or an opted out European patent (that will be litigated before national courts).

How do you see the future of the UPC in the medium term?

In seven years' time, I expect the UPC will be the exclusive patent jurisdiction, it will no longer be possible to avoid it. We expect some industries (tech, for example) to use UPC very intensely from day one, and other industries (like pharma) to adopt a wait-and-see attitude for the first few years. The UPC will handle a lot of litigation, and many of the questions unanswered will be better clarified over time.

Would you have a recommendation on UPC strategy?

If patent litigation is not a regular part of the business of your company, but your market covers multiple European countries, the main question to ask when deciding whether to make use of the new UP/UPC system is: "can we afford a unitary patent"? If you can, you will greatly increase your level of geographical protection with a unitary patent, with no additional risk.

If patent litigation is a regular part of your business, you can build sophisticated strategies to make the best use of an untested system (the UPC) or of the well-known national litigation process and case-law.

In conclusion, the UPC is a complex and well-designed system, albeit with many unanswered questions on rules of procedure and jurisprudence. ♦

"As the UPC is a completely new system it is the perfect time for bringing creative ideas to the court, or insert into UPC case-law the best ideas of a given jurisdiction"

The UPC system is not intended to replace the old system, but rather add a complementary layer to it



Interview with
CORDULA SCHUMACHER
Vice-president,
EPLAW



Interview with
PHILIPPE CAMPOLINI
Board member,
EPLAW

EPLAW vice president Cordula Schumacher and board member Philippe Campolini discuss their involvement in the organization, the challenges and opportunities of the Unified Patent Court (UPC) and emphasize the potential for AI to integrate into the current patent system without requiring a complete overhaul.

LEADERS LEAGUE: Can you briefly describe your role at EPLAW, and provide an overview of the organization, including subscriber numbers and territories covered?

Cordula Schumacher: The European Patent Lawyers Association (EPLAW) is an organization comprised of experienced patent lawyers from private practice across Europe, focusing on those with a rich background in patent litigation. Its members are among the most experienced and renowned patent litigators in Europe.

EPLAW holds special significance for me, as I became acquainted with it through Young EPLAW, an annual congress in Brussels for younger lawyers. Over the years, I've made numerous friends within the organization who have become part of my personal network, making it more than just a professional association.

Currently, I serve as a vice president on the board and hold the position of president-elect. I am set to take over the presidency from Sture Rygaard at the end of this year. EPLAW has been a major motivating factor in my career as a patent lawyer, and attending the annual congress and connecting with people in the organization continues to be a heartwarming experience.

Philippe Campolini: It has been a pleasure to be part of this organization of reference for patent litigation in Europe, one boasting a strong network of exceptional colleagues and good friends. The young EPLAW model contributes significantly to our success, with its members transitioning into the EPLAW proper over the years.

As a current board member, I am excited to become EPLAW's new secretary at the end of this year. This position will allow me to

further contribute to EPLAW's growth and strengthen its impact in the patent litigation landscape across Europe.

What is the association's global reach in terms of registered countries and membership count?

CS: We have approximately 400 members across Europe, including in the UK and other non-European Union countries.

The most active countries in patent litigation, such as the Netherlands, UK, Germany, and France, play a significant role, but the association also encompasses all European countries like the Nordic countries, Spain, Italy, Switzerland, Austria or Belgium. To maintain balance, the association's board ensures representation from both larger and smaller countries based on their size and involvement in patent litigation.

What are the challenges associated with the UPC and the patent harmonization process, versus traditional patent systems?

PC: The new Unified Patent Court system is not intended to immediately replace the old system, but rather to be an additional layer that complements it and provides new options and opportunities. It is only after the transitional phase of seven to 14 years that litigation relating to European and Unitary patents will be handled exclusively by the UPC. Skeptics can choose to stay outside the new system and observe it during this time.

While there is still uncertainty, balanced approaches can be taken to avoid putting all eggs in the same basket. Overall, the new system should be viewed as an opportunity rather than a threat, as it will contribute to

and accelerate the harmonization process. International discussions between judges are crucial to the harmonization process that began long ago, with conferences like the one last September in Venice. Judges bringing their experience back to their national courts is expected to be a major benefit of the new system.

CS: Choosing national court litigation instead of the Unified Patent Court may be a strategic decision in certain situations, such as smaller cases or localized infringement. While the UPC offers a unified approach, national court litigation may provide more strategic options for lawyers. However, this also adds complexity and requires careful counseling and advice to clients. Despite these challenges, lawyers are equipped to navigate the complexities and use available strategic options.

How has EPLAW contributed to the implementation of the Unified Patent Court (UPC)?

PC: The development of the Unified Patent Court has made significant progress due to the dedication of EPLAW's founding members who have been involved in various projects related to the UPC even before it took its current form. Although efforts to harmonize patent laws date back to the early 1960s, the early 2000s saw a resurgence of enthusiasm for this initiative, with the founding members investing substantial energy and leveraging their extensive networks to advance the project.

CS: The Community patent project played a significant role in the formation

of EPLAW, as many key members have been involved in the project since its inception. EPLAW has consistently supported the project by participating in the drafting of procedural rules and providing training. Harmonization has been a key topic of discussion during the organization's annual meetings and other conferences, and what's more, EPLAW has established strong relationships with various stakeholders, including the European Patent Office and the European Commission. Engaging all stakeholders is crucial for the success of such a project. The Venice Conference is just one aspect of EPLAW's involvement in the patent project.

Does your work with the UPC involve counseling or interacting with judges?

CS: EPLAW has observer status on the Administrative Committee and aims to provide feedback and valuable insights to the committee, judges, and Presidium based on its members' experiences. We plan to address various issues once the system is operational and serve as a conduit for feedback and commentary to ensure that it reaches relevant parties for the improvement of the system.

What is EPLAW's position on AI, particularly concerning patenting software, ownership of patent rights, and the potential to file patents on AI modelization and its applications?

CS: The current system should be observed to determine if it needs to be overhauled or if it can handle the existing challenges. Despite the skepticism, it is important to consider if the mechanisms

and requirements already in place can effectively address most concerns, as similar issues have been faced and normalized in the past, such as patent infringement on the internet. Therefore, it is possible for AI-related challenges to become integrated into the current system without a complete reinvention of the patent system. There is optimism for the next generation to address any challenges posed by AI.

PC: The patent attorneys will be in the front line for patenting innovation in the field of artificial intelligence. There is a lot of relevant case law from the EPO on computer-implemented inventions that can be applied. The current patent system does not need a complete overhaul, and there will be ways to protect innovations in AI. ♦

"The Unified Patent Court should be viewed as an opportunity rather than a threat"



TECHNOLOGY

The funeral industry has undergone rapid evolution



Interview with

DANILO ABRAINI
Founder,
FUNERAL MANAGER

Funeral Manager, a leading Belgian software company, is revolutionizing the European funeral industry with its cutting-edge solutions. The company's founder, Danilo Abraini, shares how connectivity and AI-powered software are reshaping this age-old activity.

LEADERS LEAGUE: What is the story behind your company, and how have you managed to balance technology and funeral services to meet the needs of funeral directors?

Daniilo Abraini: Our adventure began with Funeral Manager, a project initiated around 2011-2012. The idea arose from my experience working at a funeral home between 2010 and 2018. I discovered the profession and realized that we could really help people, which was much more valuable to me than simply selling computers, which is what I had been doing.

I was drawn to the profession and sought to combine my computer skills with what I had learned from working with funeral directors. I quickly noticed that many processes were redundant and time-consuming, yet there were no suitable software solutions available. What third-party services existed, were outdated and not tailored to the needs of funeral companies. That's when I decided to bring in François Ducobu, a childhood friend and talented programmer, to create software that would revolutionize this industry. Together, we found the necessary funding to launch our project in 2015.

What specific niche does your company focus on in the funeral market, and who are your main competitors?

Funeral Manager focuses on a B2B solution for funeral homes, which represents a specific niche in the funeral market. Our main competitors are software publishers, but very few of them have adapted to the specific demands of the funeral industry.

Many companies have tried to create modular ERPs that could be used for any profession, but these do not work for the funeral industry. It is a very specific profession that requires custom designed tools in order to manage the activity of a funeral home efficiently.

What potential exists for the expansion of digital services in the funeral industry in Europe?

In Belgium, the digitalization of funeral homes is less advanced than in France due to complex regional and linguistic regulations, unlike France, which has established a mandatory standardized quote imposed by the government, Belgium has never had suitable software for funeral homes. Companies still use pen and paper. However, the difficulties faced by Belgian funeral homes in complying with regional requirements ultimately led to the arrival of this powerful funeral software, which now facilitates their work. Our position in Belgium is solid, thanks in part to the recent acquisition of a competitor.

Switzerland also presents similar challenges, with three languages and different governments. We secured our first client there in April.

Our presence in the French market goes back about three years. This November, we will exhibit at the Funéraire Paris 2023 trade show, where we will showcase our new technology and the latest version of our software, currently in the testing and fine-tuning phase. We will target other European countries in 2024, such as the Netherlands and Spain.

Our approach is to adapt to the local needs and specificities of each country, in order to preserve the customization and relevance of our software. Although the funeral sector is fairly similar throughout Europe, there are some notable cultural differences between countries.

What impact did the pandemic have on the funeral industry?

The pandemic had a disastrous economic impact on funeral homes. On the one hand, Covid led to an increase in deaths, but unlike other businesses where customers could delay a purchase, for funeral

homes, once a death has occurred, there is no second chance, and the absence of ceremonies, such as wakes, led to a drastic decrease in revenue. Because of sanitary restrictions, flowers and other products sold for such ceremonies could no longer be offered. In addition, the situation was complicated in terms of safety, as funeral homes did not know how to handle the funerals of people who died from Covid-19. On the other hand, the demand for digital services such as electronic signatures and online administrative management increased because of Covid, which helped companies maintain their activity.

Is Funeral Manager dragging the funeral industry into the 21st century?

The funeral industry has undergone rapid evolution but had accumulated a certain technological shortfall and a lack of services in the 2000s and 2010s. Today, the new generation is looking for internet and video tributes, as well as many other services are not possible if one sticks to the traditional version of the profession.

Professionals in the sector, such as funeral-home operators, must now manage multiple new aspects. Our mission, therefore, has been to reconcile the funeral industry with technology, by providing them with simple and fast tools allowing them to carry out some formalities in a few clicks, export data to their partners, manage ceremonies, video tributes or make administrative assistance after death more fluid. The aim is to simplify their job so that they can dedicate more time to bereaved families.

We constantly improve integration and centralize everything to make the process easier for our clients. Thus, we have integrated various solutions to make our

clients' lives easier and save time. Among these are Enaos (administrative assistance after death) Fragment (online obituaries & tribute videos), FuneUp (a digital marketplace platform), Sorenir (administrative assistance after death), Cybille and Haeven (generation of announcements).

What new innovations and trends are coming in the funeral industry?

Initially, innovation for us meant proposing a full cloud solution, which was a scary concept, as it was new at the time. Just like artificial intelligence today, the cloud caused fear of change. However, over time, it became commonplace. With artificial intelligence, many other possibilities can open up for us, such as analytics, which will allow for faster development through code correction and security flaw detection tools. We are already integrating AI into our system, for example, to retouch pixelated photos or write reviews and announcements. We are also working on its application to facilitate billing and writing reminder letters, among other things. Additionally, AI tools can also help optimize servers and reduce the environmental impact of computing. Environmentally friendly funerals are also a new trend. With increasing urbanization, space for burial is limited and cremation has a negative environmental impact. More sustainable and environmentally friendly options such as the emergence of electric hearses. Looking further ahead new solutions for human remains, such as aquamation or humusation that offer a more eco-friendly way of returning the body to the earth.

In the next five to ten years, there will likely be many exciting innovations in the funeral industry. ♦

"The pandemic had a disastrous economic impact on funeral homes, as the absence of ceremonies, such as wakes, led to a drastic decrease in revenue"

Satellite data can help anticipate the production of raw materials, which boosts economic intelligence



Interview with
THOMAS FRIEDERICH
 CEO
EARTHLAB

Luxembourg-based EarthLab offers innovative data analytics and AI solutions for the burgeoning space industry. CEO Thomas Friederich discusses the company's approach to navigating the intersection between the space industry and insurance sectors, the former's IP assets, and regulatory challenges in the space sector.

LEADERS LEAGUE: Can you shed light on the early development of EarthLab since its foundation in 2015, and how the company initially evaluated its service offerings in the expanding space industry?

Thomas Friederich: In 2015, Telespazio, a subsidiary of Thales-Leonardo, recognized the untapped potential in private-sector Earth observation. Consequently, the company established EarthLabs, a network of specialized facilities focusing on various sectors. Key parts include EarthLab Aquitaine, concentrating on viticulture, and EarthLab Luxembourg, dedicated to risk management for insurance and industry. Telespazio France collaborated with Luxembourg-based organizations to create EarthLab as a joint venture, combining expertise in Earth observation, space domain management, and Big Data infrastructure.

In the current economic landscape, how does your company navigate the intersection between the space industry and insurance and reinsurance sectors, given your technology-driven approach and reliance on satellite data?

Initially focused on New Space, EarthLab has branched out into specialization in artificial intelligence (AI) for automating data-scientists' work. Its main market being insurance and reinsurance, EarthLab also serves the sector in an Industry 4.0 context, making its positioning difficult to define. The company's intellectual property (IP) assets are primarily based on the MaxICS platform, which processes massive data, creates data processing chains, and develops AI models.

The challenges surrounding intellectual property and IP assets related to artificial intelligence involve ownership and how it is valued. Contractual agreements are established at the beginning of a project

to clarify the origin and ownership of IP. However, issues arise when discussing the reuse of AI models, which pose significant challenges for companies working in the field of artificial intelligence.

How does your risk management solution apply to the insurance industry and which other sectors is Earthlab targeting?

Our solution provides fast and relevant information in the aftermath of major natural disasters, which is especially valuable for reinsurance and insurance companies. Our mission is to use Earth observation data and advanced artificial intelligence models, such as advanced generative networks (GANs), to estimate the impact of disasters on homes, particularly in terms of destruction.

By comparing images before and after disasters, we can quickly provide high-value-added information that can help insurers proactively manage relationships with policyholders and mobilize funds to compensate them. Despite the opportunities in risk assessment and management, there are also risks that need to be considered. One of the main risks is the accuracy and anticipation of data, as well as the need to adapt to climate change and the increasing frequency of natural disasters. Therefore, it is important to remain vigilant and continue to improve our models and methods for assessing and managing risk.

What is the Deep Learning Factory?

The Deep Learning Factory is an in-house project aimed at producing deep learning at scale to facilitate and speed up the implementation of artificial intelligence for data scientists. Its purpose is to enable quick and easy experimentation on specific themes or issues without the need for significant investment. It allows for the rapid creation of numerous models, identifying

signals and determining whether further investment of time and resources is warranted. Ultimately, the objective of the Deep Learning Factory is to simplify the process and accelerate the adoption of artificial intelligence.

The space sector is relatively unregulated compared to fields such as life sciences. Is this likely to change?

Actually, there are already a substantial number of regulations governing the space sector, which is a broad term that encompasses numerous activities and areas, such as telecommunications, Earth observation and space resources. Each of these areas has its own specific rules.

To give you an example, in my field of activity, Earth observation, we are quickly confronted with defense issues. As you can imagine, this activity is subject to very particular and sensitive European regulatory frameworks, especially regarding the exploitation of Earth observation data. These challenges are even more significant when they are related to artificial intelligence.

Could you tell us what the average Earth-lab employee do?

Within our company, the workforce can vary, but on average, we have about ten employees. These individuals primarily have backgrounds in IT and data science. The IT experts mainly work on the development of our platform, while the data scientists engage in highly specific projects for clients from various sectors. These sectors include insurance, agriculture, environment, and sometimes even defense. Our organization, therefore, relies on these two pillars: on one hand, the development and maintenance of our platform, and on the other, the involvement of our data scientists in more targeted projects.

What advantages does being based in Luxembourg afford for companies engaged in the space sector?

Luxembourg offers several advantages to companies in the space industry. The country actively supports and encourages the space industry through financial and technical assistance, and serves as a platform for exchange and networking among players in the sector. This facilitates the establishment of partnerships and collaborations. Moreover, Luxembourg offers funds to finance projects and sustain growth, and its small size makes it an ideal testing ground for entrepreneurs with innovative ideas. Access to the market and decision-makers is straightforward, and the multicultural population is open to innovation.

Finally, having international shareholders allows companies to benefit from their support in various countries, enabling them to operate internationally with active connections in each of these countries.

What are the advantages for businesses of using satellite data?

Our solution addresses not only risk management but also business intelligence and economic intelligence. For instance, satellite data can help anticipate the production of raw materials, which is useful for risk management and economic intelligence. However, there is a lag in technology adoption across all sectors, especially in Europe, compared to the US and Asia. Rather than blocking technologies, it would be more advantageous to create regulated European actors capable of meeting these needs. There is also a misunderstanding among the public and private sectors and the population about artificial intelligence, including technological, regulatory, and ethical aspects. ♦

"The challenges surrounding intellectual property and IP assets related to artificial intelligence involve ownership and how it is valued"

We believe in the power of technology to create a more inclusive Brazil



Interview with

CARMELA BORST

Founder and CEO,

SOULCODE ACADEMY

"At present, there are a million job vacancies in Brazil going unfilled due to lack of training"

Carmela Borst is the founder of SoulCode Academy, a Brazilian edtech dedicated to democratizing technology-based education in a country with a severe shortage of skilled tech labor. The former regional vice-president of marketing at Oracle and Aon shares her thoughts the tech sector and how it can promote greater diversity.

LEADERS LEAGUE: What are the goals of the SoulCode Academy?

Carmela Borst: SoulCode is the brainchild of a group of technology executives, and I'm its founder. Its two other partners and I have spent many years in this market. I usually say that it was born out of a huge disagreement with a Brazilian dichotomy, that, on the one hand, we have nine million unemployed, 30 million invisibles, and on the other, there is talk of an official number of almost 800 thousand job vacancies, and we know that with all the post-pandemic upheaval, this number has already exceeded one million. So, there are a million vacancies in Brazil going unfilled due to lack of training. The purpose of the SoulCode Academy is to bridge this gap.

We are a Brazilian edtech founded on the principles of digital inclusion, social impact, diversity and employability. We provide training through bootcamps that people can participate in for free.

As technology specialists, we know that what counts are amount of hours of training. At the academy you receive rigorous training – and here we are talking about three months, 800 hours, 10-hour days, each starting with one hour of English for technology, as this is a great challenge. Another important facet is working on an agile methodology for problem solving. Each trainee joins a squad, and each squad is assigned a problem to solve.

On top of this, and perhaps our biggest difference compared to other edtech is we work to have a real social impact through diversity – I am a woman who has spent 25 years in the technology field, which has traditionally been male-dominated. When I entered the job market there were hardly any women in tech positions. I entered as an analyst and left as a vice president. Of course, these are still positions that are rarely occupied by women, so this is a very strong cause for me.

When we talk about inclusion, we have two types of issues in Brazil: social inclusion, and a term that we are finally start to hear a lot about, digital inclusion. When we talk about digital inclusion, we are talking about facts and rights. This digital vulnerability disproportionately effects not only on people who are socially vulnerable, but those who, if we don't bring them immediately into a digital profession, will become unemployed, or underemployed. We are not, then, only talking about young people, but about a very large age range. We are talk about diversity in a very broad sense. Our biggest differential is we provide training that it is deep yet fast. We work extensively with the unemployed. And when we talk about the unemployed, each class always has more than 50% women, more than 40% black people, and we also work very hard to be inclusive from a geographical perspective. We believe in the power of technology to create a more inclusive Brazil.

You worked have at large tech companies such as Oracle and Aon. How diverse are large corporations such as these?

The situation has improved a lot, but there is still a long way to go. Today, only 20% of tech positions in technology companies are occupied by women. Of these only 5% by black women. And there is talk of 2% or 3% of women in leadership positions. So, when we look at this number, it is clear there is still a lot of growth that needs to take place in the technology sector. A lot of effort is being made, including in the companies where I worked – when I look back, I see that many changes were made during my time. But there is a market issue, which I would say is a cultural, conceptual and academic issue; it's about searching in the bases for this diversity to happen. And I'm not just talking about women, I'm talking about general diversity.

In the past year, Brazil has experienced a massive wave of layoffs in startups. How did this situation impact SoulCode?

If there's one thing I've learned, it's that, when it comes to the startup world, we must think all the time about new solutions, look for new markets, understand new industries and trends. When we talk about big tech there is a sense that they made these layoffs in the development area – here I am talking about developers. As a general rule, and we did a pretty robust study, developers were actually the ones who were impacted the least. First there was a movement in which everyone took the opportunity to cut what was left. Yet there were no developers left. This is a very interesting point to talk about, because it has mystification. The fact remains, companies are hiring and the developer is the core of the business. Just look at Twitter itself, which fired a lot of people but made sure developers were not among the casualties.

In Brazil, in most big techs, the development department is not located here, it's abroad. They have only a support here. So, these cuts didn't directly affect Brazilian developers, although you're right about start-up job losses, but these were back-office positions. The core staff of a typical startup are tech workers and it's hard to fire developers and still have a functioning startup. This is very important point to clarify because there is a lot of doom-mongering out there.

At the end of their time training at the SoulCode Academy, I usually tell graduates: "nobody can take away what you learned here". And a person who has a technical and technological background has, if not a job for life, then at least the guarantee of regular employment going forward because they will be able to use what they have learned in different ways – from getting a job at a multinational to working on a website for members of their local community. Even tech professionals who have been made redundant are being hired in other industries. And I would mention one in particular here, which is agribusiness, because it is an area of the economy in which technology has definitively arrived. And there is a huge shortage of manpower: there are more than 180,000 tech-related agribusiness jobs, 80% of which are not occupied.

What are the main skills required nowadays in the market for a tech professional?

Concerning hard skills I would say that they must have depth, because we don't acquire hard skills in technology without having profound knowledge. I see some campaigns proposing to "train a thousand devs in 40 hours." In 40 hours, even the most promising developer has barely learned the rudiments of programming logic! We are talking about a complex subject here, yet with a lot of training, 800 or 900 hours, (20-23 weeks) anyone can learn hard skills, because it's a matter of practice. Of course, this is not to say that becoming a software developer is easy, you have to put in the time and be focused, you have to want it... but it is possible.

Where I find the biggest difference is in soft skills. I come from a time when the stereotype of the developer not being good working with anyone, just being left to their own devices, was already outdated – and it's definitely not true today. We work in squads, the solutions to problems need to be innovative, which require a

"We are seeking to return to the favela the wealth that it has provided Brazil"

diverse group, because if you are getting exactly the same suggestions, they will not be innovative. And the developer, the tech-head, is right there in the middle. You must work on the issue of communication very well; you must be generous with your time, an active listener.

There's a saying that goes, "you get hired for hard skills and fired for a lack of soft skills," and I really believe that, which is why we work on the soft skills of our developers."

We work with Instituto Ser+, which does a strong job weekly with all our students. And we have a group that we call "Sisters & Brothers" who are executives from all places and positions that we bring in to mentor our students, working exactly on the issue of soft skills, how to prepare them for an interview, how the corporate world will be. So, without a doubt, soft skills are finally being given due consideration by companies.

According to the Data Favela 2023 survey released in March, Brazil has 17.9 million residents in these communities, whose financial turnover exceeds the R\$200 billion mark. Given the size of this contingent, how important is democratizing technological teaching in the slums?

Data Favela comes from people I respect a lot, Renato Meirelles and Celso Athayde. I work a lot on the topic of the favela – I am also a counselor at Casa do Zezinho, Gerando Falcões. Recently, together with Cufa and Favela Holding, we launched a major technology democratization project called Favela Code for exactly this purpose.

In 2015, while I was still at Oracle, together with Edu Lyra, I gave the first programming class for favela residents and young people. Can you imagine arriving at a multinational back then and saying that you are going to take a programming class into a favela? The favela was off the map back then, but that's finally changed. And here is a very important provocation that I use a lot: we are talking about economic issues. We are not just talking about giving back to society, we are talking about an economic issue and companies definitely have to move on it. There is, as you said, R\$200 billion in turnover related to this demographic. In a way, we are seeking to return to the favela the wealth that it has provided Brazil – I think this is the main thing. It's not just going there to pick up that consumer, because they're in the favela, not in the suburbs, so you, as a company, also must be in the favela. And, since you are actually looking for this consumer, you must return this wealth to the favela itself. We believe in that a lot.

Obviously, not being from the favela, we must look to those from there, who understand and who definitely know what the community needs. What we do is take the methodology and this belief that anything is possible. And we have seen this among our students in our training courses – there are almost 2,000 in bootcamp. It doesn't really matter about your social condition, your academic background: for you to be a programmer, the only thing you really need to be logical. And logic is something that has no explanation, either you have it or you don't. It doesn't matter how diverse you are: if you have logic, you can program. ♦

Critical TechWorks helps BMW change the way the world moves



Interview with

FÁTIMA CORREIA DA SILVA

Chief Compliance Officer (CCO)
& Head of Legal and DPO

CRITICAL TECHWORKS

Fátima Correia da Silva of Critical TechWorks talks about the company's beginnings as part of BMW and the challenges she faces as an in-house legal counsel in a rapidly growing company, and the need for external advisors to be flexible and responsive.

LEADERS LEAGUE: As the company which creates new technologies and software, how do you ensure they comply with the current legal framework?

Fátima Correia: Working as an in-house counsel and compliance officer is very challenging nowadays. In terms of intellectual property law, the legislation from the European Union keeps evolving. Therefore, it is necessary to pay special attention to the coordination between that legislation, the case-law of the Court of Justice of the European Union (CJEU), and national legislation. Special attention must, in particular, be paid to the copyright legislation related to software development. At the same time, it's incredibly interesting to be living in this environment of change and continuous learning. This requires particular attention and focus in such a fast-paced growing company as ours.

What legal obstacles have you encountered when developing new technologies and/or projects and how did you overcome them?

Personally, I view the obstacles as challenges and opportunities for improvement. At Critical TechWorks, our motto is 'Joy in Motion' in everything we do. The legal and compliance departments are no different. I would highlight subjects related to intellectual property law, the General Data Protection Regulation (GDPR) compliance, and corporate law matters as the most challenging ones.

To assume this position requires a vast and transversal experience in the different branches of law, as the issues are very wide-ranging and always arise without warning. It is also necessary to have a keen sensitivity to corporate ethics and integrity, in order to always act in a correct manner and to support the company in following the best standards.

Critical TechWorks is the result of a joint venture between Critical Software and BMW. What was the strategy vision behind this partnership?

BMW saw in Critical Software the ideal partner to develop its new vision for the future of mobility, as the company had expertise in developing products and solutions for critical areas. We believe it was a successful approach and today, after more than four years of partnership, Critical TechWorks is responsible for over 200 projects for BMW, either impacting the inside and the outside of vehicles, innovating and redefining the way we move as a whole.

"At Critical TechWorks, our motto is 'Joy in Motion' in everything we do. The legal and compliance departments are no different"

What are the main legal issues your team works on in support of BMW's strategic vision?

The team is cross-functional and therefore deals with multidisciplinary matters, from contractual reviews, to tax analyses, the implementation of security procedures related to the General Data Protection Regulation (GDPR) to patent analysis, among many others. It's difficult to highlight just one or two points since the reality is actually very dynamic and we help the company change the way the world moves, literally at the same speed!

What do you consider to be your biggest accomplishment in the time that you've been at the company?

The biggest challenge since I joined in 2020 was the creation and development of the compliance department at the company. Compliance is much more than the development of a formal department and the development of internal policies and standards. The subject is not written in any book and is therefore not "hard law". For this reason, a great effort was made to strengthen a mindset of ethics and corporate integrity at the company and to disseminate this philosophy with a top-bottom logic.

What are the main qualities you require for when working with external legal counsel?

A key factor is definitely, having an agile mindset! Traditional legal advice, in which introductions and frameworks are per se a veritable encyclopedia, does not fit with our reality. What I look for in an external legal counsel, is someone with expertise in the area, who can go straight to the point and give an answer that meets our needs. In this sector of activity, the one size fits all solution is not adequate and the "recycling" of documents does not suit us. We need a customized solution, optimized and adjusted to our mindset. ♦

"When developing new technology, it is necessary to have a keen sensitivity to corporate ethics and integrity"



MásMóvil puts the client at the center of its decision making process



Interview with

JOSÉ MANUEL CALVO
Head of Business Legal
GRUPO MÁSMÓVIL

"We need to be able to adapt quickly and efficiently to the necessities of each brand"

José Manuel Calvo of Grupo MásMóvil believes in having strong knowledge of a company's overall business, and that flexibility and responsiveness are key to a legal department's success. He spoke to Leaders League about how Spain's new telecommunications law lines up with his company's values.

LEADERS LEAGUE: What are the biggest challenges managing a legal department of a company with as many brands as MásMóvil?

José Manuel Calvo: Managing a legal department with several brands requires a team of lawyers who are flexible and have the capacity to deal with transversal matters. We need to be able to adapt quickly and efficiently to the necessities of each brand. Deep knowledge of the business is essential to deliver effective advice to all the business operations.

Our legal department has daily involvement with all the business lines of the company including the commercial team, customer support, marketing, products etc. I strongly believe that knowing the product, client needs and the communication with our customers for each brand really makes the difference in order to give valuable legal advice.

MásMóvil is a brand that has been growing steadily in recent years. How has the legal department adapted to this growth?

When a company grows as we have done in recent years (both in an organic and inorganic way), a legal department needs to be very organized and effective, in order to assimilate all the operational legal work to be done.

When there is a merger, immediately the Operational Legal Department needs to review, improve and/or homogenize processes and adapt these processes to the legal procedures and policies of MásMóvil Group.

At the same time, we continue giving support to the overall business with the same quality and timely response as before. This requires a high capacity for organization and prioritizing as well as having a great group of professionals in the legal department to be able to face these challenges. It is also paramount to choose the right ex-

ternal advisors. We look for external counsel who understand our company's business and can provide legal advice based on the needs of the group. We look for effectiveness and added value support for the internal legal department.

What challenging cases has the legal department experienced lately?

One of our biggest challenges in the last year has been ensuring a proper and effective integration of Euskaltel Group, acquired by MásMóvil Group in August 2021.

Euskaltel Group has been an important and historical telecom group in the North of Spain, and the interesting challenge for us was to adapt as quickly and as effectively as possible all the recipes for success that adding a company of this stature gives MásMóvil Group. We believe one of the key's to our success over the last number of years has been putting the client at the center of all our company decisions, simplify the company processes and their level complexity, and enhancing the client experience.

We needed to standardize the potential processes that could be replicated in both groups, maintaining and even improving on the ones that give a specific client of a specific brand an added value and integrating this way of working across all the company brands.

We should not forget that Euskaltel Group had five brands (Euskaltel, R, Telecable, Virgin Telco and RaccTel+) all of whom with their own peculiarities, depending on the target consumers of each trademark.

In the more recent times, MásMóvil Group has also been working on a potential merger agreement integration with Orange Spain, currently in the process of getting all the requested and necessary approvals from the European Commission, which could lead to a very exciting future for the potential resultant Group.

What tools have you found most effective in streamlining the work of MásMóvil's legal department?

We use tools such as the Office 365 package, One Drive and Sharepoint. As the operational legal department is highly integrated with the business and all the business-related areas, we use the same tools to improve the effectiveness of our work including Jira (a ticketing tool) or Confluence (a collaborative tool) to work in a similar way and speak the same language as our internal clients, in order to be able to work hand by hand with each of them.

What is your view on Spain's new telecommunications law, which aims to improve consumer rights?

The new Spanish Telecommunication Law

gives consumers a higher level of protection in some areas and reinforces the objective of MásMóvil Group, which is to put clients at the center of the decision making process. Since the foundation of the MásMóvil, the client has been at the forefront, with the company taking into account the user experience as well as their rights.

Changes such as shortening the obligatory term in which a consumer portability petitions to a third operator should be done, the compulsory precontractual information to give to the consumers before signing any telco contract, or the reinforce of the necessary acceptance and mandatory information of cookies by internet users, among others, empower the consumers and give them a principal role in the telecommunications sector. ♦

"The new Spanish Telecommunication Law gives the telco consumers a higher level of protection in some areas and reinforces the objective of MásMóvil Group, which is to put clients at the center of the decision making"

GRUPO
MASMOVIL

“The development of technology will increase efficiency, but will not replace the daily work of lawyers”



Interview with

SUSANA D'ALMEIDA FARINHAS

Manager Commercial Legal EMEA & LATAM and Procurement WW
OUTSYSTEMS

"Outsystems enables a high-performance software development approach, which significantly increases productivity"

Susana d'Almeida Farinhas discusses the growth of OutSystems, the strategic role of the legal department at the company, how technology can provide more time to evolve the business, and her open-door approach to leadership.

LEADERS LEAGUE: OutSystems is a Portuguese company that is now headquartered in Boston, Massachusetts, United States. What are the company's future goals?

Susana d'Almeida Farinhas: OutSystems was founded in 2001 with the mission to give every organization the power to innovate through software. Over the years, OutSystems has changed how enterprise software is developed by offering a high-performance low-code platform which gives technology leaders and developers the tools to rapidly build and deploy their own business-critical applications. The company has grown to more than 600,000 community members, 400+ partners, and active customers in 87 countries across 22 industries, and has been recognized as a leader by analysts, IT executives, business leaders, and developers around the world. OutSystems is dedicated to its customers' success in adopting and expanding their use of our high-performance low-code application platform. Some of the most well-known brands across the World, like Mercedes-Benz, KPMG, Bosch and Zurich, use OutSystems to turn their ideas into software that moves their business forward. OutSystems goal is and will continue to be, to partner with our customers to exceed their business goals and we happily take advantage of new opportunities to do so. The development of AI is one of those opportunities. For example, using bots to assist with the day-to-day tasks that are part of the software development and deployment cycle (like validation of code or automatic testing) will continuously increase efficiency, which will allow us to continue fulfilling our larger goal of accelerating our customers' digital transformation.

What are the biggest challenges and opportunities you face as Manager Commercial Legal EMEA & LATAM and Procurement WW?

I am the leader of the commercial legal team for EMEA and LATAM – the team who manages all customer and partner negotiations in these regions - and of the legal procurement team – the team who negotiates vendor contracts worldwide. I am also the legal point of contact for our Channel strategy (this includes defining new programs and motions together with other relevant internal teams, drafting new templates, etc.). The role allows me to be very strategic and to have a real impact on the company's path by focusing on how we can develop our motions and contracts, while keeping my boots on the ground in terms of negotiating and engaging with our external stakeholders.

One of the great opportunities of this role has been collaborating with internal and external international stakeholders. There are underlying hurdles, of course, but I like to see an opportunity in each one. Some of the challenges are the language barriers and cultural differences, but these allow us to strengthen certain skills we already possess such as mastering different languages and building a network of peers for translation purposes, while broadening others like the ability to conduct a meeting with people from diverse backgrounds. The fact that in-person meetings became limited and, in most cases, nonexistent, meant we also had to learn how to communicate more and better: how you say it can be as important as what you say. It has also been a fantastic opportunity to study the different laws and regulations of each country.

What has been your greatest achievement and greatest lesson in your role?

When I first joined OutSystems, there were no more than a handful of people working in the legal department. At the time, I managed all commercial work worldwide – for the Americas, EMEA and APAC. As more people joined, the legal team became a broader structure, and we were able to divide the work into different geos which allowed me to go from only focusing on the day-to-day tasks (there was not enough time to go above that), to being able to also focus on high-level discussions and to be part of the strategic evolution of the company. I learned many lessons along the way, but the most important was to base my decision-making on risk vs. reward criteria. It is all about not being conservative or risk-adverse, but to be comfortable with being uncomfortable enough to move forward – for example, to accept a particular clause or implement a certain process. This approach has contributed to what I consider my greatest achievement: every person on my team is seen as a business partner. We are no longer seen merely as a necessary step in the process, we have built relationships with our internal stakeholders by proving to them that they can (and should) come to us for solutions.

How has your perspective evolved since moving in-house?

I worked in Big Law before joining OutSystems and, although I did spend time on secondment in other companies, this was the first time I was entirely dedicated to a single client. Deciding to move in-house was not easy because at the time I was happy with my job, but it was an offer I just could not refuse. One of the first challenges I faced was having to change my perspective regarding how to manage and respond to clients. When you are a lawyer at a law firm, you understand it is important to focus on the business needs of each client, but when you are in-house it becomes much more than that. The main challenge was learning about the product and how the company sells it, how the other internal teams are structured and operate, and what challenges they face, how our customers and partners interact with our business, and, most important,

understanding both the internal and external stakeholders' needs and frustrations so that we can find a successful path together. I always tell my team we must be mindful of how we interact with our customers and partners, because the success of that interaction will be measured not only by the content of the agreement we negotiated, but also (and perhaps, most importantly) by the impression we make on the stakeholder.

"[Technology] will make us re-think how we see lawyers and what the job of a lawyer is"

What is your opinion in regard to the development of new technology that could potentially "replace" the daily work of lawyers?

The continued development of innovative technology that can quickly complete some of the mundane tasks that lawyers take on nowadays will significantly increase efficiency, but technology will not replace the daily work of lawyers. Any system that can free us from the tasks we invest time in now will give us the greatest gift of all – time. Imagine what we could do if we invested more of our time in reading, investigating, connecting more with others, developing our skills, or even just thinking more deeply about the issues at hand. Having more time will lead to an evolution of the role of the lawyer, regardless of whether they are in-house or not. It will not mean that lawyers would not be needed as much, but it will make us re-think how we see lawyers and what the job of a lawyer is. I believe this evolution will most likely be towards a more business-centric and strategic role, highly focused on risk management.

A good example of how technology already plays a part in this change is Contract Lifecycle Management Systems. I have been very much involved in the implementation and development process of a CLM system at OutSystems since I first joined the company. Our main goals are to create a document repository, collect specific data on agreements and customers, to detect trends, to aggregate information on pending and closed cases, all of which is

gold from a manager's perspective because it allows you to have full visibility on your team's work. Having a system like this is especially relevant because some of the day-to-day tasks that are time-consuming, such as organizing agreements or documenting which alterations were made to a certain contract, will be automated. This will increase efficiency, and the additional free time could be used by our team for other tasks, like reviewing the data collected by the system to justify additional headcount or update our templates to reflect certain trends. The possibilities are endless.

What is the future of low-code software development platforms?

Gartner predicts that, by 2025, 70% of new applications developed by enterprises will use or embed low-code or no-code technologies. And it is easy to understand why: low-code development responds to the customers' demands for speed in application delivery across both large and midsize organizations, and it does so without sacrificing quality. By offering an extremely efficient solution in terms of engineering, low-code is the best solution in a world where we see continued scarcity of tech talent, and growing hybrid and borderless workforces.

It is easy to understand why customers choose OutSystems. We enable a high-performance software development approach, which significantly increases productivity. OutSystems' customers can easily create a wide variety of mission-critical apps to address their current and emerging business needs because developers can quickly build applications that extend systems of record, transform complex internal business processes, rewrite critical core business systems, and create world-class mobile and web apps. In short, the platform allows development teams to build applications of any complexity or scale in an efficient and productive manner, which gives customers the power to continuously evolve, integrate, and extend enterprise-grade applications to address new business demands and opportunities. We truly partner with our customers to ensure they can transform and develop their business through the power of our software. ♦

“ [The legal team] gives solid support to the business aiming to boost its performance ”



Interview with

VALÉRIA FERRAZ

Legal Manager & Privacy Officer

**CENTRAL DE CERVEJAS
E BEBIDAS
(HEINEKEN)**

**"I talk business
while I think legal"**

Valéria Ferraz shares how the legal department supports the overall business, the role of technology and the need for shared values when working with external legal counsel.

LEADERS LEAGUE: How does your legal department support the overall business?

Valéria Ferraz: The Legal Department is primarily devoted to the strategy of the company. We give solid support to the business, aiming to boost its performance. We are instrumental in finding improved ways of working in terms of compliance for risk management and its reduction. For example, since 2020 we have a series of 10 monthly meetings with the business – the so-called Competition Law Accelerator Talks – in which the most recent questions flagged by the business are analyzed by the leaders and with the support of legal, a solution is settled. It is an agile way to increase awareness throughout the organization on topics like commercial and competition law while we get things done.

After spending 10 years in a law firm, how does it compare to the role of in house legal?

At a law firm, we are legal professionals with business skills. As Head of Legal, I am a business professional with legal skills. The emphasis is on contributing to the business using our legal knowledge. Legal departments are now being invited to be part of the executive management teams of companies. It is understood that legal has a very significant role in the strategy and overall business practices. I joined the management team of SCC where I am part of the discussion of the business strategy that affects all the departments of the company. The role of the legal department is to make sure we are compliant in areas as we continue to improve both employee and customer experience. I talk business while I think legal.

What role does technology play in the legal department?

As Heineken is one of our most popular brands and intends to be the most connected brewer, we are currently facing a tech

revolution. This includes changes in our systems, processes (that are supported by the systems) which also has an impact on employees which includes the legal department. Now many of the legal processes, specially those related to compliance topics, are widely based on or supported by technology. This implies a deep knowledge of the legal obligations at stake, but also a good level of information in relation to the application that is supporting the process. It is necessary for legal teams to be sophisticated and well versed in technology. We need to be able to recognize and handle the situations technology detects and even more importantly, those situations that technology does *not* detect. The legal team is the trusted advisor of the company and therefore must be up to speed on all the implications of technology to advance the business as well as the internal company procedures and processes.

"We need to be able to recognize and handle the situations technology detects and even more importantly, those situations that technology does not detect"

What are the key factors you look for when hiring external counsel?

I would point out that the alignment with Heineken values is of extreme importance when hiring and maintaining our external counsels. Our company is committed to our values and we expect the same from any external provider.

As in all relationships, shared values can be the basis and foundation. When working with external counsel, the attitude towards the specific issue is important. At Heineken attention to our value and corporate culture. Our professional behavior must reflect that, especially in the legal department. I look for external counsel that shares the seriousness of professionalism and values. ♦

LIFE SCIENCES

BioLizard's state-of-the-art approach to data science aims to change the game



Interview with
LIESBETH CEELLEN
CEO
BIOLIZARD

"The booming Belgian life-science industry is supported by biotech hubs in different cities"

Liesbeth Ceelen, CEO of BioLizard, a Belgian data science consultancy that combines biology, computational science, and information technology to help pharmaceutical and biotech companies develop new drugs and tools, explains the innovative biotech solutions the company offers.

LEADERS LEAGUE: What exactly is BioLizard and how would you describe its main assets.

Liesbeth Ceelen: In summary, BioLizard is a data-science consultancy company with a highly skilled team that deeply understands biology, computer- and data science, and IT, which is a rare combination. This allows us to help pharmaceutical and biotech companies set up their research in a data-driven way, assessing what data they have and using it to develop drugs and biomarkers more effectively, safely, and quickly. We fill the knowledge gap that many companies have about what they can do with their data, and we develop custom tools tailored to the unique needs of each customer.

We are a customer-intimate company, aiming to provide the best services and connectivity with our clients. By leveraging our expertise and insights, we can help companies extract more information from their data than they could on their own, ultimately speeding up the drug development process.

What data-based services does BioLizard provide clients and how innovative are they?

BioLizard is a company that helps clients in drug development by analyzing data from various sources, such as lab experiments and human studies. They also offer biomarker development and custom pipelines to allow clients to run analyses in-house. One of their innovative solutions is a biomarker development platform that aims to be a game-changer. The company is also shifting towards offering a full data science solution, including data management, infrastructure, and architecture, with a focus on developing customer-centric services. BioLizard is a young/scale-up company

that takes a step-by-step approach to continuous innovation.

Since its founding, BioLizard has grown from a team of five to 40, with revenue of over four million euros in the previous year. The company is focused on expanding its services and expertise in the field of data science and providing comprehensive solutions to its clients. BioLizard documents everything and thinks about patterns to improve its processes. Our innovative approach is what sets us apart in the industry.

How do you help your clients in the crucial GDPR matters?

We help our clients become GDPR compliant by working mostly with public or anonymous data, with procedures in place to mitigate risks and ensure that sensitive information is not revealed or accessed. The company has secure infrastructures and a DPO to continuously improve their level of compliance. BioLizard's team is highly aware of the sensitivity of this aspect and will highlight any issues or risks to clients.

What's behind the boom in the Belgian life-science industry?

The booming Belgian life-science industry is supported by biotech hubs in different cities. We originated in the Ghent hub, expanding to other cities such as Antwerp, and benefit from the support from the Flemish Government which provides grants and fiscal advantages to companies. The success of some known biotech companies in Flanders, such as Galapagos, argenx and Ablynx has attracted other companies and talent to the region. Belgium also has a strong university system and quality of life, which further attracts companies to areas. ♦

We are entering a new era in healthcare



Interview with

**CARLOS EDUARDO
SPEZIN LOPES**
CEO,
DOCTORALIA

"Thanks to rising patient demand, the traditionally conservative healthcare sector has begun to open up to new technology"

Carlos Eduardo Spezin Lopes is the CEO of Doctoralia, a startup that is revolutionizing the market by connecting patients and healthcare professionals. In this interview, he talks about the time he spent in the telecoms market, his migration to healthtech and what the future holds for the healthcare sector.

LEADERS LEAGUE: What are the main challenges facing Doctoralia?

Carlos Eduardo Spezin Lopes: Increasing the adoption of our patient app and completing the integration of systems, processes and people with Feegow (a recently acquired company) are the two main challenges facing Doctoralia in Brazil today. To overcome the challenge of growing the application's user base, it is necessary to continue delivering quality in the patient experience and tell the world that the ability to manage your own health is now in the palm of your hands. And in the case of the integration of Feegow and Doctoralia, extra care is needed with each person since, after all, people are the backbone of an organization and the reason why companies prosper or decline.

You have almost a decade of experience in the telecom industry, having previously worked at Brasil Telecom, Claro and Tim. How did this experience influence the creation of Doctoralia?

Speed, adaptation, systemic vision, energy and motivation are characteristic ingredients of the telecom sector and contributed greatly to the conception and direction of Doctoralia in the traditionally conservative healthcare sector, which is now opening up more to technology, largely driven by the desire of the patients themselves.

Doctoralia has recently announced the acquisitions such as MyDr and Feegow. Can you tell us a little about the strategy behind these acquisitions?

The strategy behind these acquisitions is to bring the best service to our patients. We know that it is not possible to transform the experience of healthcare by ourselves, which is why we are actively engaged in acquisitions, partnerships and collaboration with several other companies and people who have the same vocation to transform the patient experience by making it

more human, through the proper use of technology.

How do you see the role of the legal department in your business?

The legal department provides the necessary security for these complex negotiations to take place. There is a lot of risk involved and it is at this point that having a legal department that considers the needs of the business and works to mitigate such risks becomes vital.

The healthcare sector has been transformed greatly by the pandemic. In your opinion, what were the biggest transformations in legal and regulatory terms?

Certainly, the transformations that occurred with remote diagnosis, in the legal/regulatory scope and especially in the adoption by patients, was the biggest transformation that occurred with the pandemic. Attention turned to applied health-technology, as the main element to ensure the delivery of safe, high-quality healthcare services. As a trend, I see AI rapidly becoming part of everyday medical solutions. Another trend is the realisation by patients that it is already possible to manage their own health, with the history of consultations, test results duly organized and online, with data sharing respecting the LGPD, among several other benefits. We are entering a new era in healthcare.

What kind of initiatives can we expect from Doctoralia in the next 12 months?

We are investing heavily in the patients app and plan to launch several new features that will deliver unprecedented levels of convenience, safety and health to all. We will also expand our partnerships with companies in the segment and reinforce our social media output for health professionals, delivering an even more complete journey for the entire ecosystem. ♦

Without IP rights protection, there is no innovation, and without innovation, there would be no progress for our planet



Interview with
ANDREAS BOHRER
 Group General Counsel
 & Company Secretary,
LONZA

"The future will see no ESG without the knowledge of lawyers – and no lawyers without knowledge of ESG"

Group General Counsel, Andreas Bohrer, at Lonza, a Swiss multinational manufacturing company in the pharmaceutical and biotechnology industries, speaks to Leaders League about the future of ESG initiatives and intellectual property in Switzerland and abroad, the importance of participating in policy-making to further develop the legal environment, as well as his leadership principals to empower and inspire his team.

LEADERS LEAGUE: You have extensive in-house legal experience, and you currently work as Group General Counsel at Lonza. However, you started your career as an external counsel. What was the reasoning behind this decision? How does this help you with your current activities?

Andreas Bohrer: To be successful, a General Counsel needs to excel as a functional expert, trusted adviser, and leader. All of these elements require a breadth of experience and depth of knowledge. My professional experience working at law firms in Zurich, Geneva, and New York set the foundation for my in-house career in the banking and healthcare industries. I recommend young talents broaden their experience and collect competencies by working on both sides of the legal profession.

What important trends and developments are you seeing in the pharmaceutical industry?

Pharma is a regulated industry, and one trend is that regulatory requirements from the financial industry spread out and are introduced to pharma and other sectors. Another trend is the rise of ESG (environment, social, governance) and sustainability regulation. ESG is no longer at the discretion of the company, and binding legal rules increasingly complement best practices. In short, the future will see no ESG without the knowledge of lawyers – and no lawyers without knowledge of ESG.

Regarding ESG initiatives, what are your goals for Lonza? How is the company minimizing its impact on the environment?

Sustainability is one of our five core stra-

tegic priorities. We continue to progress on our sustainability and ESG commitments based on seven UN Sustainable Development Goals, focusing on reducing greenhouse gas, energy, and waste intensity. ESG targets are part of the employee bonus calculations across Lonza. The ESG journey continues, and our aspirations are ambitious. This aligns with our company purpose – to enable a healthier world.

You are also a board member of *economiesuisse*, the top-level industry association of the Swiss economy, and *scienceindustries*, the association of life science companies in Switzerland. How does this activity work hand-in-hand with your current position as well as impact public policies?

Lawyers should not only react to laws and implement them but take a driving seat and shape the legal framework. The law is a major factor in whether companies can succeed and whether countries can be attractive for job creation and economic welfare. It is our obligation as lawyers to raise our voices and promote better regulation for the benefit of the companies and their stakeholders. Industry associations such as *economiesuisse* and *scienceindustries* are instrumental in promoting a legal framework that allows the economy to create sustainable value.

You were a part of the expert panel that drafted the new Swiss Code of Best Practice for Corporate Governance. What is the relevance of this code for companies and for counsel in Switzerland?

The Swiss Code of Best Practice for Corporate Governance is a success story of

creating progress through self-regulation. In contrast to binding law, it provides companies with standards of best practice that are tested and accepted in the market, allow for flexibility, and can be amended in light of new developments. For example, the Swiss Code of Best Practice for Corporate Governance has swiftly adapted to the rise of ESG and included a set of modern, future-oriented sustainability principles. It is like mountain climbing: to make it to the top of best-in-class corporate governance, companies need a guide. The Swiss Code of Best Practice for Corporate Governance is the guide for Swiss companies to good governance.

Intellectual property (IP) is imperative in the world of pharmaceuticals and biotechnology. What role can it play in supporting future innovation in these industries?

Intellectual property rights enable innovators to earn the benefits of their innovation. In industries where innovation comes with a significant cost, as in pharma, IP protection is a key prerequisite for future innovation. And innovation is the prerequisite to curing the diseases of today and solving the challenges of tomorrow. Without IP rights protection, there is no innovation, and without innovation, there would be no progress for our planet.

What are your principal leadership principles at the company and how do you further develop the skills of your current team?

As a General Counsel, I succeed through the success of my team, hence talent development is key. Talent development is a joint responsibility held by the individual employees and the company. The company provides the framework, while the employees are responsible for their past and current performance, future potential, commitment, and initiative. Careers cannot be planned because too many factors can influence professional life – but eligibility can be planned. This means that every one of us in the legal profession needs to define our aspirations and then determine what competencies are required to become eligible for positions aligned with our aspirations. This thought process forms an individual's development plan – the starting point for every employee to begin collecting the necessary competencies.

For leadership principles, I very much believe in empowerment, teamwork, and

trust. As an individual, I can only contribute my own time and effort, hence my impact is limited. As a leader, I can also motivate others to contribute, thereby multiplying the impact. This requires, however, that I empower my team to perform. That being said, empowerment requires mutual trust: if I do not trust my team, I will not empower them; if my team does not trust me, they will not feel empowered to perform. Trust is the basis for empowerment. Equally important is teamwork – it helps create trust among team members and increases efficiency.

What do you look for when selecting outside counsel?

We look for law firms and outside counsel that commit to being true long-term partners to us. As with every partnership, both sides should be aligned, professional, experts in their fields, with sound judgment, business acumen, values and integrity, and an ethical compass. Further, outside counsel needs to be reliable, no-nonsense, and down-to-earth. One of their main value-adds is their experience and know-how from working with a number of comparable peer companies and their expertise in assessing topics from both a thorough legal perspective and a risk-based pragmatic approach. Outside counsel should know the law, should know Lonza and its business activities, as well as our risk appetite. Outside counsel will be upfront and transparent, speak up, and raise concerns with the General Counsel if warranted. As with every partnership, it is a give-and-take that needs to be fair to both sides. In sum, the outside counsel must be a true "consigliere" to the company.

What do you consider to be your biggest accomplishment while working at Lonza?

I would like to mention the acquisition and integration of Capsugel in 2016/2017, the sale of the specialty chemicals division in 2021, and the ESG efforts that we are currently implementing. However, these achievements are not mine, but those of the entire team. The successes are the result of the cross-functional teamwork of highly professional, committed, and purpose-driven colleagues at Lonza, a testament to the quality and can-do attitude of our employees. My role and contribution are that of a servant leader, developing and supporting my team and helping to remove roadblocks. ♦

"The law is a major factor in whether companies can succeed and whether countries can be attractive for job creation and economic welfare"

We use technology to drive greater efficiency and cost savings across our operations



Interview with
LEONOR PISSARRA
 Portugal Chief Legal Officer
NOVARTIS

"The rise of digital health technologies and advancements in telemedicine have opened new avenues for lawyers to contribute"

Leonor Pissarra, Portugal Chief Legal Officer at Novartis, shares how she navigates the ever-changing regulatory environment of the pharma industry, the rise of digital health technology, her risk management advice and what she looks for in external legal counsel.

LEADERS LEAGUE: What have been the primary challenges and opportunities you have encountered leading the legal department for over 10 years?

Leonor Pissarra: As the leader of Novartis' legal department over the past decade, I have faced significant challenges. One of them has been adapting to the ever-changing regulatory landscape. The pharmaceutical industry is subject to numerous regulations, and staying compliant requires continuous monitoring and adjustment to new laws and regulations.

Another major challenge has been protecting intellectual property as pharmaceutical companies rely heavily on patents, trademarks, and trade secrets to safeguard their innovations. We have had to navigate complex patent litigation and defend the company's intellectual property rights against infringement. Data privacy and security have emerged as critical challenges for companies in recent years and Novartis is no exception. We handle vast amounts of sensitive patient data and confidential research information and therefore, as the leader of the legal department, I must ensure compliance with data protection laws, implement robust security measures, and prevent data breaches that could have severe legal and reputational consequences for the company. On the opportunities side, mergers and acquisitions have provided Novartis' legal department with chances to facilitate strategic transactions, conduct due diligence, and negotiate agreements. The rise of digital health technologies and advancements in telemedicine have opened new avenues for us to contribute to drafting agreements, addressing regulatory requirements, and ensuring compliance in these emerging areas.

Moreover, we have had the opportunity to develop robust patent strategies and manage patent portfolios, contributing to

the company's competitive advantage and settlement agreements.

Lastly, we have been actively engaged in regulatory advocacy and policy engagement, using legal expertise to shape regulations and create a favorable operating environment for the company. This involvement in industry associations and advocacy groups has allowed us to influence regulatory policies and support the company's strategic objectives.

How has your company adapted to all the various crisis over the last few years?

Pharmaceutical companies, including Novartis, have adapted to the volatile world economy in recent years, facing challenges such as the pandemic, geopolitical conflicts, and inflation. Novartis has increased its focus on research and development, particularly in developing treatments for Covid-19, redirecting resources to prioritize areas with high market demand and unmet medical needs.

The pandemic accelerated the adoption of remote work and digital transformation. Novartis implemented a remote work policy, utilized technology for virtual collaborations, telemedicine, and digital health solutions to continue operations and connect with healthcare providers and patients.

Furthermore, Novartis implemented a decentralized trial model, telemedicine, and remote monitoring technologies to maintain trial integrity and patient safety despite disruptions. Business continuity planning became a priority. Even though Novartis had already established quite thorough and extensive contingency plans, and crisis response strategies, the pandemic, the recent war, and conflicts have caused the need to put them in place promptly to ensure the availability of essential medicine during such crisis.

What risk management advice would you offer?

Considering my experience as a legal head of a top tier pharma company, like Novartis, I think organizations should invest in (i) developing a comprehensive risk management framework, (ii) conducting regular risk assessments, (iii) embracing smart risk-taking and (iv) collaborating with cross-functional teams to manage risks effectively.

Firstly, I believe that developing a comprehensive risk management framework, and foster a risk-aware culture within the organization, encourage employees to identify and report potential risks. Moreover, it is essential for organizations to continuously evaluate and improve risk management strategies based on past experiences and lessons learned.

Secondly, conducting regular risk assessments to identify and evaluate industry-specific risks is also crucial. Companies need to stay updated on regulatory changes and industry trends.

Also, embracing smart risk-taking by carefully evaluating potential risks against potential rewards encourages associates to propose and explore innovative ideas while considering associated risks.

It is important for Legal to collaborate with cross-functional teams, in particular R&D, regulatory affairs, marketing, and finance, to manage risks effectively. Maintaining strong relationships with regulators, seeking guidance and addressing concerns in a collaborative manner is also worth exploring.

Likewise, staying abreast of regulatory changes and implementing robust compliance programs aligned with laws and industry standards, and engaging external legal counsel with pharmaceutical expertise to provide guidance on risk management may contribute significantly to manage risks.

How is Novartis implementing new tools and technologies in order to streamline its internal processes? Is the company focusing on particular innovation goals?

In today's fast-paced business landscape, innovative tools and technology are changing the world and creating exciting opportunities for the healthcare indus-

try, including Novartis. This rapid technological progress offers the possibility to streamline our internal processes and to reimagine the way Novartis develops medicines, allowing the company to come up with truly transformational treatments to improve and extend people's lives. It is also helping us to improve the way we do our business – accelerating our manufacturing and production and strengthening our digital connections to the wider healthcare ecosystem.

Novartis is committed to building more agile and productive teams supported by an efficient infrastructure and digital architecture. We use technology to drive greater efficiency and cost savings across our operations. Novartis is automating core operational processes at scale by deploying robot cognitive automation. One example is an intelligent assistant that automates large parts of the writing of medical reports. Bots are also helping to resolve (either partially or fully) approximately 80% of user requests to our enterprise-wide IT helpdesk.

"Data privacy and security have emerged as critical challenges for companies"

Novartis is also promoting training opportunities to develop digital skills among its employees. We have expanded our data science training and mentoring programs, which we launched in 2020. We have also invested in a learning platform for data science coding skills.

In 2021, Novartis completed the rollout of a new data management process – covering the entire data life cycle – to accelerate its digital transformation while ensuring data privacy. The new process spans nearly 5 million data sets, covering functions including R&D, finance, operations, and procurement.

However, the use of new technologies such as artificial intelligence ("AI") creates new ethical questions, including how to avoid biases in data. In 2021, Novartis published its commitment to the ethical and responsible use of AI to show the steps it is taking to be transparent, responsible and respectful of human rights in our use of AI. We created these guidelines in col-

laboration with leading ethicists from the International Bioethics Advisory Committee, and specialists in AI and data privacy. The position outlines our commitment to data privacy, security, accountability and environmental sustainability. We are taking steps to integrate these principles across the organization.

What do you look for in external counsel?

When we consider engaging external counsel, there are several key aspects to look for. Expertise and specialization play of course a critical role, although this should be a given when you are dealing with top-ranked law firms. It is essential that the external counsel demonstrates a deep understanding of the unique legal challenges faced by the pharma industry. However, there are other skills that we consider key when we engage with external counsels.

External lawyers should show a greater sense of urgency. This includes not only a faster response but also an estimated timeline when the client does not specify a deadline. Additionally, acknowledge receipt of any communications from the client should be provided as soon as possible. This helps to demonstrate a sense of urgency and ensures that the client knows that their request has been received and is being addressed.

Another critical factor is the efficiency and transparency in their billing practices, avoiding unexpected charges and delivering accurate and timely invoices. Itemized invoicing with clear breakdowns helps ensure that the company only pays for the essential legal services provided.

In terms of time management, it is decisive that a time estimate is provided, even if not explicitly requested. By offering estimated timelines for the completion of tasks or milestones, we can better internally manage the issue at stake and know what we can expect from external counsels.

It is very important for us that external counsels become true partners who know our business, strategy, and goals, and that can provide tailored legal advice and solutions that meet our specific needs.

Lastly, we strive for external counsels that share our core values and principles, which is vital to ensure an effective, healthy and long-lasting partnership. ♦

FINANCIAL INNOVATION

Having a startup mindset has become a part of Zurich's DNA globally



Interview with
JOEL AGARD
Head of Innovation,
**ZURICH INSURANCE
GROUP**

"Since its inauguration in 2018, we have continuously grown our global startup program, the Zurich Innovation Championship, to become the largest open innovation contest for startups in the insurance industry"

Head of Innovation at Zurich Insurance Group, Joel Agard, talks to Leaders League about the company's innovation approach and strategy, its global startup challenge, entitled the Zurich Innovation Championship, and evolutions in the insurance sector in Switzerland and abroad.

LEADERS LEAGUE: You are Head of Innovation at Zurich Insurance Group, the biggest insurance company in Switzerland. What is your approach to innovation?

Joel Agard: Innovation is key for the future of insurance and to be able to serve our customers in a fast, easy, and seamless way. This is why our innovation approach is embedded into our group-wide strategy as one of three strategic pillars. At Zurich, we are embracing an open innovation approach and are working closely alongside our stakeholder groups – ranging from industry peers and startups to academia. Then, we also distinguish between internal and external innovation as both are equally important.

Throughout the last few years, we have been constantly improving the way we innovate and recently introduced a new innovation strategy. Working with startups is one core element of the strategy, and within that bucket, we have successfully implemented a venture-client approach, i.e., how we match startups with strategic business challenges, business leaders, and internal subject matter experts.

You also lead your company's global startup challenge, the Zurich Innovation Championship, which is a yearly program for startups and entrepreneurs who have inventive ideas to further develop your products and services. What is the goal of this challenge, especially in terms of collaboration?

Since its inauguration in 2018, we have continuously grown our global startup program, the Zurich Innovation Championship, to become the largest open innovation contest for startups in the insurance industry. What started out as a more traditional startup tournament has turned into a fully-fledged program with a tremendous

impact both inside and outside of Zurich. An obvious goal, of course, is to find the startups with the most innovative ideas to jointly work on solving real customer needs across the insurance value chain. But more than that, it is a means to facilitate collaboration between our business units across the globe and startups in a structured and embedded way. A big part of the program is co-creation, which happens in an accelerator phase after the global winners are announced. During a span of four months, they are tasked with validating their joint initiatives before then bringing them to life. This approach is meant to help fast-track implementation as well as de-risk decision-making and follow-up investments into the projects. We have more than 30 ongoing startup collaborations with past winners and participants – and the idea is to create initiatives that can then be scaled globally. To get to that point, our global team proactively works with the markets to facilitate internal collaboration – we are currently seeing the first initiatives take off. The following are our 2023 winners, which were announced on 22 May: 4 Screen; Citalid; KorrAI; Wysa; Fisify; EpiQMax; Hence; Minalea; Miss Money Penny; omni:us; Agave Biosensors; Truera; Spotr.

What achievement are you most proud of since you've been at Zurich Insurance Group?

I joined the Zurich Innovation Championship in its second edition and am proud to have initiated critical changes to get the program to where it is today by adding an accelerator and turning this into a joint project between the Group Strategy and Technology teams, with many of Zurich's senior leaders across the globe and all functions involved in selecting and mentoring participants. Something that I've also been proactively working on is

building an innovation ecosystem community both internally and externally; as well as helping to foster a company-wide culture that embraces a startup mindset. I really think that, at this point, this startup mindset has become a part of our DNA globally.

There are many trends and developments in the innovation and technology sector, including artificial intelligence and machine learning. How big of a role will these developments play in the insurance industry?

While there's enormous potential for technology in insurance, it is important to point out that AI or ML (Machine Learning) aren't new, they have been around for a long time. New breakthroughs coupled with increasing interest in leveraging these technologies have unlocked a new day and age whereby using technology is no longer just an option, but a must to succeed. For Zurich, as we move away from being product-centric to being fully customer-centric, technology – whether it's AI or machine learning – is a key means to transform insurance as we know it. We see it from the applications we've been receiving for this year's Innovation Championship. Insurance is so much more than paying out claims after the worst has happened. We can help predict and prevent events from happening in the first place and support our customers in building resilience.

Do ESG-led strategies impact your innovation goals and tactics?

Zurich's purpose is to "create a brighter future," and being a responsible and sustainable company is the cornerstone of Zurich's business. In a way, innovation goes hand in hand with sustainability – innovative solutions can help us to fulfill our purpose. For example, since the 2021/22 edition of the Zurich Innovation Championship, sustainability has been one of the categories that the startups could sign up for. This year, the "sustainability" category received more submissions than the other four categories. The submitted ideas range from biotech to direct air capture. In addition, we have recently joined the think tank ARK Venture Studio, through which we will collaborate with other corporations and NGOs to help build insurance-enabled businesses to tackle the big systemic risks to people and the planet.

Open insurance is essentially a new way of handling, consuming, and sharing customer data, which is then analyzed by application programming interfaces, to improve digital platforms and services. What are your thoughts on it?

We observe a regulatory push towards open insurance across relevant jurisdictions. At Zurich, we see this shift as an opportunity more than anything else – if we make sure that expectations are realistic and action is based on use cases where there is potential for realizing real customer value. Insurers should be actively involved in shaping regulatory proposals from the off, providing a steer on where new rules or requirements would be genuinely useful in supporting innovation.

At the same time, through our industry-leading data commitment that we announced in 2019, we're also committing to safeguarding our customers' data: we promise never to sell customers' personal data nor to share their personal data without being fully transparent. This means customers will always be informed if their personal data is shared, and with whom.

How do you develop soft and hard skills within your team?

A team naturally consists of various team members with different backgrounds, talents, and skill sets. This should be more important than any hierarchical structure – something I don't believe in. Everyone brings the same value to the table, should be taken seriously, and offered the chance to contribute to the discussion. This for me is the basis for a well-functioning team. ♦

"We have recently joined the think tank ARK Venture Studio, through which we will collaborate with other corporations and NGOs to help build insurance-enabled businesses to tackle the big systemic risks to people and the planet"



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DATA PROTECTION

The advent of AI has disrupted the traditional silos between different areas of law such as IP and data protection



Interview with
ANGELICA MARTINEZ
 Professor & Researcher,
**UNIVERSITY
 OF LUXEMBOURG**

In an ever-evolving digital landscape, the intersection of Artificial Intelligence (AI) and Intellectual Property (IP) law has become a focal point for legal experts and stakeholders alike. University of Luxembourg scholar Angelica Fernandez sheds light on the current concerns and debates surrounding AI-driven content management, the potential human rights challenges, and the future of AI-generated content such as deepfakes.

LEADERS LEAGUE: As an AI and IP law expert, can you share the top concerns in the current debate on AI-driven content management?

Angelica Fernandez: The advent of AI has disrupted the traditional silos between different areas of law, such as IP law and data protection law, making navigation more challenging and necessitating a more integrated approach to legal matters. Companies must now navigate a complex regulatory landscape and strike a balance to avoid overburdening obligations, which can be difficult for smaller size companies. For example, the connection between AI and IP is evident in the use of automated decision-making systems and data and text mining which necessitates an examination of this relationship. Text and data mining raises significant legal issues relating to copyright laws and the sharing of personal and non-personal data, necessitating clarification of how various obligations will relate to other instruments of the European Union for practical implementation by companies, for example GDPR. An upcoming landmark case in the Court of Justice of the European Union, Case C-634/21, promises to address many questions and spark academic debates about the nature of Article 22 GDPR on automated decision-making. The relevance of this case goes beyond data protection and will likely impact companies' activities in regard to automated analytics and various forms of automated scoring.

Can you elaborate on how the nuances of copyright regulations might be tailored or adapted to address AI-generated content?

The use of AI in developing algorithmic

tools for content regulation and compliance has evolved from dealing with copyright infringement, which was their initial use, to dealing with other problematic online content-related areas such as hate speech, harassment, and bullying. However, each application of these tools requires different regulatory frameworks and contextual criteria. The interplay between the Digital Services Act (DSA) and the Copyright Directive, particularly in regard to Art. 17 of the Copyright Directive, demonstrates the challenges of applying content moderation systems across various domains, which has sparked discussions about the connection between AI and copyright. The broadened applications of AI in content regulation have made a significant impact, but there is still much to figure out regarding how these technologies can be effectively and compliantly implemented by companies.

What challenges do AI-generated content pose to intellectual property and freedom of speech legislation?

Exceptions and limitations for copyright law that allow, among others, for caricature, pastiche, and parody must be allowed in any AI content regulation system, as they are integral to copyright law and user's rights and context-dependent. However, current AI-based tools struggle to differentiate between infringing and legal content, potentially leading to the infringement of users' fundamental rights. There is a power imbalance between individual platform users and large tech platforms which is of concern, as the process for users to defend their rights against an erroneous take-down of their content can be challenging and time-consuming. The Digital Services Act aims to provide users with a more robust

safeguards to publish and upload material, and in particular, it compels platforms to offer swift resolutions to users to avoid infringing on their freedom of speech.

Are current regulations like the Digital Services Act and Copyright Directive adequate for governing AI and machine learning in content creation and moderation?

The current copyright regulation does not cover the entire possible uses of AI landscape and significant questions, such as granting copyright protection to works by generative AI are being discussed in academia. The DSA is definitely an improvement and a step in the right direction in the issues relating to online content moderation, which includes algorithmic content moderation but also recommender systems. Additionally, with the DSA, there is a new revised version of the Code of Practice on Disinformation. The last one dated from 2018. Signatories of this code are the main online platforms, such as Google and Twitter, and they target to address, among other things, targeted online advertisement, recommender systems, and safe online design practices, for example, to counter online manipulation practices such as dark patterns. The DSA along with the Code, provide a framework for reporting to the EU Commission, assessing the impact on fundamental rights, and determining the extent of AI systems involved. Regulators will supervise the process and may implement additional measures to mitigate potential risks from companies using AI technologies. Finally, the forthcoming Artificial Intelligence Act will add complexity to the regulatory landscape and will be the legal framework for AI regulation.

What developments in regulating the AI and deepfake landscape can we expect this year?

If adopted this year, the AI Act will be a major significant change for the regulation of all AI-based products and services. Deepfakes, however, are not considered a high-risk AI application under the AI Act. So, obligations on providers of this technology are not severe. Deepfakes pose a particular threat during election periods and may require action to mitigate risks. The European Democracy Action Plan and the 2022 Code of Practice of Disinformation address risk mitigation measures for election periods, including targeted

disinformation and automated disinformation, but may lack clarity and fail to regulate, for example, deepfakes used to create non-consensual fake pornography, which mainly affects women.

What do we know about the AI Act's provisions on intellectual property rights for AI-generated content and inventions?

We must wait for the final version to see what types of provisions can relate or potentially impact AI-generated content and inventions. However, recent academic debates have focused more on ownership of the training data needed for these creations, rather than attributing ownership to the AI for its work, in the cases of AI-generated art.

As it stands, it's uncertain whether the AI Act will include provisions that could impact intellectual property rights holders directly.

"Current AI-based tools struggle to differentiate between infringing and legal content, potentially leading to the infringement of users' fundamental rights"

Does the reach of European AI regulations extend beyond Europe?

I would say that European AI regulations do have an extraterritorial reach, primarily because many companies offering AI products and services originate and are based in the US. However, as long as these companies provide products or services within the European Union, they are subject to its regulations. Consequently, they may need to adopt new practices, such as increased transparency in algorithmic processes, which, ideally, would be implemented across all jurisdictions in which these companies operate.

This phenomenon, known as the "Brussels Effect," was also observed with the GDPR, where major corporations set their global compliance benchmark to EU standards, and they applied those same standards across the world. In this sense, the potential extraterritorial reach of European AI regulation can be seen as a positive development.

Which European countries do you consider to be at the forefront of address-

ing AI and related regulatory topics?

The Digital Services Act (DSA) is an EU regulation and requires all European countries to implement it. Member states must appoint a national Digital Services Coordinator to enforce its provisions. Germany, and France are likely to be more advanced as they already have well-established media authorities and related institutions and can start the implementation phase of the DSA. Digital Services Coordinators need to be designated by February 2024.

Beyond Europe, which regions do you believe pose the greatest risk in terms of complying with AI regulations and not use the technology to abuse fundamental rights?

In terms of compliance with AI regulations and respecting fundamental rights, authoritarian governments pose a significant risk. However, the issue of language models is often overlooked. While some systems work well for certain popular languages, others lack sufficient training data, leading to mistakes and even harm. For instance, Facebook's failure to detect hate speech in 2017, in Myanmar due to insufficient moderators able to understand the language and not enough training data in the local language highlights the damages some algorithms relying on language models can do. Online violence encouraged real-life violence that contributed to generalized ethnic violence in the country. Bridging this gap requires new techniques, such as translating language back and forth and obtaining more commercially viable training data, but it also depends on the production of data within specific cultures and societies.

Setting aside the potential risks and dangers, what opportunities do AI-generated content and deepfakes bring?

I believe it is important to consider the overlapping obligations of small and medium-sized companies when it comes to complying with the legal framework around AI. These companies may not have the resources to hire legal counsel to navigate compliance, making it crucial to clarify their obligations. One area where AI, specifically deepfakes, can have a positive impact is in e-learning videos. The gaming industry also shows promise in using custom voice avatars. The regulatory landscape is complex, as it breaks down the silos between different fields of law, which I find fascinating in my research. ♦

Personal data is a strategic element that must be handled with care



Interview with

ANTONIO PALERMO
Group Data Protection Officer,
ANGELINI INDUSTRIES

"We need to look at data as an asset with a greater value than gold, as it is a portion of our identity and, unlike gold, there is an inexhaustible source"

Antonio Palermo, Group Data Protection Officer at Angelini Industries, an Italian multi-sector group with operations in 21 countries in the healthcare, industrial technology and fast-moving consumer goods sectors, shared his views on the evolution of data protection, the strategic role of the DPO within the company, and the challenges facing Angelini Industries.

LEADERS LEAGUE: Tell us about the path that led you to becoming Group Data Protection Officer?

Antonio Palermo: I began my career as a lawyer, a freelancer, first in a boutique law firm and then in an international firm, dealing mainly with personal data protection, intellectual and industrial property protection, commercial, corporate and new technology law. I have provided legal advice and support to leading national and international business groups, in various sectors such as financial services, aerospace, defense & security, insurance, gaming, pharma, transport and mobility, consumer, digital services, high technology, telecoms and trade associations. I have occupied the role of data protection officer ever since it became a thing, first, on a freelance basis for different businesses and, later, in-house as the DPO of Telepass and its subsidiaries. In this capacity, I enjoyed a broad view of the entire group, with the need to manage the complexities of this role, which requires combining legal and technical expertise.

What is the make-up of your data protection team and how does it interact with other departments?

Angelini Industries is a complex organization, spanning various businesses (healthcare, industrial technology, FMCG), and is composed of several legal entities, present in 21 countries, mainly in Europe and North American. We decided to use the identification of one entity for each entity. There are as many points of reference identified at the group level as there are companies: one for each legal entity, of which there are more than 40.

Angelini Industries' holding company has a data protection team composed of myself and two others, whose role is to give guidance as well as align data protection poli-

cies and practices at the group level, coordinating for this purpose with the points of reference in the individual corporate entities both in Italy and abroad. We had to make sure we were organized in a way that ensured effectiveness for different territorial areas while maintaining central visibility. As in an orchestra, everyone has their own instrument and piece to play, and the only way to harmonize it all is for there to be a conductor.

What activities do you outsource?

We do not like to outsource. The use of consulting is surgical; we never outsource whole activities. For our foreign network we normally identify a professional who speaks the local language. In this sense, when we do not have an in-house point of reference who is legally eligible, we turn to external parties to talk to companies. We still manage to maintain centrality, which is an essential method for us.

What are the most important issues facing Angelini Industries?

Angelini Industries is a group that operates in different sectors through numerous legal entities present in several countries; hence the main complexities related to the exercise of my role and related tasks. Right from the start I had to find the most effective recipe to manage these complexities, fortunately I work with an enlightened management that cares about data protection.

We are always striving for continuous improvement, operating on a daily basis a widespread dissemination of the culture of privacy through solutions that are never trivial and always new, following an approach consistent with the company's values. In this context, teamwork and operating synergistically with all business functions is essential.

Should every company have a data protection officer?

In my opinion, the DPO is necessary for all companies that process personal data. In the Italian legal system, the processing of personal data is treated as a very dangerous activity with a high inherent risk, which makes it necessary to take all appropriate measures to avoid harm: the DPO, as a key figure to ensure the protection of personal data, therefore becomes a strategic component of the business.

That said, in the current market environment, data is the new frontier and is at the center of the digital transformation and pivot of the fourth industrial revolution. In this context, the DPO is no longer just the guarantor of regulatory compliance in data protection, but can also be the driver of change and business development. So I think it is important to find the trade-off between compliance and innovation.

What is and what do you think should be the role of the DPO within the company?

The DPO has a central role within the company today; in this regard, I could give you numerous examples where the processing and protection of personal data is extremely relevant. Such as in the case of digital service delivery: whether it is a regulated pharmaceutical, banking or other market, today the interaction with the customer most often takes place on digital channels. When we interact online we are surrendering a portion of ourselves, we are giving information that has great value. The moment we do this, there must be an initial filter made by the company.

At that moment, in fact, our data-privacy experience begins, that is, a path that can guide the customer in understanding, through clear and transparent messages, who is using their data, for what purpose, whether it ends up in the hands of third parties and what those third parties might do with it. This is an extremely critical and delicate phase in which we need to look at data as an asset with a greater value than gold, as it is a portion of our identity and, unlike gold, there is an inexhaustible source. Only in this way will we be led to always ask ourselves: who ensures that my data is being used properly and transparently?

How can corporate management benefit from so-called Privacy by Design?

Internal policies must be adopted and measures implemented to ensure data pro-

tection from the very design of a given activity. In this context, the DPO assumes a key role, helping the data controller understand which mode is most in line with the relevant legal and regulatory framework and what the risks are for data subjects. To make the DPO's work in this regard effective, it is important that the DPO be involved by management early on and, more broadly, by colleagues. Teamwork and collaboration with all business entities are therefore key elements in ensuring compliance with the principle of privacy by design.

Since the role of DPO was set out in 2016's GDPR, how has it evolved?

The growing attention to the subject – primarily because of the high penalties resulting from non-compliance – has led the figure of the DPO to become increasingly central to the business model of companies, which soon came to appreciate their value not only as a support to ensure compliance, but also as a facilitator of certain business processes. This has now significantly changed the way this figure is perceived in the marketplace, and the role has had to evolve in tandem.

From my point of view, the DPO is a modern Hermes, an indefatigable messenger able to act as a go-between between the drafter of the norm and the one who has to apply it on a day-to-day basis, a figure that is certainly complex and in some ways hybrid, having to possess specialized skills of the legislature, the sector in which the owner operates and the related organization, as well as being familiar with IT and technological issues.

What do you think could be the biggest data protection challenges in the future?

Europe has launched an ambitious strategy with the goal of boosting the European data market. To this end, the aim is to establish a legal framework that can facilitate the use and sharing of data (personal and non-personal), including through the establishment of data spaces in different sectors and the use of cutting-edge technological solutions. This will lead to an inevitable increase in the volume of data produced with spillovers in every industry and an exponential increase in the risks associated with the use of such data.

This is the challenge of the immediate future that we must necessarily accept, and we need professionals who know how to help businesses manage and overcome it. ♦

"The DPO is no longer just the guarantor of regulatory compliance in data protection, but can also be the driver of change and business development"

It's important we establish a culture of data privacy among young people



Interview with
DAVIS ALVES
 President,
ANPPD

"We need the LGPD to be discussed outside the bubble of the legal profession"

Davis Alves, president of the National Association of Data Privacy Professionals (ANPPD) and member of the National Council of Data Protection (CNPD) discusses the roll-out of the Brazilian data protection law and the importance of choosing the right date for Brazil's National Data-Protection Day.

LEADERS LEAGUE: With the entry into force of the LGPD (Brazil's data protection law), an increased demand for data protection specialists was expected. Has this transpired?

Davis Alves: The LGPD requires all businesses to have a data privacy professional, either a DPO or a person in charge, with the exception of small data-processing agents. Yet many businesspeople are not even aware of the existence of the law, let alone the detail of the obligation for companies to hire professionals capable of managing data protection. Until the LGPD awareness barrier is broken, recourse to data-privacy professionals will remain limited.

You took over as president of ANPPD in 2019, a year before the LGPD came into force. What changes have you observed in the data-protection landscape since then?

The number of people who know about the LGPD today is most impressive. At first, I was called crazy, and one person even asked: "Davis, why do you want to bring a European law to Brazil? Brazil has never had wars like Europe, so worrying about privacy is only for Europeans."

This is just one example of the prevailing mindset at the time, including by professionals who nowadays work with and earn a lot of money from the regulation and have recognize their error. Another factor that surprised me was the number of multidisciplinary professionals talking to each other, something never before seen in the history of this country. The LGPD put information technology professionals, lawyers, directors and governance together on a continuous basis at the same table, not just to talk about the opening or closing of companies. However, much still needs to be done.

We need the LGPD to be discussed outside the bubble of these professionals, for it to reach entrepreneurs and politicians. Get-

ting these two groups on board is the most important factor in ensuring the LGPD is properly enforced in Brazil.

In the case of businessmen, it is important, because if they do not buy into the idea of data protection within corporations, data-privacy professionals will not be recognized, and adequacy projects will not be prioritized.

In the case of politicians, during their election campaigns, in addition to the traditional issues such as public safety, healthcare, education, and the economy, now they must also take a position on privacy and data protection. If this does not happen, they will be running outdated political campaigns for people from the last century! The politician who campaigns on current digital problems (hacks, privacy violations, fake news, etc.), will gain traction with millennials and Gen Z – who will back someone championing these issues.

What is the process for evaluating a prospective DPO? What profile and soft skills are needed?

The expected profile is, mainly, deep knowledge of the LGPD combined with the requisite technical knowledge to be able to carry out data protection in practice, thus avoiding cyberattacks. This is achieved through mastery of information and IT security measures. Legal knowledge is also necessary for data privacy professionals to understand what is called for. Finally, knowledge of governance and processes is indispensable, as we need technical and administrative measures to be part of the company's ecosystem.

Regarding soft skills, good communication skills are a must in order to bridge gaps between all sectors on the subject of data protection. In addition, leadership capabilities are needed to steer an organization where it needs to go and a holistic view is required of how personal data is handled across all areas of the business.

What developments in the world of data protection can we expect in 2023?

An increase in hack on companies: the pandemic forced many employees to stay at home, but companies could not adequately protect their computer networks, which began to be accessed from home computers, which did not have the same level of security, serving as weak spots through which various cyberattacks were made. The chickens have come home to roost with these vulnerabilities, and soon we will see many people and companies saying that they had their social network accounts hacked and corporate data stolen. Lastly, I predict we will see the first companies fined for not protecting data: at the end of February, the ANPD released the dosimetry process for sanctions, which means that administrative fines can already be applied. The National Authority has also published a list of processes that are in progress, and we believe that in the first half of the year we will learn which companies will be the first to be fined.

Another trend will be people claiming compensation from companies for damages caused by breaches of privacy: it is a fact that data breaches can damage people's image, and art. 42 of the LGPD, states that the institutions must compensate the damages to the people who had their image affected by a data leak. The problem is that there will also be people acting in bad faith who will initiate lawsuits against a compa-

ny in the hope of securing compensation. We need to see how the Brazilian judiciary deals with this situation.

Then there is the establishment of Brazil's National Data Protection Day, with the bill currently going through congress, which after careful consideration has proposed August 14th as National Data Protection Day, a date which would allow several schools and universities to be able to carry out educational campaigns helping the issue of privacy to take root culturally in Brazilian society. This project is extremely worthwhile, and we hope that it will be approved as soon as possible.

However, we have a big problem, an amendment was proposed to the bill which would see the date change to July 17th, a month when schools and universities are off. This would be a shame, because we would be the only country in the world to have a data protection day during a period when the schools are closed. There is no technical, legal or scientific basis to support this change, just an emotional argument in honor a distinguished deceased Brazilian, whose merit is indisputable, however, more important than National Data Protection Day falling on the date of their death, is that we establish a culture of data privacy among young people. We urgently need federal deputies and the president of the republic to veto this amendment to Bill 2076/2022 – an amendment many are not even aware of. ♦

"In 2023, we will see the first Brazilian companies fined for not protecting data"



We want the data holder to really feel like they have ownership of their personal information



Interview with

ISABELLA BECKER
Data Protection Officer,
GRUPO BOTICÁRIO

Isabella Becker, the current data protection officer at Grupo Boticário, spoke to Leaders League about the maturing data-protection picture in Brazil and the complexity of data processing in a company that has many different commercial arms.

LEADERS LEAGUE: You arrived at Grupo Boticário from KPMG in 2022. What was the main challenge in your first year as Grupo Boticário's DPO?

Isabella Becker: Taking into account the size of Grupo Boticário and its complexity – we are retail, industry, fintech, marketplace and more – the biggest challenge is rolling out data-privacy standards across the group and assuring separation between related areas, such as legal or information security. We are a partner area to these divisions but independent and the complexity and size of the group is challenging, which means we are always aligned and promoting awareness about the independence, autonomy and processes of the area.

Grupo Boticário is the second most admired company in Latin America in terms of data, according to the State Of Data Brazil 2022 survey. In your opinion, why are you so highly regarded?

It has a lot to do with the fact that we want to deliver value not only in our products, but also in our services, and for that we need the data we process to serve their owners and not the other way around. We believe that to build this value we need robust, technical and diverse teams when it comes to how data is handled: in addition to the privacy structure, we have varied technology structures (such as governance, architecture, culture and data security) that allow the topic to continually be worked on at both the technical and ethical level.

Regarding the evolution of data protection in Brazil, do you foresee any bumps in the road?

Looking at the market as a whole, there are still regulation points pending from the National Data Protection Authority, that will cover international data-transfer or

the treatment of sensitive data. Since data-treatment is increasingly promoted and normalized in modern society, regulation is necessary and urgent.

In your opinion, what is the level of maturity of Brazilian companies in relation to data processing compared to companies in other key global markets?

Not long ago, Brazil was seen as a country which was sorely lacking on the subject of data protection, so much so, in fact, that it was not even recognized by the European Union as a suitable country to receive international data.

With the advent of the LGPD and our compliance with international best practices, the level of maturity of Brazilian companies quickly moved to the benchmark level. Grupo Boticário, for example, has been working on adapting to the LGPD since 2018, so five years on we already have a structured program and several control mechanisms. Bearing in mind that the theme has always been international, it can be said that the market was self enforcing, reaching maturity levels close to those of EU countries.

What are the main objectives to be achieved by Grupo Boticário in 2023 when it comes to data protection?

In terms of data privacy, the main objective of Grupo Boticário going forward is to ensure the processing of personal data continues to be encouraged in an ethical and safe manner. It has never been our intention to be data gatekeepers – on the contrary, we want the data holder to really feel like they have ownership of their personal information, and that, by providing them with adequate levels of transparency, they see value in the treatments carried out by GB. ♦

"With the advent of the LGPD and our compliance with international best practices, the level of maturity of Brazilian companies quickly moved to the benchmark level"

Data privacy has long been a pillar of Samsung's commitment to our customers all around the world



Interview with

LUCIANA TADIELLO

Director of Legal and Data Privacy

SAMSUNG

"I value external counsel with a high level of technical expertise and market knowledge"

Luciana Tadiello, the director of legal and data privacy at Samsung's Latin America office, discusses recent regulatory changes and how they have affected the company's data protection policy.

LEADERS LEAGUE: Tell us about your role at Samsung.

Luciana Tadiello: Samsung is innovating for a better world, where technology exists together with people and for the planet. From commitments that re-energize our environmental progress, to innovations tailored to each unique lifestyle, Samsung is envisioning a future where sustainability anchors innovation and products are customized and connected for every experience.

My current role, as Director of Legal and Data Privacy at Samsung – Latin America Office (LAO) is to follow this mission by helping the company look for ways to be efficient, accessible and business-oriented in a wide range of legal topics that a market leader like Samsung Electronics needs.

Samsung is present in more than 15 countries in the Latin American region and has several in-house lawyers working for the company. Usually, in each country where Samsung operates in the region there is a dedicated legal team in place that's responsible for addressing the needs of local business. The LAO legal team acts as a conduit to connect them to the headquarters' legal policies, procedures and supports management's overall business strategy for the region. We work on a daily basis to establish strategies which respond to major disputes in litigation, arbitration and claims, as well as review major contracts involving large-scale projects. We also take care of data privacy management to ensure privacy risks are effectively identified and addressed, training and educating stakeholders to raise the awareness on this subject across the region. Finally, we act as regional business partners to various Samsung departments, such as HR, marketing, and sales.

What role does technology play in Samsung's legal department?

Technology plays a significant role for us. It helps us manage legal documents, contracts and agreements more efficiently. The increas-

ing amount of data in today's world can only be managed with security tools. We wouldn't be able to research the vast amounts of legal information, cases and regulations that are important without some level of research tools and analytics software.

Video conferencing, messaging apps and other collaborative tools also help Samsung's legal department connect to our local teams and partners, so that we can respond rapidly to the demands that we have to deal with on a daily basis, which come thick and fast at a company like ours.

What regulatory changes have most affected the company's data protection policy?

In general, data privacy laws and regulatory discussions are a big point of attention for several countries in Latin America. For example, we've recently seen important discussions about dosimetry regulation take place in Brazil, significant progress by the Data Privacy Authority in Chile, discussions surrounding the modernization of Argentina's Data Privacy Law, among other privacy conversations currently taking place across the region. In order for Samsung to be in a position to adapt to the pace of change in the regulatory environment globally, we have to constantly follow developments and respond rapidly to new challenges.

What privacy issues will technology companies in LatAm have to wrestle with?

Data privacy is a new matter for many, but it has long been a pillar of Samsung's commitment to our customers all around the world. Many Latin American countries have implemented, or are implementing, various data protection laws similar to the EU's General Data Protection Regulation (GDPR). We have to adapt to this new reality. It is important to have a full picture of which data are retained, for how long and on what legal grounds they are stored or processed, then communicate this in a clear and visual way. ♦



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NORTH AMERICA

CANADA

IT & OUTSOURCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Blake, Cassels & Graydon	Sunny Handa
McCarthy Tétrault	Charles S. Morgan, Christine Ing, George Takach
Osler, Hoskin & Harcourt	Michael Fekete, Wendy Gross
EXCELLENT	
Fasken	John Beardwood
Goodmans	Richard Corley, Peter Ruby
Torys	Adam Armstrong, Joel Ramsey
HIGHLY RECOMMENDED	
Bennett Jones	Michael Whitt QC, Stephen Burns, Gary Solway
Borden Ladner Gervais	Mark J. Fecenko, Jason Howg, Patrice Martin
Deeth Williams Wall	Amy-Lynne Williams, Richard Austin
DLA Piper	Michael Reid, Morgan McDonald, Ryan Black
Gowling Wlg	Parna Sabet-Stephenson
Norton Rose Fulbright	Anthony de Fazekas, Janet Grove
RECOMMENDED	
Baker McKenzie	Theo Ling
Dentons	Tom Sides, Michael Beirsto, David Little
McMillan	Charles Chevette
Stikeman Elliott	Wesley R. Ng



PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Gowling WLG	Brian Kingwell
Smart & Biggar	Matthew Zischka, Brigide Mattar, Elliott Simcoe, Daphne Lainson
Bereskin & Parr	James Raakman, Micheline Gravelle, Patricia Folkins
Borden Ladner Gervais	Geoffrey de Kleine, Andrew Sojonky, Tim Webb, Curtis Behmann
EXCELLENT	
Norton Rose Fulbright	Sébastien Clark, Jung-Kay Chiu
Osler, Hoskin & Harcourt	Bradley White
ROBIC	Camille Aubin
HIGHLY RECOMMENDED	
Baker McKenzie	Christopher Aide
Bennett Jones	Roseann Caldwell, Edward Yoo
Blake, Cassels & Graydon	Christine Hunter
Deeth Williams Wall	Vanessa Komarnicki, Gervas Wall, Lauren Lodenquai
Marks & Clerk	Ian Clark, David Ruston
McCarthy Tétrault	Alfred Macchione, Lisa Melanson, Vincent Yip
Ridout And Maybee	Mitchell Charness, Kazim Agha
Torys	Eileen McMahon, Edward Fan
RECOMMENDED	
Aird & Berlis	Lola Bartoszewicz, Kimberly McManus
Cassan Maclean	Lynn Cassan, Scott Maclean
DLA Piper	Bruce Stratton
Fasken	Armand Benitah, Roger Kuypers
Kirby Eades Gale Baker	Trevor Mee
Lavery	Julie Gauvreau, Gonzalo Lavin, Hugh Mansfield
McMillan	Keith Bird
Moffat & Co. Macera & Jarzyna	Jerome Bastien, John Kevin Carton
Oyen Wiggs Green & Mutala	Thomas Bailey, Gavin Manning
PCK	Stephen Perry
Riches Mckenzie & Herbert	Michael Adams, Jeffrey Pervanas, Michael Yun

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Goodmans	Andrew Brodtkin
Gowling Wlg	Michael Crichton
Smart & Biggar	Francois Guay, Steven Garland
2 McCarthy Tétrault	Steven Mason, David Tait
Torys	Andrew Saughnessy, Andrew Bernstein
EXCELLENT	
Aitken Klee	Marcus Klee, David Aitken
Belmore Neidrauer	Peter Wilcox
Bereskin & Parr	Andrew McIntosh, Robert MacFarlane, Adam Bobker
Borden Ladner Gervais	Chantal Saunders, Beverley Moore
Norton Rose Fulbright	Felicia Boyd
Osler, Hoskin & Harcourt	Bradley White
HIGHLY RECOMMENDED	
Baker McKenzie	John Flaim, Mackenzie Martin
Bennett Jones	Dominique Hussey, Irene Bridger
Blake, Cassels & Graydon	Melanie Baird, Andrew Skodyn
Deeth Williams Wall	Gervas Wall, Douglas Deeth
DLA Piper	Alan Macek, Bruce Stratton
Fasken	Julie Desrosiers
ROBIC	Bob Sotiriadis
RECOMMENDED	
Gilbert's LLP	Tim Gilbert
Lavery	Béatrice Ngatcha
Lenczner Slaght	Sana Halwani
McMillan	David Kent, Adam Chisholm
Oyen Wiggs Green & Mutala	Craig Ash
Ridout And Maybee	Mitchell Charness
Stikeman Elliott	Jonathan Auerbach

MEXICO

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Olivares	Sergio Olivares, Daniel Sánchez, Rommy Morales, Alejandro Luna
Uhthoff, Gómez Vega & Uhthoff	Javier Uhthoff-Orive, Eugenio Perez
2 Basham Ringe y Correa	Claudio Ulloa, Adolfo Athié
Becerril, Coca & Becerril, S.c.	Octavio Espejo Hinojosa, Mariana Gonzalez
EXCELLENT	
Calderon & De la Sierra	César Ramos, Araceli Juárez
Clarkemodet Mexico	Patricia Conelly, Sharemy Gómez
Dumont	Victor Garrido, Angelica Dominguez, Laura Collada
Panamericana De Patentes y Marcas	Andrés Esteva
HIGHLY RECOMMENDED	
Arochi & Lindner	Jorge Mier y Concha
AVA	Tomas Arankowsky
Axkati Legal	Martin M. Pereyra
Bip Legal	Leticia Natividad, Jorge Arteaga
Breakthrough Ip Intelligence	Sarita Mosqueda
Bufete Soni	Mariano Soni
Gonzalez Rossi Abogados	Alejandro Gonzalez
Goodrich Riquelme y Asociados	Enrique Diaz, Juan Suarez
Iberbrand	Diego González Rossi, Marcelo Blanco, Andrés Ruiz
Méndez + Cortes Abogados	Emmanuel G. Cortés, Luis Marquez, Hilda Cepeda
RECOMMENDED	
Baker McKenzie	Fernando Robles
Beltrán Fortuny & Beltrán Rivera S.C.	Rafael Beltrán Rivera
BGAL Asociados	Veronica Garcia
C&L Attorneys	Ana Castañeda
Gonzalez Calvillo	Pablo Hooper
Herrero & Asociados	Karla Islas
Mcoy Abogados	Alejandro Cardenas
Nerubay	Emilio Torres Medina, Alejandro Hernandez Ramirez
Santamarina Y Steta	José Pablo Pérez Zea
VALUABLE PRACTICE	
Alegria Martínez & Fernández Wong	Abraham Alegria, Sergio Gutiérrez
Cordova Campos & Calderón	Carlos Trujillo, Gustavo Campos, Erika Córdova
COREip	Jorge Gomez
Giro Martinez	Karla Vázquez
Müggenburg, Gorches y Peñalosa, S.C.	Esteban Gorches, Ana Esther Urquizo
Noriega + Escobedo Abogados	Alfredo Rangel
Ortiz Monasterio Marcas Y Patentes	Fernanda Ortiz Monasterio

IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Arochi & Lindner	Heidi Lindner, Roberto Arochi
Basham Ringe y Correa	Eduardo Kleinberg, Adolfo Athié, Claudio Ulloa, Juan Carlos Hernandez, Eduardo Castañeda, Mariana Vargas
Olivares	Daniel Sánchez, Alejandro Luna F., Sergio Olivares, Rommy Morales
Uhthoff, Gómez Vega & Uhthoff	Saul Santoyo Orozco, Xavier Hadad
EXCELLENT	
Becerril, Coca & Becerril, S.c.	Juan Carlos Amaro, Carlos Hernandez
Calderon & De la Sierra	Carlos Pérez de la Sierra, Alberto Huerta Bleck
Dumont	Israel Escobedo, Laura Collada
Méndez + Cortes Abogados	Jose Juan Mendez, Emmanuel G. Cortés, Oscar Hurtado
Panamericana De Patentes Y Marcas	Miguel Esteva
HIGHLY RECOMMENDED	
1 Goodrich Riquelme y Asociados	Enrique Diaz, Guillermo Sosa
Axkati Legal	Alfredo Pineda, Manuel Augusto Pérez
Hogan Lovells	Bernardo Herrerias
Müggenburg Gorches Y Peñalosa	Esteban C. Gorches G., Ana Esther Urquiza
Tmi Abogados	Kiyoshi Tsuru
2	
AVA	Tomas Arankowsky
Baker McKenzie	Fernando Robles, Marina Hurtado Cruz
Bgbg - Bello, Gallardo, Bonequi Y Garcia, S.c.	Jonathan Rangel
Bip Legal	Leticia Natividad, Jorge Arteaga
Bufete Soni	Mariano Soni, Miguel Ortiz
Iberbrand	Ana Laura Vargas, Samantha González, Christian Nava, Michel Obscura, Ana Cisneros
Solórzano Linaldi	Guillermo Solorzano, Eréndira Frías, Christian Parra
RECOMMENDED	
BGAL Asociados	Inti Alva, Veronica Garcia
Bgw Legal	Isaac Guakil
C&L Attorneys	Jorge León
COREip	Jorge Gomez
Els - Peñalosa + Donnadiou	Jean Yves Penalosa



MEXICO

Gm Attorneys At Law	Gerardo A. Magaña Adame
Malpica, Iturbe, Buj Y Paredes	Alvaro Huerta Gonzalez
Mcoy Abogados	Alejandro Cardenas
Noriega + Escobedo Abogados	Alfredo Rangel
Regalado & Galindo	Oliver Galindo
Specific Ip	Gilberto Sánchez
Von Wobeser Y Sierra	Rupert Hüttler, Patricia Kaim
VALUABLE PRACTICE	
Alegria Martínez & Fernández Wong	Sergio Gutiérrez, Abraham Alegría
Arias Charrua Masias & Prum	Oscar Arias, Elias Charrua
Beltrán Fortuny & Beltrán Rivera S.C.	Rafael Beltrán Rivera
Breakthrough Ip Intelligence	Pablo Fuentes
Caype Abogados	Eduardo Ostos
Clarkemodet Mexico	Claudia Márquez, Roman Soto
Cuesta Campos	Mauricio Chozas
Cuesta Llaca Esquivel	Gaston Esquivel
Gonzalez Calvillo	Pablo Hooper, Alberto Pliego
Gonzalez Rossi Abogados	Alejandro Gonzalez
Ibarra, Del Paso y Gallego	Juan Manuel Álvarez del Castillo
Jalife Caballero & Asociados	Mauricio Jalife
Jáuregui y Del Valle	Israel Ledesma Meléndez
Mijares, Angoitia, Cortés y Fuentes	Alejandro Diaz
Nerubay	Alejandro Hernández, Emilio Torres
Ortiz Monasterio Marcas Y Patentes	Fernanda Ortiz Monasterio
Pérez Correa González	Mike Margáin
Rlos Abogados	Agustín Ríos, Joseef Saldaña
Santamarina y Steta	José Pablo Pérez Zea

REGALADO & GALINDO, ABOGADOS: EFFICIENT, FAST SERVICE WITH A CREATIVE TOUCH



Oliver Galindo Ávila

Key figure(s): Oliver Galindo Ávila
Established: 2012

Track record: Regalado & Galindo has a strong focus on intellectual property litigation and trademark prosecution. The firm recently gained recognition for having participated in several cases that reached the Supreme Court of Justice and established binding precedents for the invalidation of trademarks. Clients include American Tower, Grupo Autofin and CBD Life.

Team & differentiation: The firm maintains a close relationship with its clients, who obtain prompt and efficient attention to their queries. The high-level team provides important opinions on cannabis-related regulatory issues and asset liability. Oliver Galindo has more of 20 years of experience in intellectual property, regulatory law and administrative litigation.

ENFORCEMENT & ANTI-COUNTERFEITING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Arochi & Lindner	Roberto Arochi, Leslie Flores
Basham Ringe y Correa	Adolfo Athié, Eduardo Kleinberg, Eduardo Castañeda
Uthhoff, Gómez Vega & Uthhoff	Saul Santoyo Orozco, Xavier Hadad
EXCELLENT	
1 Jáuregui y Del Valle	Israel Ledesma Meléndez
2 Becerril, Coca & Becerril, S.c.	Juan Carlos Amaro
Dumont	Israel Escobedo, Laura Collada
Olivares	Abraham Diaz, Alonso Camargo, Armando Arenas
HIGHLY RECOMMENDED	
Baker McKenzie	Carlos Davila-Peniche, Fernando Robles-Pesqueira
Bgbg - Bello, Gallardo, Bonequi Y García, S.c.	Jonathan Rangel
Bip Legal	Leticia Natividad, Jorge Arteaga
C&L Attorneys	Jorge León
Calderon & De la Sierra	Carlos Pérez de la Sierra, Miguel Angel Merino
Iberbrand	Ana Laura Vargas, Diego González Rossi
Jalife Caballero & Asociados	Mauricio Jalife, Joel Garrido
Müggenburg Gorches Y Peñalosa	Esteban C. Gorches G., Ana Urquizo
Tmi Abogados	Kiyoshi Tsuru, Irely Aquique

BASHAM: COMMITTED TO THE CLIENT'S BUSINESS PRIORITIES



Eduardo Kleinberg

Key figure(s): Eduardo Kleinberg, Adolfo Athié, Juan Carlos Hernández, Claudio Ulloa and Eduardo Castañeda
Established: 1912

Track record: Known for its trademark and patent prosecution capabilities, as well its IP litigation expertise related to cancellations, infringements, enforcement and counterfeiting of trademarks and copyrights. Basham also advises on the implementation of local data-protection legislation, national and international transfers of personal data, cybersecurity regulations and IT contracts.

Team & differentiation: With a multidisciplinary in-house team consisting of lawyers, patent attorneys, and chemists, biologists, translators and engineering experts, the firm ensures a comprehensive vision from a technical, regulatory and legal point of view, Basham is a one-stop IP rights protection shop.

BECERRIL, COCA & BECERRIL: ASSERTIVE STRATEGY FOR SOPHISTICATED CASES



Juan Carlos Amaro

Key figure(s): Juan Carlos Amaro, Octavio Espejo, Mariana González, Carlos Hernández and Victor Adames
Established: 1969

Track record: The firm has achieved major recognition in patent and trademark prosecution and litigation strategy, with a high success rate due to the experience and deep expertise of its professionals who represent multinational pharmaceutical, luxury apparel, consumer goods, tire, automobile, pneumatics, chemicals, technology and food companies etc.

Team & differentiation: BC&B's undeniable quality and client service have seen it become a prominent intellectual property firm which is capable of creating and developing distinctive services to meet clients' most complex needs. Juan Carlos Amaro has more than 20 years' experience. He has represented local and foreign clients in more than 500 litigation cases.



Our analysis

**OLIVARES:
CONSOLIDATED IP FIRM**



Sergio L. Olivares Jr

Key figure(s): Sergio L. Olivares Jr, Daniel Sánchez, Abraham Díaz, Alonso Camargo, Victor Ramirez, Armando Arenas, Gustavo Alcocer, Luis C. Schmidt, Rommy Morales, Jaime Rodríguez and Alejandro Luna

Established: 1969

Track record: The firm focuses on copyright, litigation, regulatory, anti-counterfeiting, plant variety protection, domain names, digital rights and internet-related matters. Its civil and commercial litigation and advisory expertise ideally complements its IP advisory services. Clients come from the pharmaceutical, food & drink, hospitality, consumer goods and consumer products sectors.

Team & differentiation: The team has a track record of continual success, setting precedents in patent, trademark and copyright law in Mexico. Its patent team has extensive experience in chemistry, nanotechnology, electronics, biotechnology, bio-informatics, software and mechanics and works with engineers and technical experts across Latin America. The firm is home to 11 partners and 54 associates, in addition to other professionals.

**DUMONT:
IP AND IT SPECIALISTS**



Laura Collada

Key figure(s): Laura Collada, Christian Thomae, Victor Garrido and Israel Escobedo

Established: 1940

Track record: Dumont is made up of highly experienced attorneys and technicians who specialize in the processing and registration of intellectual property. The firm concentrates its work on patents, trademarks, copyright, IP litigation, data protection, compliance and civil and commercial law, with an emphasis on utility models, industrial designs and distinctive signs.

Team & differentiation: The firm is led by five partners, all of whom have extensive experience in the pharmaceutical, chemical, electronics, mechanical engineering, biotechnology and information technology sectors. Managing Partner Laura Collada's practice includes covering the full life-cycle of intellectual property rights, from consulting to filing, including the resolution of related disputes.

**UHTHOFF GOMEZ VEGA & UHTHOFF:
IP TEAM WITH A STORIED HISTORY**



Javier Uthhoff

Key figure(s): Javier Uthhoff, Connie González, Carlos Uthhoff, Eryck Castillo, Saúl Santoyo, Marcela Bolland, Eugenio Pérez and Xavier Hadad

Established: 1905

Track record: The firm specializes in trademark and patent prosecution and registration, copyright, entertainment law, regulatory law and litigation. With a wide network of associate firms, it helps clients secure protection for their IP rights in multiple jurisdictions around the world. Clients typically come from the cosmetics, automotive, telecoms and pharma sectors.

Team & differentiation: The firm provides a comprehensive, quality service to its clients, perfected over more than a century. Javier Uthhoff, who heads the patent department, has accrued significant experience representing numerous clients, mainly multinational companies, in the protection of different types of innovations. Connie Gonzalez, Eryck Castillo and Marcela Bolland lead the branding area.

**JAUREGUI Y DEL VALLE:
GUARANTEED EXPERIENCE AND KNOW-HOW**



Israel Ledesma

Key figure(s): Israel Ledesma and Luis Alberto Balderas Fernandez

Established: 1975

Track record: The firm has an IP practice which is widely admired throughout Mexico. It provides in-depth analysis in trademark, copyright and patent matters and has broad expertise in litigation and battling counterfeiting. The firm also has deep experience of media & entertainment matters. Clients include the History Channel, Total Play, A&E entertainment and Genomma Lab.

Team & differentiation: The team is skilled at defense of copyright, enforcement and litigation matters. Israel Ledesma heads the IP team and has almost fifteen years' experience representing national and international companies before the Mexican authorities. He is a proactive figure in copyright legislation and an authorized arbitrator of the Mexican Copyright Office.

**IBERBRAND:
CREATIVE AND STRATEGIC APPROACH**



Diego González Rossi

Key figure(s): Diego González Rossi, Ana Laura Vargas, Gilberto Martínez, Francisco Capetillo and Marcelo Blanco

Established: 2011

Track record: The firm specializes in the registration, protection and enforcement of IP assets and puts its remarkable legal knowledge and creative and innovative strategy at the service of clients in Mexico, Latin America and the Caribbean. Its list of clients includes biochemical, electronics, automotive, fashion and jewelry, social media and technology companies.

Team & differentiation: Iberbrand's litigation department has broad expertise in all kinds of IP matters, with Diego G. Rossi taking a personal involvement in the most complex matters the firm handles, ensuring the highest quality standards. Marcelo Blanco has more than 15 years' experience in the prosecution of patents, utility models, industrial designs and plant varieties.

**SPECIFIC IP:
THRIVING IP BOUTIQUE**



Gilberto Sánchez

Key figure(s): Gilberto Sánchez

Established: 2017

Track record: Specific IP offers comprehensive services in copyright, administrative litigation, industrial property litigation and Amparo proceedings. It maintains active alliances with leading industrial property firms in Europe, Asia, Oceania, Africa, United States, Canada and Latin America. Clients mainly come from the automotive, construction, financial and pharmaceutical sectors.

Team & differentiation: The team makes a point of translating the complex world of IP into something easily understandable for clients, providing effective, practical and useful solutions. Gilberto Sanchez has more than 20 years' experience as an attorney specializing in intellectual property. He previously worked at the Mexican Institute of Industrial Property (IMPI) for several years.

Our analysis

RIOS: EFFICIENT AND PRACTICAL SOLUTIONS



Agustín Ríos

Key figure(s): Agustín Ríos and Fátima Cambronero
Established: 1999

Track record: The firm is well versed in litigation related to copyright, in addition to domain name recovery issues. The IP team's scope includes trademarks and patents, enforcement, data protection, media & entertainment and copyright. It provides services to clients in the entertainment, finance, tourism, cosmetics and construction sectors mainly.

Team & differentiation: Founding partner Agustín Ríos, who handled the first domain name litigation and the first criminal complaint for computer crime in Mexican history, heads the practice alongside Fátima Cambronero. With over 22 years' experience in the field, the Mexico City firm specializes in information law, corporate law, intellectual property, copyright and litigation.

AROCHI & LINDNER: OUTSTANDING IP TRACK RECORD



Roberto Arochi

Key figure(s): Roberto Arochi, Heidi Lindner and Jorge Mier y Concha
Established: 1994

Track record: The firm distinguishes itself via an exceptional understanding of commercial imperatives. It has developed a tenacious IP practice praised for its technical and litigation skills in trademarks, patents, copyrights, enforcement, life sciences and advertising. Clients are drawn from sectors such as information technology, entertainment, pharmaceuticals and luxury goods.

Team & differentiation: The team has a deep understanding of the needs of clients and designs creative strategies to fulfill them. Roberto Arochi has more than 40 years' experience in the IP field, with particular expertise in anti-counterfeiting enforcement. Heidi Lindner is considered a patent litigator of reference in life sciences, while Jorge Mier y Concha has specific skills related to design litigation and copyright.

METHODOLOGY



The criteria are:

- Recognition & reputation of the firm in its market
- Team size at partner and senior associate level; seniority and track record of partners
- Nature, quality and volume of matters handled by the firm
- Prestige, diversity and internationalization of the firm's client base
- Recent team expansions that have proved demonstrably successful

In the course of our research, we gather detailed information from diverse sources:

Law firms: through questionnaires and interviews, our team gets first-hand information about a firm's history, positioning, expertise and recent activity.

Clients: we solicit the feedback of several thousand General Counsel, CFOs, Tax Managers and CEOs of domestic and multinational companies through anonymous questionnaires, meetings and phone interviews.

Qualified third-parties: we collect the opinion of professionals who are neither clients nor competitors, such as: investment bankers, accountants, arbitrators, expert witnesses.

Peer-review: We ask lawyers for their feedback on their local market and who they recommend when facing a conflict of interest. We also collect their opinion on lawyers they have worked with in other jurisdictions.



LIFE SCIENCES: REGULATORY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
Baker McKenzie	Christian Lopez-Silva
Hogan Lovells	Ernesto Algaba Reyes
HIGHLY RECOMMENDED	
Cms Woodhouse Lorente Ludlow	Mauricio Gómez
Galicia Abogados	Bernardo Martínez-Negrete
Ibarra, Del Paso Y Gallego	Juan Manuel Álvarez del Castillo, Adrián Del Paso
Olivares	Alejandro Luna F
Solórzano Linaldi	Luis Armando López Linaldi, Eréndira Frías
RECOMMENDED	
Arochi & Lindner	Hedwig Lindner, Cristobal Mariscal, Celmira Sanchez
Basham Ringe y Correa	Claudio Ulloa
Creel, García-Cuéllar, Aiza y Enríquez	Guillermo Govea
Gonzalez Calvillo	Enrique Muñoz Guízar
Mañon Quintana	Julio Copo
Sanchez Devanny	Juan Luis Serrano-Leets
Santamarina y Steta	Alejandro Luna Arena
Uhthoff, Gómez Vega & Uhthoff	Eugenio Perez, Javier Uhthoff-Orive

CANNABIS: REGULATORY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
Aguinaco Abogados	Andrés Aguinaco
Hogan Lovells	Juan Francisco Torres Landa, Cecilia Stahlhut
HIGHLY RECOMMENDED	
Arochi & Lindner	Cristobal Mariscal, Celmira Sanchez, Jose Antonio Arochi
Baker McKenzie	Christian Lopez-Silva
Ibarra, Del Paso Y Gallego	Juan Manuel Álvarez del Castillo, Adrián Del Paso
Mañon Quintana	Julio Copo
Olivares	Alejandro Luna F, Ingrid Ortiz
Santamarina Y Steta	Alejandro Luna Arena
Solórzano Linaldi	Guillermo Solorzano, Luis Armando López Linaldi
RECOMMENDED	
Arias, Charua, Macias & Prum	Erick Alberto Hidalgo Velasco, Oscar Arias Corona
Basham Ringe y Correa	Juan Jose Lopez De Silanes, Juan Carlos Serra, Jesús Colunga
Sanchez Devanny	Juan Luis Serrano-Leets, José Alberto Campos Vargas
Von Wobeser Y Sierra	Javier Lizardi, Luis Miguel Jiménez

INNOVATION, TECHNOLOGY & TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Bello, Gallardo, Bonequi Y García, S.c.	Carlos Díaz Sobrino, Carlos A. Bello-Hernandez
2 Acedo Santamarina	Andres Acedo, Enrique Lopez, José Luis Mejía
EXCELLENT	
1 Hogan Lovells	Federico Hernandez
2 Calderon & De la Sierra	Luis Mario Lemus
Gonzalez Calvillo	Luis Felipe Mancera de Arrigunaga, Jorge Mondragon, Juan Carlos Peraza
HIGHLY RECOMMENDED	
1 Dentons Lopez Velarde	Sergio Legorreta
Olivares	Abraham Diaz, Daniel Sánchez, Gustavo A. Alcocer
Ruiz Moreno y Asociados	Ivan Ruiz Moreno
2 Baker McKenzie	Carlos Vela-Treviño
Basham Ringe y Correa	Daniel Del Rio, Adolfo Athié, Ricardo Lan
Holland & Knight	Luis Rubio Barnetche, Octavio Lecona Morales
Lexel Abogados	Genaro Fernandez, Jesus Martinez
Lex Informática Abogados	Joel Gomez
Rios Ferrer Guillen-Llarena Trevino Y Rivera S.	Ricardo Rios Ferrer
Robles Miaja Abogados	Rafael Robles Miaja
Sesma Sesma & Mcneese	Carlos M. Sesma
Solórzano Linaldi	Guillermo Solorzano
Soria Abogados	Gerardo Soria, Diana Nuñez
Uhthoff, Gómez Vega & Uhthoff	Javier Uhthoff-Orive, Eugenio Perez
White & Case	Enrique Espejel
RECOMMENDED	
Arochi & Lindner	Roberto Arochi
Bufete Quijano	Clara Luz Alvarez
DLA Piper Mexico	Eduardo Gallastegui Armella
ECIJA Mexico	Ricardo Chacon, Joaquin Rodriguez
García Herrera, Valdez & Asociados	José Antonio García Herrera
Jones Day	Guillermo Larrea
Jáuregui y Del Valle	Israel Ledesma Meléndez
Malpica, Iturbe, Buj Y Paredes	Alvaro Huerta Gonzalez, Rodrigo Buj García
Mijares, Angoitia, Cortés y Fuentes	Francisco Fuentes
Nader Hayaux & Goebel	Julian Garza
Nereo Legal	Patricio Gonzalez, Jorge Montalvo
Rlos Abogados	Agustín Ríos, Fátima Cambronero
Santamarina y Steta	Jorge Leon-Orantes
Valencia Consulting	Carlos R. Valencia

BGBG: FAST AND ACCURATE RESPONSE TO CLIENTS' NEEDS



Carlos Bello

Key figure(s): Carlos Bello, Héctor Guzmán, Rolando Guevara, Carlos Díaz, Jonathan Rangel and Romeo Chora

Established: 2001

Track record: BGBG maintains a leading position in the Mexican market in the area of TMT, data protection, privacy and eSports. It is highly specialized in satellites and MVNOs and has vast experience advising automotive companies. The firm excels at IP rights protection. Clients appreciate the IP team's willingness to provide a timely response to their issues.

Team & differentiation: The team provides its clients with comprehensive advice, adding value to their businesses and creating synergies with other sectors. Its TMT practice has four partners, reflecting its high level of specialization. In 2022 the team added Romeo Chora to lead the patent team and boost the litigation department's patent infringement capabilities.



DATA PROTECTION & CYBERSECURITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Bello, Gallardo, Bonequi Y García, S.c.	Hector E. Guzman-Rodriguez, Carlos J. Díaz
Davara Abogados	Isabel Davara
2 Basham Ringe y Correa	Adolfo Athié, Renata Buerón
Calderon & De la Sierra	Luis Mario Lemus, Carla Beltrán
EXCELLENT	
1 Axkati Legal	Rosa Maria Franco
Lex Informática Abogados	Joel Gomez, Omar Soto
Ríos Abogados	Agustín Ríos, Fátima Cambroneró
2 Baker McKenzie	Carlos Vela-Treviño
Bufete Soni	Mauricio Hernandez
Novus Concilium	Juan Luis Hernandez Conde
Olivares	Abraham Diaz, Gustavo A. Alcocer
HIGHLY RECOMMENDED	
Bufete Quijano	Carmen Quijano
Gonzalez Calvillo	Jorge Mondragon, Alfredo Chávez, Lucía Fernández, Patricio Martínez
Jáuregui y Del Valle	Israel Ledesma Meléndez
LEXINF	Alfredo Reyes, Cynthia Solis
ProtDataMx	Cristos Velasco
RECOMMENDED	
Arochi & Lindner	David Quezada
Becerril, Coca & Becerril, S.c.	Emilio Garate
Cannizzo, Ortiz Y Asociados	Stefano Amato, Enrique García
ECIJA Mexico	Joaquin Rodriguez
Hogan Lovells	Ana Paula Rumualdo
Jones Day	Guillermo Larrea
Lexel Abogados	Genaro Fernandez, Jesus Martinez
Lopez Luna Abogados	Paulo López Luna
Nerubay	Alejandro Hernández
Ortiz Monasterio Marcas Y Patentes	Fernanda Ortiz Monasterio
Rapa - Ruiz Ahumada Palazuelos	Bernardo Espinosa Aranda
Solórzano Linaldi	Luis Armando López Linaldi
Tmi Abogados	Kiyoshi Tsuru



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USA

INVESTMENTS & EXITS

Best Venture Capital Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Benchmark	Jeff Benck
Founders Fund	Peter Thiel, Brian Singerman, Keith Rabois
Sequoia Capital	Douglas Leone, Jim Goetz, Roelof Botha, Alfred Lin
EXCELLENT	
Accel	Andrew Braccia, Sameer Gandhi
Andreessen Horowitz	Jeff Jordan, Ben Horowitz, Chris Dixon
Felicis Ventures	Aydin Senkut
Kleiner Perkins	John Doerr, Mamoon Hamid, Brook Byers
Thrive Capital	Josh Kushner
Union Square Ventures	Fred Wilson
HIGHLY RECOMMENDED	
Battery Ventures	Russell Fleischer
Emergence Capital	Gordon Ritter
FirstMark Capital	Amish Jani
GGV Capital	Glenn Solomon, Hans Tung, Jeff Richards
Greenoaks Capital	Neil Mehta
Greylock Partners	Jacob Andreou, Asheem Chandna
Khosla Ventures	Vinod Khosla
Mayfield	Kenneth Mayfield, Navin Chaddha
Redpoint Ventures	Satish Dharmaraj, Scott Raney
Ribbit Capital	Micky Malka
RECOMMENDED	
Addition	Lee Fixel
First Round Capital	Rob Hayes, Bill Trenchard, Chris Fralic
Founder Collective	David Frankel
Index Ventures	Shardul Shah, Mike Volpi
Lightspeed Venture Partners	Ravi Mhatre
New Enterprise Associates	Forest Baskett, Scott Sandell, Tony Florence
Pear VC	Pejman Nozad
Softbank Vision Fund	Rajeev Misra
Spark Capital	Pravin Patel
Tiger Global Management	Chase Coleman

IT & OUTSOURCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Gibson, Dunn & Crutcher	Stephen Nordahl, William Peters
Mayer Brown	Rebecca Eisner, Daniel Masur, Brad Peterson, Paul Roy
Morgan Lewis	Barbara Melby
Pillsbury Winthrop Shaw Pittman	Aaron Oser, James Alberg
EXCELLENT	
Baker McKenzie	Samuel Kramer, Michael Mensik
Hunton Andrews Kurth	Randall Parks, Jeffrey Harvey
Kirkland & Ellis	Neil Hirshman, Gregg Kirchhoefer
Loeb & Loeb	Akiba Stern, Kenneth Adler
McDermott Will & Emery	Jason Krieser, David Guedry
Morrison & Foerster	Vivian Hanson
WilmerHale	Robert Finkel
HIGHLY RECOMMENDED	
DLA Piper	Vincent Sanchez
Hogan Lovells	Audrey Reed, Zenas Choi
Kilpatrick Townsend & Stockton	Joshua Ganz, Amanda Witt
Latham & Watkins	JD Marple
Proskauer Rose	Jeffrey Neuburger
Venable	James Nelson
White & Case	Jost Kotthoff
Wiggin and Dana	Mark Heaphy
RECOMMENDED	
Bracewell	Jeffrey Andrews
Eversheds Sutherland	Peter Quittmeyer, Robert Pile
Foley & Lardner	James Kalyvas
Jones Day	Mauricio Paez
K&L Gates	Susan Altman, Shannan Frisbie
Kelley Drye & Warren	Michael Ryan
McGuireWoods	Rakesh Gopalan
Nelson Mullins Riley & Scarborough	Geoffrey Vickers, Jason Epstein
Skadden, Arps, Slate, Meagher & Flom	Stuart Levi



PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Fenwick & West	Michael Farn
Finnegan, Henderson, Farabow, Garrett & Dunner	Mark Sweet, Jill MacAlpine
Fish & Richardson	John Hayden
Knobbe Martens	Gerard von Hoffmann, Salima Merani
Sterne, Kessler, Goldstein & Fox	Tracy-Gene Durkin, Jason Eisenberg, Michael Ray
EXCELLENT	
Baker Botts	Robert Scheinfeld
Banner Witcoff	Chunhsi Mu
Foley & Lardner	Michele Simkin, Meng Pua
Kilpatrick Townsend & Stockton	Wab Kadaba
Schwegman Lundberg & Woessner	Andre Marais
Sughrue Mion	Sunhee Lee, Brian Hannon, Bruce Kramer
Wolf, Greenfield & Sacks	Timothy Oyer
HIGHLY RECOMMENDED	
Cantor Colburn	Leah Reimer
Jones Day	Anthony Insogna
McDermott Will & Emery	Ahsan Shaikh
Morgan, Lewis & Bockius	Louis Beardell, Dion Bregman
Morrison & Foerster	Michael Ward
Oblon, McClelland, Maier & Neustadt	Phillippe Signore
Perkins Coie	Stephen Bishop
WilmerHale	Joseph Haag, Emily Whelan
RECOMMENDED	
1 Baker McKenzie	Mackenzie Martin
Dentons	Robert Hanson, Brian Ho
Eversheds Sutherland	Peter Pappas
Pillsbury Winthrop Shaw Pittman	Jack Barufka
2 Alston & Bird	Jason Cooper
Bookoff Mcandrews	Les Bookoff, Roland McAndrews
Cooley	Ivor Elrifi

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Desmarais	Edward Geist
Finnegan, Henderson, Farabow, Garrett & Dunner	Charles Lipsey, John Williamson
Kirkland & Ellis	Leora Ben-Ami, Adam Alper, Amanda Hollis
Latham & Watkins	David Callahan, Douglas Lumish
Quinn Emanuel Urquhart & Sullivan	Deepa Acharya, Anthony Alden, Carl Anderson
WilmerHale	William Lee, Donald Steinberg
2 Fish & Richardson	Kurt Glitzenstein
Gibson, Dunn & Crutcher	Wayne Barsky, Mark Reiter, Josh Krevitt
Irell & Manella	Morgan Chu
Paul Hastings	Bruce Wexler, Yar Chaikovsky
Williams & Connolly	David Berl, Bruce Genderson, Thomas Selby
EXCELLENT	
DLA Piper	Mark Fowler, Sean Cunningham
Jones Day	Anthony Insogna, Dave Maiorana
McKool Smith	Steven Rizzi, Blair Jacobs
Weil, Gotshal & Manges	Elizabeth Weiswasser, Edward Reines, Brian Ferguson
Winston & Strawn	David Enzminger, George Lombardi
HIGHLY RECOMMENDED	
Arnold & Porter	Matthew Wolf, Jennifer Sklenar
Baker Botts	Barton Showalter
Cooley	Stephen Smith, Heidi Keefe
Covington & Burling	Michael Plimack
Cravath, Swaine & Moore	Keith Hummel, David Marriott
Goodwin	Daryl Wiesen
Keker, Van Nest & Peters	Robert Van Nest
McDermott Will & Emery	William Gaede
Morrison & Foerster	Michael Jacobs, Richard Hung
Orrick, Herrington & Sutcliffe	Jared Bobrow
Paul, Weiss, Rifkind, Wharton & Garrison	Catherine Nyarady, Crystal Parker
Perkins Coie	Shannon Bloodworth
Sidley Austin	Thomas Rein
Venable	Scott Reed, Dominick Conde
RECOMMENDED	
Durie Tangri	Daralyn Durie
Knobbe Martens	Steven Nataupsky
Mayer Brown	Lisa Ferri
Morgan, Lewis & Bockius	Louis Beardell, Eric Kraeutler
Norton Rose Fulbright	Charles Walker
O'Melveny & Myers	Ryan Yagura
Ropes & Gray	Andrew Thomases
VALUABLE PRACTICE	
Akin Gump Strauss Hauer & Feld	Steve Maslowski
Alston & Bird	Michael Newton
Baker & Hostetler	Daniel Goettle, Kevin Kirsch
Dechert	Martin Black, Jeffrey Plies
Dentons	Brian Ho, Mark Hogge
Fenwick & West	Michael Sacksteder
Hogan Lovells	Celine Crowson
Hunton Andrews Kurth	Michael Oakes
Kasowitz Benson Torres	Jonathan Waldrop
Kilpatrick Townsend & Stockton	Wab Kadaba
Milbank	David Gindler



PHARMACEUTICALS & BIOTECH

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cooley	Barbara Kosacz, Ivor Elrifi
Covington & Burling	John Hurvitz, Denise Esposito
Goodwin Procter	Kingsley Taft, Mitchell Bloom
EXCELLENT	
Arnold & Porter	Allison Shuren, Daniel Kracov
Hogan Lovells	Lauren Colton, Janice Hogan, Philip Katz, Randy Prebula
King & Spalding	Nikki Reeves, Mark Polston, Mark Brown
Latham & Watkins	Cheston Larson, Mark Roeder, Judith Hasko
Ropes & Gray	Gregory Levine, Michael Beauvais
Sidley Austin	Scott Bass
WilmerHale	Stuart Falber, Lisa Pirozzolo
HIGHLY RECOMMENDED	
Dechert	Andrea Reid, David Rosenthal, Mélanie Thill-Tayara
DLA Piper	Andrew Gilbert, Matthew Holian
Finnegan, Henderson, Farabow, Garrett & Dunner	Charles Lipsey
Kirkland & Ellis	James Hurst, Jay Lefkowitz
Morgan, Lewis & Bockius	Jeffrey Mann, Michael Abernathy, Alan Leeds, Kathleen Sanzo
Morrison & Foerster	Michael Ward
Paul Hastings	Isaac Ashkenazi, Gary Giampetruzzi
Weil, Gotshal & Manges	Michael Epstein, Edward Reines, Elizabeth Weiswasser
Wilson Sonsini Goodrich & Rosati	Kenneth Clark, Casey McGlynn
RECOMMENDED	
Fenwick & West	Matthew Rossiter, Melanie Mayer, Stefano Quintini
Jones Day	Anthony Insogna, Tamera Weisser
Mayer Brown	James Ferguson, Joseph Mahoney, Reb Wheeler
McDermott Will & Emery	Kristian Werling, Stephen Bernstein
Norton Rose Fulbright	Stacey Martinez, Debbi Johnstone
O'Melveny & Myers	Richard Goetz, Lisa Pensabene, Scott Elliott, Ross Galin
Proskauer Rose	Robert Cantone, Fangli Chen, Daryn Grossman, Siegmund Gutman
Reed Smith	Melissa Geist
Skadden, Arps, Slate, Meagher & Flom	John Beisner

PRODUCT LIABILITY: PHARMACEUTICALS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Arnold & Porter	Anand Agneshwar, Arthur Brown, Daphne O'Connor
Williams & Connolly	Joseph Petrosinelli, Heidi Hubbard
2 Dechert	Sheila Birnbaum, Mark Cheffo
DLA Piper	Christopher Campbell, Brooke Kim
Goldman Ismail Tomaselli Brennan & Baum	Tarek Ismail, Joe Tomaselli Jr
King & Spalding	Bruce Hurley
Reed Smith	Melissa Geist, Michael Brown, Robert Roth
Venable	Kathleen Hardway, Jason Rose, Bruce Parker
EXCELLENT	
1 Greenberg Traurig	Lori Cohen, Marcella Ducca, Victoria Lockard, Sara Thompsom, Ginger Pigott
Troutman Pepper Hamilton Sanders	Nina Gussack
2 Bartlit Beck	Jason Peltz
Shook, Hardy & Bacon	Alicia Donahue, Robert Adams, Eric Anielak
Sidley Austin	Heidi Levine, Debra Pole
HIGHLY RECOMMENDED	
Bowman And Brooke	Kim Schmid, Randall Christian
Butler Snow	Alyson Jones
Covington & Burling	Michael Imbroscio, Phyllis Jones
Hughes Hubbard & Reed	Robb Patryk, James Fitzpatrick
Morgan, Lewis & Bockius	Paul Zevnik
Morrison & Foerster	Erin Bosman
Norton Rose Fulbright	Steven Jansma, D'Lesli Davis
Skadden, Arps, Slate, Meagher & Flom	John Beisner
RECOMMENDED	
FaegreDrinker Biddle & Reath	Daniel Carroll
Goodwin Procter	Mitchell Bloom, Kingsley Taft, Stuart Cable
Hogan Lovells	Lauren Colton
Jones Day	Stephanie Parker
Kirkland & Ellis	Mike Brock
Mayer Brown	Daniel Ring, Michael Olsen, Henninger Bullock
McGuireWoods	Diane Flannery
O'Melveny & Myers	Steve Brody, Sabrina Strong, Matt Powers
Tucker Ellis	Mollie Benedict
Winston & Strawn	Andrew Tauber

**HEALTHCARE****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
King & Spalding	Jim Boswell, Mark Polston
McDermott Will & Emery	Eric Zimmerman
Ropes & Gray	Deborah Gersh, Timothy McCrystal
EXCELLENT	
1 Hogan Lovells	Sheree Kanner
2 Epstein Becker & Green	David Matyas, Amy Lerman, George Breen, Mark Lutes
Jones Day	James Dutro, Stephen Sozio
Latham & Watkins	Daniel Meron, Scott Shean
Manatt, Phelps & Phillips	William Bernstein
HIGHLY RECOMMENDED	
Baker, Donelson, Bearman, Caldwell & Berkowitz	Ashby Burks, Richard Cowart
Debevoise & Plimpton	Mark Goodman, Andrew Bab, Maura Monaghan, Paul Rubin
DLA Piper	Joshua Kaye
Foley & Lardner	Christopher Donovan, Judith Waltz
Hooper, Lundy & Bookman	Lloyd Bookman, Scott Kiepen, Charles Oppenheim, Katrina Pagonis, Devin Senelick
Reed Smith	Scott Hasselman
Sidley Austin	Jaime Jones, Paul Kalb
RECOMMENDED	
1 McGuireWoods	Amber Walsh
Mintz, Levin, Cohn, Ferris, Glovsky And Popeo	Karen Lovitch, Susan Berson
Polsinelli	Matthew Murer
2 Akin Gump Strauss Hauer & Feld	John Jacob, Robert Salcido
Alston & Bird	Mark Ray
Arent Fox	Lowell Brown, Stephanie Trunk
Bass, Berry & Sims	Angela Humphreys
Crowell & Moring	Christopher Flynn, Paul Mourning
Dentons	Kimberly Kerry
Greenberg Traurig	Nancy Taylor, David Peck
K&L Gates	Mary Beth Johnston, Limo Cherian
Morgan, Lewis & Bockius	Howard Young
Norton Rose Fulbright	Debbi Johnstone
Proskauer Rose	David Manko, Edward Kornreich
Sheppard, Mullin, Richter & Hampton	Eric Klein
VALUABLE PRACTICE	
Arnold & Porter	Daniel Kracov, Allison Shuren
Bakerhostetler	Robert Rupp, Christopher Swift
Faegre Drinker	Jeffrey Ganiban
Nixon Peabody	Peter Egan
Williams & Connolly	Enu Mainigi, Jennifer Wicht, Holly Conley

DATA PROTECTION & CYBERSECURITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Baker McKenzie	Brian Hengesbaugh, Lothar Determann
Hogan Lovells	Marcy Wilder, Harriet Pearson
Hunton Andrews Kurth	Lisa Sotto
Morrison & Foerster	Miriam Wugmeister
Orrick, Herrington & Sutcliffe	Doug Meal, Aravind Swaminathan, Heather Egan Sussman
2	
Cooley	Michael Rhodes, David Navetta, Matthew Brown, Travis LeBlanc
Covington & Burling	Stefanie Doebler, Anna Kraus
DLA Piper	Andrew Serwin
Venable	Emilio Cividanes, Stuart Ingis
EXCELLENT	
BakerHostetler	Theodore Kobus III
Debevoise & Plimpton	Luke Dembosky
Goodwin	Boris Segalis
Mayer Brown	Rajesh De
Reed Smith	Anthony Diana
Steptoe & Johnson	Juliya Arbisman
WilmerHale	Benjamin Powell, Kirk Nahra
ZwillGen	Marc Zwillinger
HIGHLY RECOMMENDED	
Akin Gump Strauss Hauer & Feld	Natasha Kohne, Michelle Reed
Cleary Gottlieb Steen & Hamilton	Daniel Ilan, Joon Kim, Jonathan Kolodner, Rahul Mukhi
Davis & Gilbert	Richard Eisert, Gary Kibel
Kelley Drye & Warren	Alysa Hutnik
Latham & Watkins	Jennifer Archie, Michael Rubin, Serrin Turner
Loeb & Loeb	Jessica Lee, James Taylor
Manatt, Phelps & Phillips	Scott Lashway, Donna Wilson
McGuireWoods	Andrew Konia
Perkins Coie	Janis Kestenbaum, Miriam Farhi
Pillsbury Winthrop Shaw Pittman	Brian Finch, Deborah Thoren-Peden
Proskauer Rose	Margaret Dale, Jeffrey Neuburger, Edward Kornreich
Seyfarth Shaw	Scott Carlson, John Tomaszewski
Sheppard, Mullin, Richter & Hampton	Craig Cardon, Liisa Thomas
Sidley Austin	Alan Raul
Wilson Sonsini Goodrich & Rosati	Christopher Olsen
RECOMMENDED	
Alston & Bird	Kimberly Kiefer Peretti
Arnold & Porter	Ronald Lee, Kenneth Chernof, Marcus Asner
Gibson, Dunn & Crutcher	Alexander Southwell
Hintze Law	Mike Hintze
Paul Hastings	Aaron Charfoos
McDermott Will & Emery	Michael Morgan, Mark Schreiber, Daniel Gottlieb
Ropes & Gray	Edward McNicholas, Edward Black

CENTRAL AMERICA

COSTA RICA

GENERAL IP

Best Venture Capital Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Zurcher IP	Harry Zürcher, Edgar Zurcher, Marco López
2 Arias	Luis Diego Castro, Simón Valverde, María del Pilar López
BLP	Giselle Reuben
EXCELLENT	
Epoint	Gabriela Bodden, Aaron Montero
Facio & Cañas	Milagro Chaves
IDEAS	Maricruz Villanea, Ana Cristina Arroyave Rojas
HIGHLY RECOMMENDED	
Consortium Legal	Fabiola Sáenz
Dentons Muñoz	Roy de Jesús Herrera
Divimark Abogados	Marianella Arias
Mmonivation	Andrés Hernandez, Ana Catalina Monge
RECOMMENDED	
BDO Legal Costa Rica	Gabriela Miranda
Colbs Estudio Legal	Sebastián Jiménez, Jessica Ward
ECIJA Costa Rica	Monserrat Soto
EY Law Central America	Hernán Pacheco
Hulbert Volio	Luis Esteban Hernandez
Jiménez & Pacheco	Sergio Jiménez, Alejandro Pacheco, Giselle Pacheco
Lexincorp	Arnoldo André
Nassar Abogados	María Lupita Quintero Nassar
Oller Abogados	Ricardo Vargas, Yaliam Jaime
Tactic Estudio Legal	Javier Escalante, Karla Villalobos

NICARAGUA

GENERAL IP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Guy José Bendaña Guerrero & Asociados	Guy Bendaña-Guerrero, Julián Bendaña-Aragon
EXCELLENT	
Alvarado & Asociados	Gloria María de Alvarado, Zayda Cubas
Arias	Gustavo-Adolfo Vargas
Bendaña & Bendaña	María José Bendaña-Guerrero
Estudio Caldera	Martha Lorena Zelaya, Karla Mejia
HIGHLY RECOMMENDED	
BLP	Orlando Cardoza
Central Law Nicaragua	Álvaro Molina Vaca
Dentons Muñoz	Edgard Torres, Mayra Navarrete
García & Bodán	Lía Incer Flores
RECOMMENDED	
Consortium Legal	Darliss Gordon
Latin Alliance Nicaragua	Ana Carolina Barquero
Nassar Abogados	Karen Bonilla Gaitán

PANAMA

GENERAL IP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Alfaro, Ferrer & Ramírez	Marissa Lasso de la Vega, Monique Ferrer
Estudio Benedetti	Ramon R. Benedetti, Audrey Williams, Diana Carolina Leandro, Ramon Benedetti Alemán
Icaza, González-Ruiz & Alemán	Gabriela Tejada de Britton, Moisés Rivera
EXCELLENT	
Guinard & Noriega	Luis Guinard Rennert, Vanessa Noriega
Cedeño & Méndez	Roberto Emilio Gómez Cedeño
Jimenez, Molino & Moreno	Edwin Molino, Cristina de Molino
Morgan & Morgan	Maria Eugenia Brenes, Allen Candanedo
HIGHLY RECOMMENDED	
Central Law	Yolianna Arosemena Benedetti, Tania Chen Guillén
Cld Legal	Nicole Pérez
Eproint Panama	Alexander Garcia Lopez
RECOMMENDED	
Arias, Fábrega & Fábrega	Melissa del Busto
Arosemena Noriega & Contreras	Shanina Contreras
Bufete Candanedo	Lizka Rodriguez
De Puy & Asociados	Miguel De Puy III, Delia Arosemena
Moran Ip	Hugo Morán R., Luz Hernandez
Pedreschl & Pedreschi	Ivette del C. Llerena
Tapia, Linares Y Alfaro	Anabel Gamallo

ENFORCEMENT & ANTI-COUNTERFEITING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
De Puy & Asociados	Miguel De Puy III, Delia Arosemena
Estudio Benedetti	Audrey Williams
Moran IP	Hugo Morán R.
HIGHLY RECOMMENDED	
Bralep & Co	Raul Zappi, Cesar Augusto Amaya
Cedeño & Méndez	Roberto Emilio Gómez Cedeño
Guinard & Noriega	Luis Guinard Rennert, Marta Almanza
Icaza, González-Ruiz & Alemán	Gabriela Tejada de Britton

SOUTH AMERICA

ARGENTINA

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
G. Breuer	Martín Guerrico
Marval O'Farrell & Mairal	Martín Bensadón, Cristián Bittel
EXCELLENT	
1 Berken IP	Alicia Alvarez Berkenwald, Ernesto Machicote, Pedro Berkenwald, Federico Ulled, Emilio Berkenwald
Clarkemodet Argentina	Maria Cecilia Aloise, Marcos Santivañez Vieyra, María Luisa Santa María
Palacio & Asociados	Mingo Palacio, Livia Carbonelli, Claudio Bence
2 Estudio Chaloupka	Claudia Serritelli, Brigida Verónica Kapovic, Nélica Soriano, Alejandro María Grande
Noetinger & Armando Abogados	Mariana Bullrich, Fernando Noetinger
Obligado & Cia	Federico Aulmann, Juan Martín Aulmann
Richelet & Richelet	Gastón Richelet, Ricardo Richelet III
HIGHLY RECOMMENDED	
Ferrer Reyes, Tellechea & Bouché	Santiago Ferrer Reyes, Julia Elena Tellechea, Diego Bouché
Ojam Bullrich Flanzbaum	Juan Carlos Ojam, Mercedes Bullrich, Raquel Flanzbaum
RECOMMENDED	
Baker McKenzie	Bernard W. Malone, Ana Paula Gallardo
Beccar Varela	Emilio Beccar Varela, Florencia Rosati
Berton Moreno IP Law	Juan Berton Moreno, Ricardo Amigo, Alberto Berton-Moreno
Hausheer Belgrano & Fernández	Graciela Perez
Herrero & Asociados	Ariel Juan Ibáñez
Mitrani Caballero & Ruiz Moreno	Ignacio Bérèterbide
Moeller IP Advisors	Gerardo Messerer, Vanesa Martínez
VALUABLE PRACTICE	
Bip Buffarini Intelectual Property	Luciano Buffarini
Kors Noviks	Susana Stein
Litvin Marzorati Legales	Melisa Litvin, Osvaldo Marzorati
Nieto Patents & Trademarks	Daniel Nieto
Sena & Berton Moreno	Gustavo Sena, Alfredo Marcelo Sena
Ungria Patentes Y Marcas	Veronica Vater

NOETINGER & ARMANDO: THE CLIENT'S STRATEGIC PARTNER



Matias Noetinger

Key figure(s): Matias Noetinger, Fernando Noetinger, Miguel Armando, Mariana Bullrich, Pablo Armando, Enrique Noetinger and Juan Pringles
Established: 1994

Track record: Noetinger & Armando Abogados advises clients in all IP aspects including patent prosecution and litigation and also handles a range of important trademark portfolios. Noetinger Armando Abogados' roster of clients includes local and international companies from diverse sectors including pharmaceuticals, retail, TMT and construction and engineering.

Team & differentiation: The firm has a multidisciplinary team that is truly committed to constant innovation and providing efficient solutions to its clients, whom they accompany in a personalized manner. Peers consistently highlight its excellence in intellectual property litigation and anti-piracy enforcement actions.



IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
G. Breuer	Pedro Breuer-Moreno, Alfonso Carles, Alejandro Breuer-Moreno
Marval O'Farrell & Mairal	Gustavo Giay, Martín G. Chajchir, Martín Bensadón, Ignacio Sánchez Echagüe
EXCELLENT	
1 Berton Moreno IP Law	Ricardo Amigo, Alberto Berton Moreno Jr., Juan Berton Moreno, Mariam Omran
Estudio Chaloupka	Claudia Serritelli, Brígida Verónica Kapovic
Ferrer Reyes, Tellechea & Bouché	Laura Plavnick, Diego Bouche, Julia Tellechea, Santiago Ferrer Reyes
Hausheer Belgrano & Fernández	Marina O. Fernández, Gabriela Musante, Graciela Perez
Noetinger Armando Abogados	Fernando Noetinger, Miguel Armando, Matias Noetinger, Pablo Armando
Ojam Bullrich Flanzbaum	Juan Carlos Ojam, Raquel Flanzbaum, Mercedes Bullrich, Diego Montangero
2	
Baker McKenzie	Bernard W. Malone, Ana Paula Gallardo
Obligado & Cia	Federico Aulmann, Juan Martin Aulmann
Richelet & Richelet	Ricardo Richelet III, Gastón Richelet
HIGHLY RECOMMENDED	
Achával, Porcario, San Juan	Laura de Achaval
Beccar Varela	Emilio Beccar Varela, Florencia Rosati
Berken IP	Pedro Berkenwald, Federico Ulled
Brons & Salas	Maria José Rodriguez M.
Clarkmodet Argentina	María Cecilia Aloise, Marcos Santivañez Vieyra, María Luisa Santa Maria
Moeller IP Advisors	Mariano Municoy, Victoria de Lasa Andrés
Pagbam IP	Fernando Alonso, Julio Francisco Lago, Santiago M. Fiorito
Palacio & Asociados	Hector Palacio, Mingo Palacio, Mercedes Durlach, Diego Palacio
RECOMMENDED	
Allende & Brea	Pablo Andrés Palazzi, Octavio Mitelman
Apellaniz & O'Farrell	Ignacio de Apellaniz
Bomchil	Patricio Albornoz
Bruchou & Funes de Rioja	Dámaso Pardo, Alejandro Barrientos
Izquierdo & Vicetto	José María Vicetto, Juan Bautista Vicetto
Litvin Marzorati Legales	Melisa Litvin, Osvaldo Marzorati
Mitrani Caballero & Ruiz Moreno	Ignacio Bérèterbide
O'Connor & Power	Santiago O'Connor
Ryan-Lussich & Asociados	John Ryan-Lussich, Juan Felipe Porta, Victoria Taylor, Eugenia Krieger
Sena & Berton Moreno	Gustavo Sena

OBLIGADO & CÍA: IN-DEPTH KNOWLEDGE OF IP RIGHTS



Juan Martin Aulmann

Key figure(s): Juan Martin Aulmann and Federico Aulmann
Established :1889

Track record: Acting in a wide range of matters, from registration of rights and portfolio handling to transactional IP work and complex litigation, the firm has a large client base, mainly consisting of individuals, emerging businesses and renowned global companies. It has a highly developed activity in patents, trademarks, industrial designs & models, in addition to domain names.

Team & differentiation: Obligado & Cía is run by Federico and Juan Martín Aulmann, descendants of the founder. Federico has in-depth knowledge of rising businesses and multinationals in trademark matters regarding the telecoms, technology, software and pharmaceutical sectors, while Juan Martín specializes in trademarks and patents. He is a member of ASIPI and INTA.

ENFORCEMENT & ANTI-COUNTERFEITING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
G. Breuer	Alberto Ernesto Villegas, Pedro Breuer-Moreno, Alfonso C. Carlés, Jorge Otamendi
Marval O'Farrell & Mairal	Gustavo Giay, Martín G. Chajchir
EXCELLENT	
Ferrer Reyes, Tellechea & Bouché	Santiago Ferrer Reyes, Laura Plavnick, Diego Bouche , Julia Tellechea
Noetinger Armando Abogados	Fernando Noetinger, Matias Noetinger, Pablo Armando
Ojam Bullrich Flanzbaum	Juan Carlos Ojam, Mariano Peruzzotti
HIGHLY RECOMMENDED	
Baker McKenzie	Bernard W. Malone, Ana Paula Gallardo
Berton Moreno IP Law	Alberto Berton Moreno Jr., Juan Berton Moreno, Ricardo Amigo
Estudio Chaloupka	Claudia Serritelli, Brígida Verónica Kapovic
Palacio & Asociados	Mingo Palacio
RECOMMENDED	
Clarkemodet Argentina	María Nájera, Marcos Santivañez Vieyra
Hausheer Belgrano & Fernández	Gabriela Musante, Graciela Perez
Litvin Marzorati Legales	Melisa Litvin, Constanza Capici
VALUABLE PRACTICE	
Lauritsen Marcas & Patentes	Gabriela Martínez Schnaider, Ivana B. Lauritsen
Mitrani Caballero & Ruiz Moreno	Manuel Alonso
Richelet & Richelet	Ricardo Richelet III
Ryan-Lussich & Asociados	Victoria Taylor, Juan Felipe Porta

HEALTHCARE, PHARMACEUTICALS & BIOTECH

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Marval O'Farrell & Mairal	Ignacio Sánchez Echagüe, Martín Bensadón, Martín Javier Mosteirín
EXCELLENT	
Baker McKenzie	Maria Vanina Caniza
Beccar Varela	Ana Andrés
HIGHLY RECOMMENDED	
Allende & Brea	Fernando Martínez Zuviria, Maria Morena del Rio
RECOMMENDED	
Bruchou & Funes de Rioja	Estanislao Olmos, Dámaso Pardo, Alejandro Barrientos



INNOVATION, TECHNOLOGY & TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Beccar Varela	Florencia Rosati, Emilio Beccar Varela
Marval O'Farrell & Mairal	Gustavo Giay, Diego Fernandez, Daniel Francisco Di Paola
EXCELLENT	
1 Allende & Brea	Pablo Andrés Palazzi
Bomchil	Marcelo E. Bombau, Francisco Gutiérrez, Marcelo Den Toom, Adrian Furman
Richards, Cardinal, Tützer, Zabala & Zaefferer	Lisandro Frene
2 Baker McKenzie	Guillermo José Cervio
Barreiro. Oliva. De Luca. Jaca. Nicastro	Gonzalo Oliva Beltrán, Lucía Lopez-Laxague
Pagbam IP	Mariano Grondona, Arnaldo Cisilino
HIGHLY RECOMMENDED	
G. Breuer	Alfonso Campos Carles, Pedro Breuer-Moreno
Litvin Marzorati Legales	Melisa Litvin
Mitrani Caballero & Ruiz Moreno	Ignacio Bèrèterbide
Ojam Bullrich Flanzbaum	Juan Carlos Ojam, Mercedes Bullrich, Mariano Peruzzotti
Tanoira Cassagne Abogados	Juan Gregorio Pozzo
RECOMMENDED	
Clarkemodet Argentina	Marcos Santivañez Vieyra
Gpg Advisory Partners	Santiago Mora
Pinedo, Huici & Asociados	Héctor María Huici

DATA PROTECTION & CYBERSECURITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Allende & Brea	Pablo Andrés Palazzi
Beccar Varela	Florencia Rosati
Marval O'Farrell & Mairal	Diego Fernandez
Ojam Bullrich Flanzbaum	Mariano Peruzzotti
EXCELLENT	
Avoa Abogados	Romina Iannello, Juan Darío Veltani
Lerman & Szlak	Celia Lerman, Gabriela Szlak
Richards, Cardinal, Tützer, Zabala & Zaefferer	Lisandro Frene
HIGHLY RECOMMENDED	
Allende Larreta & Asociados	Agustin Allende Larreta
Bomchil	Adrian Furman, Francisco Zappa
Bruchou & Funes de Rioja	Dámaso Pardo, Alejandro Barrientos, Franco Raffinetti
G. Breuer	Pedro Breuer-Moreno, Alfonso Campos Carles
Tanoira Cassagne Abogados	Juan Gregorio Pozzo
RECOMMENDED	
MHR Abogados	Martín Lepiane
Mitrani Caballero & Ruiz Moreno	Cristian Mitrani, Maria Paula Díaz, Julio Martinez
Pagbam IP	Arnaldo Cisilino, Mariano Grondona, Pia Politi
Tanús, Steinborn, Kaprielan & Sáenz de Santa María - Abogados	Gustavo Tanús

BOLIVIA

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Moreno Baldivieso	Ramiro Moreno Baldivieso, Rodrigo Moreno Gutiérrez
EXCELLENT	
Bufete Aguirre, Quintanilla, Soria & Nishizawa (Baqsñ).	Perla Koziner, Moira Ascarrunz
Ppo Legal & Tax	Pilar Soruco, Ana Valeria Escobar
HIGHLY RECOMMENDED	
Cervieri Monsuarez	Diego Rocabado
DAK	Carlos Arze, Pablo Kyllmann, Octavio Álvarez
Dentons Guevara & Gutiérrez	Melina Curbelo
Landivar & Landivar	Martha Landivar
RECOMMENDED	
Bolet & Terrero	Juan Ignacio Zapata
C.R. & F. Rojas – Abogados	Alejandra Bernal
Indacochea & Asociados	Alonso Indacochea, María José Martínez
Lima & Asociados	Pablo Marin Salinas
Rigoberto Paredes & Asociados	Rigoberto Paredes Candia, Mijail Tovar
Trujillo & Fernandez Servicios Legales	Santos Numbela, Alejandro Trujillo



IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Moreno Baldivieso	Ramiro Moreno Baldivieso, Rodrigo Moreno Gutiérrez
PPO Abogados	Pilar Soruco, Ana Valeria Escobar
EXCELLENT	
Bufete Aguirre, Quintanilla, Soria & Nishizawa (Baqsñ).	Perla Koziner, Moira Ascarrunz
Cervieri Monsuarez	Mónica Rivero, Diego Rocabado
DAK	Carlos Arze, Pablo Kyllmann, Octavio Álvarez
HIGHLY RECOMMENDED	
Dentons Guevara & Gutiérrez	Melina Curbelo
Landivar & Landivar	Martha Landivar
RECOMMENDED	
Bolet & Terrero	Juan Ignacio Zapata
C.R. & F. Rojas – Abogados	Alejandra Bernal
Escobar & Escobar	Joaquín Escobar Cabezas
Indacochea & Asociados	Maria José Martínez, Alonso Indacochea
Lima & Asociados	Pablo Marin Salinas
Rigoberto Paredes & Asociados	Rigoberto Paredes Candia, Mijail Tovar
Trujillo & Fernandez Servicios Legales	Santos Numbela, Alejandro Trujillo

LANDIVAR & LANDIVAR: CONSUMMATE INTELLECTUAL PROPERTY SPECIALISTS



Martha Landivar

Key figure(s): Martha Landivar
Established: 1960

Track record: Landivar & Landivar is one of the first dedicated IP law firms in the Bolivian market, one recognized for its efficient and timely legal advice. The firm specializes in trademarks, patents, utility models, industrial designs, copyrights and IP litigation. Clients come from a diverse range of sectors, such as technology, pharmaceuticals and automotive.

Team & differentiation: Senior partner Martha Landivar is an internationally renowned IP attorney, who is currently an active member of ASIPI's Education Committee. She has a successful track record in trademark oppositions, domain names and IP litigation. The firm is home to a team of experts that constantly hones their craft in order to provide the most appropriate advice to clients.



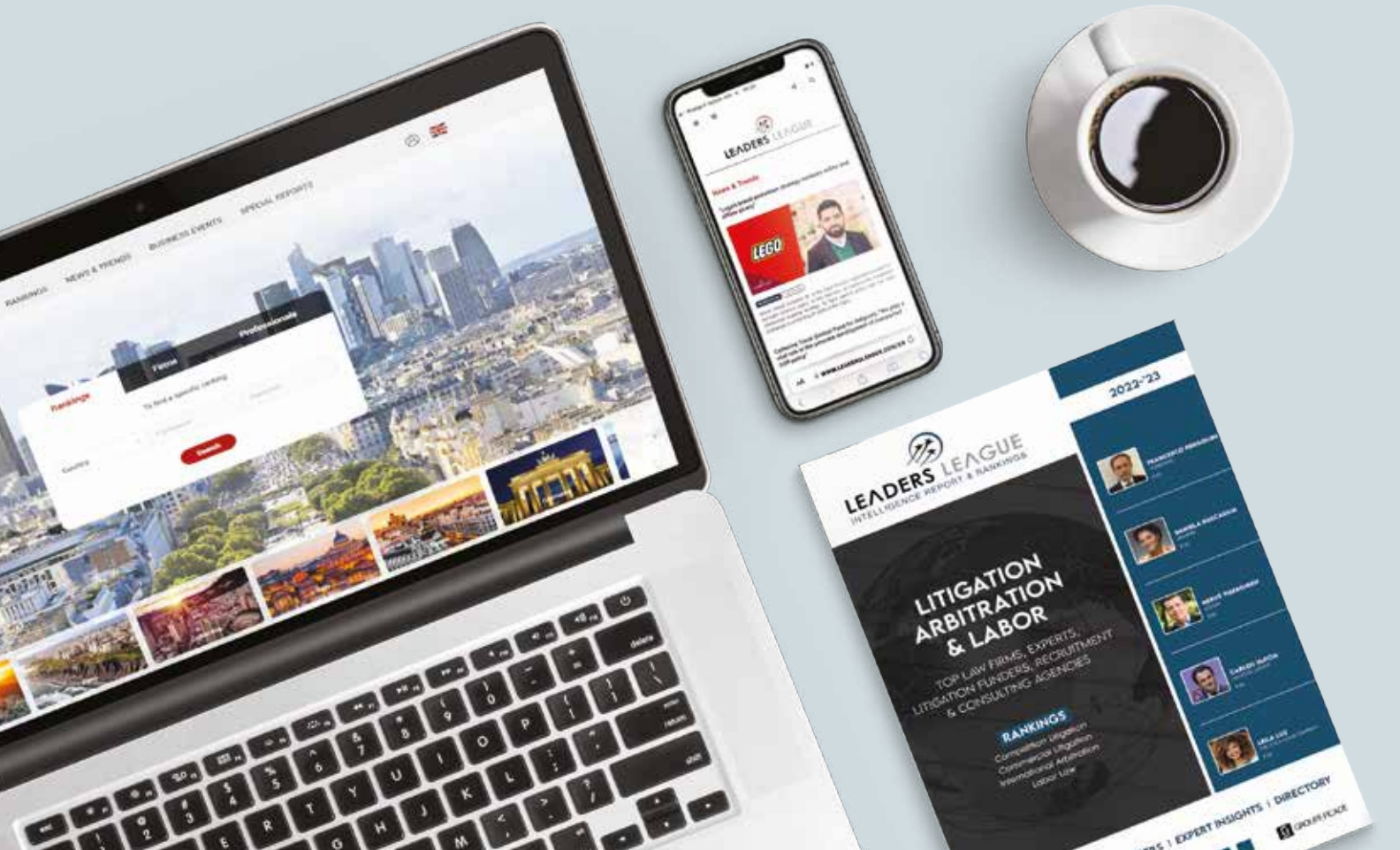
LEADERS LEAGUE

INTELLIGENCE REPORT & RANKINGS

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BRAZIL

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Dannemann Siemsen	Carlos Pires, Ivan Ahlert, José Marcelo Fernandes, Monique Rodrigues Teixeira
2 Kasznar Leonardos	João Vianna, Tatiana Silveira, Rosane Tavares
EXCELLENT	
Daniel Law	André Oliveira, Ricardo Nunes, Robert Daniel-Shores
Gusmão & Labrunie Propriedade Intelectual	Carolina Nakata, Juliano Ryota Murakami
HIGHLY RECOMMENDED	
ClarkeModet	Claudio Castanheira, Ricardo Boclin, Arthur Lourenço
Di Blasi, Parente & Associados	Gabriel Di Blasi, Marcelo Oliveira de Souza
Licks Attorneys	Otto Licks, Rob Rodrigues, Luiza Cotia, Rafaella Oliveira, Ana Correa, Silvia Boechat
Luiz Leonardos & Advogados	Ana Paula Jardim, Andrea Granthon, Renata Campello
Montaury Pimenta, Machado & Vieira de Mello	Roberto Vieira de Mello, Gabriela Salerno, Mônica Gurvitz, Luciana Bach, Rodrigo Moraes Costa, Rodrigo Mourão
RECOMMENDED	
Bhering Advogados	Pedro Bhering, Philippe Bhering
David do Nascimento Advogados Associados	Marcello do Nascimento, Marcos Toshiro Iwai, Marcos S. Gugliotti
Guerra IP	Alberto Guerra, Flavio Leonardos, Fabio Dias
Magellan IP	Leonor Galvão, Caio Rodrigues
VALUABLE PRACTICE	
Demarest Advogados	Tatiana Campello
Gruenbaum, Possinhas & Teixeira	Leonardo Cordeiro
Lobo de Rizzo Advogados	Ana Paula Celidonio
Trench Rossi Watanabe	Marcela Trigo de Souza, Flávia Rebello
NOTABLE PRACTICE	
Aoki, Ferreira, Mattioli & Yamashita Propriedade Intelectual	Paola Mattioli
Mansur Murad Advogados	Rodrigo Carvalho
MNIP	Ari Magalhães
Souto Correa Advogados	Leticia Provedel, Mariana Vicentini, João Harres
Veirano Avogados	Valdir Rocha, Fábio Pereira

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Dannemann Siemsen	Luiz Henrique O. do Amaral, Gustavo Morais, Peter Eduardo Siemsen, Joaquim Eugenio Goulart, Attilio Gorini
Licks Attorneys	Otto Licks, Carlos Aboim, Liliane Roriz, Rodrigo Maior, Felipe Mesquita, Tatiana Machado
2 Daniel Law	
Gusmão & Labrunie Propriedade Intelectual	José Roberto Gusmão, Jacques Labrunie, João Vieira da Cunha, Marcos Chucralla Moherdau Blasi, Vanessa Ribeiro
EXCELLENT	
Kasznar Leonardos	Gabriel Leonardos, Elisabeth Kasznar, Claudio Barbosa, Rafael Lacaz Amaral, Nancy Caigawa, Viviane Trojan
HIGHLY RECOMMENDED	
Denis Borges Barbosa Advogados	Pedro Marcos Nunes Barbosa, Livia Barboza Maia, Bernardo Guitton Brauer
Trench Rossi Watanabe	Marcela Trigo de Souza, Flávia Rebello, Flávia Amaral
RECOMMENDED	
BMA – Barbosa, Müssnich, Aragão	Antonella Carminatti
Bhering Advogados	Isabel Milman, Pedro Bhering, Philippe Bhering
Di Blasi, Parente & Associados	Gabriel Di Blasi, Paulo Parente Marques Mendes, Lucas Antoniazzi
MommLaw - Müller Mazzonetto	Karina Müller, Nathalia Mazzonetto
Montaury Pimenta, Machado & Vieira de Mello	Ana Paula Affonso Brito, Luiz Edgard Montaury Pimenta, Maria Eduarda Junqueira
Murta Goyanes Advogados	Antônio Murta Filho, Luiza Duarte Pereira, Marcelo Goyanes

DENIS BORGES BARBOSA ADVOGADOS: NOTABLE PATENT LITIGATORS



Pedro Marcos Nunes Barbosa

Key figure(s): Pedro Marcos Nunes Barbosa, Bernardo Guitton Brauer, Raul Murad and Livia Barboza Maia
Established: 1992

Track record: Notable law firm widely recognized for its impressive track record advising key domestic and foreign names from the pharmaceutical, agrochemical and biotechnology industries on sophisticated disputes before the Brazilian PTO and regulatory agencies. Frequently retained for the academic pedigree of its professionals. Additionally valued for its copyright and entertainment law proficiency.

Team & differentiation: DBBA has spent over three decades in the market and has a team of eight partners and seven associates all geared towards patent litigation matters. Pedro Marcos Nunes Barbosa captains the firm, and has over 15 years' experience in the market and a doctorate in Commercial Law from Universidade de São Paulo (USP). The firm recently promoted attorney Bruno Martins to partner.



TECHNOLOGY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Mattos Filho	Fabio Ferreira Kujawski, Lisa Worcman, Paulo Marcos Rodrigues Brancher
Pinheiro Neto Advogados	Raphael de Cunto, André Giacchetta, José Mauro Decoussau Machado
EXCELLENT	
b/luz	Pedro Henrique Ramos, Fernando Bousso, Vanessa Pirró, Alexandre Elman Chwartzmann, Bruna Castanheira de Freitas
Demarest Advogados	Tatiana Campello, Camila Biral, Celso Xavier, Marcelo Inglez de Souza, Daniel Caramaschi
Machado Meyer Advogados	Juliana Abrusio
Opice Blum, Bruno e Vainzof Advogados Associados	Renato Opice Blum, Rony Vainzof, Camilla do Vale Jimine
TozziniFreire Advogados	Marcela Waksman Ejnisman, Patrícia Helena Marta Martins, Carla do Couto Hellu Battilana
Trench Rossi Watanabe	Flávia Rebello Pereira, Marcela Trigo de Souza, Flávia Amaral
Veirano Advogados	Fábio Pereira, Marco Monteiro
HIGHLY RECOMMENDED	
BFBM - Barroso Fontelles, Barcellos, Mendonça Advogados	Eduardo Mendonça, André Zanatta Fernandes de Castro, Felipe de Melo Fonte, Felipe Terra
Felsberg Advogados	Evy Marques, João Carlos A.C. de Mendonça, Clarissa Luz
Licks Attorneys	Rodrigo Maior, Douglas Leite
Silveiro Advogados	Rodrigo Azevedo, Leonardo Braga Moura, Maurício Brum Esteves
RECOMMENDED	
1 BFA - Bialer Falsetti Associados	Ana Paula Bialer, Mauro Falsetti
Cascione Advogados	Marcelo Padua Lima, Fábio Cascione, Renato Duarte Franco de Moraes
Cescon, Barrieu, Fleisch & Barreto Advogados	Marina da Silva Prado, Alexandre Gossn Barreto
HRSA Sociedade de Advogados	Maurício Vedovato, Ana Carolina Barbuio Affonso, Bruno Robert
Lefosse Advogados	Paulo Lilla
Peck Advogados	Patricia Peck, Leandro Bissoli, Lorena Botelho
PK Advogados	Hélio Moraes, Mauro Castro, Nelson Koiffman
Pereira Neto Macedo Advogados	Daniel Douek, Mateus Piva Adami

Cortez, Rizzi & Regos Advogados

Maria Cristina Machado Cortez

Dannemann Siemsen

Peter Eduardo Siemsen, Filipe Fonteles Cabral, Carlos Eduardo Eliziario de Lima

Dias Carneiro Advogados

Vanessa Pareja Lerner

Gusmão & Labrunie Propriedade Intelectual

Vanessa Ribeiro, Juliano Ryota Murakami, Marcos Blasi

Prado Vidigal Advogados

Luis Fernando Prado, Paulo Vidigal, Pedro Sanches

VMCA Advogados

Marcela Mattiuzzo, Nathalie Fragoso, Aline Viotto

VALUABLE PRACTICE

Alexandre Atheniense Advogados

Alexandre Atheniense

Almeida Advogados

Márcio Chaves, Pedro Tinoco

BVA - Barreto Veiga Advogados

Felipe Barreto Veiga, Danniell Rodrigues, Gustavo Quevedez

Campos Thomaz & Meirelles Advogados

Alan Elias Thomaz, Sergio Cury Meirelles, Filipe Starzynski, Juliana Gebara Sene Ikeda

Madrona Fialho Advogados

Lucas Spadano

Focaccia Amaral e Lamonica Advogados - FAS Advogados

Marcio Lamonica, Paulo Mertz Focaccia, Danilo Weiller Roque

Kasznar Leonardos

Gabriel Leonardos, Claudio Barbosa

KLA Advogados

Karin Alvo, Patricia Braga, Ana Carolina Cesar

Leonardi Advogados

Marcel Leonardi

BVA – BARRETO VEIGA E ADVOGADOS: THRIVING TECHNOLOGY PRACTICE GROUP



Felipe Barreto Veiga

Key figure(s): Felipe Barreto Veiga, Danniell Rodrigues and Gustavo Quevedez
Established: 2015

Track record: Thriving technology practice group frequently retained by major startups, sector-related companies and investors for its corporate transactions, business partnerships and tax and labor consultancy expertise. Its impressive client portfolio includes major names from the tech, power and finance industries, such as Singu, Siemens Energy and Goldman Sachs. Additionally valued for its accomplished M&A track record.

Team & differentiation: São Paulo-headquartered BVA has seven partners and 35 associates in its technology department. Respected founding partner Felipe Barreto da Veiga has coordinated over 150 M&A, private equity and venture capital transactions. The firm recently welcomed three new partners, Tania Lehmann, Rafael Teixeira and George Bonfim. Additionally valued for its cooperation agreements with key global law firms.

BARROSO FONTELLES, BARCELLOS, MENDONÇA & ASSOCIADOS: GO-TO NAME FOR TECH MATTERS



Eduardo Mendonça

Key figure(s): Eduardo Mendonça, André Zanata, Felipe de Melo Fonte and Felipe Terra
Established: 2013

Track record: Technology, digital and internet law experts frequently retained for their expertise on platforms, smart contracts, e-commerce, private international law and digital business. Singled out for a multidisciplinary team which possesses in-depth know-how of the technology and innovation ecosystem. Trusted by heavy hitters in the Brazilian market, such as Mercado Livre, Nubank and Buser.

Team & differentiation: Celebrating its 10th anniversary, BFBM has offices in Rio de Janeiro, São Paulo and Brasília and a team of 18 partners and 170 attorneys. The firm's technology department is spearheaded by seasoned founding partner Eduardo Mendonça, who has almost two decades of experience in the market. BFBM is additionally well-known for its civil and commercial litigation expertise.



STARTUPS & INNOVATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 b/luz	Luis Felipe Baptista Luz, Pedro Henrique Ramos, Vanessa Pirró, Adriana Gomes dos Santos
Bronstein, Zilberberg, Chueiri & Potenza Advogados	Adriana Rollo
2	
FM/Derraik	Pedro Ferreira, Rodrigo Menezes, Fabiana Fagundes, Juliene Piniano
Pinheiro Neto Advogados	André Giacchetta, Bruno Balduccini, José Mauro Decoussau Machado
EXCELLENT	
Felsberg Advogados	Evy Marques, Clarissa Luz, João Carlos A. C. de Mendonça
KLA Advogados	Karin Alvo, Luiz Filipe Aranha, Patricia Braga
Machado Meyer Advogados	Juliana Abrusio
Mattos Filho	Fabio Kujawski, Lisa Worcman, Paulo Brancher
Nabarro & Pfeferman Advogados	Diego Nabarro, Thomas Pfeferman, Luiza Martinez
TozziniFreire Advogados	Alexei Bonamin, Aloisio Carneiro da Cunha Menegazzo, André Barabino
HIGHLY RECOMMENDED	
BVA - Barreto Veiga & Advogados	Felipe Barreto Veiga, Tania Lehmann Ribeiro dos Santos, Danniell Barbosa Rodrigues
Cascione Pulino Boulos Advogados	Fábio Cascione, Marcelo Padua Lima, Gabriel Capella
Cescon, Barrieu, Flesch & Barreto Advogados	Tania Liberman
Demarest Advogados	Tatiana Campello, Camila Biral, Celso Xavier, Marcelo Inglez, Daniel Caramaschi, Eduardo Magrani
Dias Carneiro Advogados	Artur Fernandes Andrezo, Paula Seabra Carvalho Reis
Focaccia, Amaral e Lamonica Advogados - FAS Advogados	Vicente Piccoli M. Braga, Renata Homem de Melo Fontes, Paulo Focaccia
Souto Correa Advogados	Rodrigo Tellechea, Gabriel Stanton, Ana Laura Dal Molin
Veirano Advogados	Fábio Pereira, Marcos Coelho da Rocha, Guilherme Ohanian Monteiro
RECOMMENDED	
Barcellos Tucunduva Advogados	Giancarlo Melito, Karin Klempp Franco, Ricardo Dos Santos De Almeida Vieira
Lima = Feigelson Advogados	Bruno Feigelson
Madrona Fialho Advogados	Milena Mazzini, Danilo Mininel, Lucas Spadano
Olivério Advogados	João Otávio Pinheiro Olivério

SBAC Advogados	Pedro Mesquita Schaffa, Lucas Ayres de Camargo Colferai, Livia do Amaral Caselta
Trench Rossi Watanabe	Monica Pereira Cavalcanti
Vieira Rezende Advogados	Felipe Hanszmann
Vilarinho Advogados	Samuel Vilarinho
VALUABLE PRACTICE	
BRZ Advogados	Julio Barbosa, Rodrigo Câmara, Alessanda Salgado
Faria, Cendão e Maia Advogados	Heitor Maia
Freitas Ferraz Advogados	Bernardo Freitas
Lefosse Advogados	Carla Segala Alves, Paulo Lilla
L.O. Baptista Advogados	Daniela Zaitz, Esther Jerussalmy Cunha, Renata Castro Veloso
Opice Blum, Bruno e Vainzof Advogados	Renato Opice Blum, Marcos Bruno, José Roberto Opice Blum
VPBG - Vella Pugliese Buosi Guidoni Advogados	Anne Chang
NOTABLE PRACTICE	
Becker Bruzzi Lameirão Advogados BBL Advogados	Fabio Alonso Vieira
BMA - Barbosa Müssnich Aragão	Felipe Palhares
Campos Thomaz & Meirelles Advogados	Alan Campos Elias Thomaz, Sergio Cury Meireles
Candido Martins Advogados	Henrique de Faria Martins, Alamy Candido de Paula Filho, Mateus Lopes da Silva Leite
dcom - Drumond Cunha Oliveira Milhagres	Victor Júlio Oliveira Milagres, Marcus Guimarães Drumond
Fialdini Advogados	Vanessa Fialdini, Tatiana Facchim Ribeiro, Mariana de Azevedo Mendonça
Gaia Silva Gaede Advogados	Ivan Hasse, Georgios Anastasiadis
Harger, Sandes & Rossi - Advocacia e Consultoria	Bruno Salmeron
Marcus Valverde Sociedade de Advogados	Marcus Valverde
PGLaw	Carlos Portugal Gouvêa

B/LUZ: STARTUP EXPERTS



Pedro H. Ramos

Key figure(s): Luis Felipe Baptista Luz, Pedro Henrique Ramos, Vanessa Pirró and Adriana Gomes dos Santos
Established: 2004

Track record: First-rate technology and innovation law firm singled out for its impressive track record advising key names from the sector, such as TikTok, Techstars and Rappi, on sophisticated transactions. Stands out for being on the frontline of the latest trends in the industry, such as the metaverse, NFTs and crypto. Additionally sought out for its proficiency advising startups on every step of their life cycle.

Team & differentiation: Based out of São Paulo, b/luz's startups and innovation team consists of three partners and 22 associates. With offices in Miami (USA), Florianópolis, Londrina and Porto Alegre, the firm has established itself as a full-service powerhouse for innovative, tech-based businesses. Of late, the department has welcomed a new partner, respected attorney Vanessa Pirró.



DATA PROTECTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
b/luz	Fernando Bousso, Pedro H. Ramos, Vanessa Pirro
Leonardi Advogados	Marcel Leonardi
Mattos Filho	Fabio Ferreira Kujawski, Paulo Marcos Rodrigues Brancher, Thiago Luis Sombra
Pinheiro Neto Advogados	Raphael de Cunto, André Zonaro Giacchetta, José Mauro Decoussau Machado
EXCELLENT	
BMA - Barbosa, Müssnich, Aragão	Felipe Palhares
Machado Meyer Advogados	Juliana Abrusio
Opice Blum, Bruno e Vainzof Advogados Associados	Renato Opice Blum, Marcos Bruno, José Roberto Opice Blum
Prado Vidigal Advogados	Luis Fernando Prado, Paulo Vidigal, Pedro Sanches
TozziniFreire Advogados	Marcela Waksman Ejnisman, Patrícia Helena Marta Martins, Carla do Couto Hellu Battilana
HIGHLY RECOMMENDED	
Campos Mello Advogados	Paula Mena Barreto
Demarest Advogados	Tatiana Campello, Eduardo Magrani
Lefosse	Paulo Lilla
Peck Advogados	Patricia Peck, Leandro Bissoli, Lorena Botelho
Trench Rossi Watanabe	Flávia Rebello, Flávia Amaral, Marcela Trigo de Souza
Veirano Advogados	Fábio Pereira, Valdir de Oliveira Rocha Filho, Gustavo Fróes
RECOMMENDED	
1 Campos Thomaz & Meirelles Advogados	Alan Campos Elias Thomaz, Sergio Cury Meirelles, Filipe Starzynski, Juliana Gebara Sene Ikeda
Daniel Law	André Oliveira, Robert Daniel-Shores, Nuria López
Dias Carneiro Advogados	Vanessa Pareja Lerner, Eduardo Turkienicz
Felsberg Advogados	Clarissa Luz
Kasznar Leonardos	Claudio Barbosa, Nancy Caigawa
Silveiro Advogados	Rodrigo Azevedo, Leonardo Braga Moura, Maurício Brum Esteves
VMCA - Vinicius Marques de Carvalho Advogados	Marcela Mattiuzzo, Nathalie Fragoso
2 Alexandre Atheniense Advogados	Alexandre Atheniense
Artese Advogados	Gustavo Artese, Pedro Iorio
Barcellos Tucunduva Advogados	Karin Klempp Franco
Kestener & Vieira Advogados	Fabio Alonso Vieira
Rennó Pentado Sampaio Advogados	Ronaldo Lemos, Carlos Affonso Souza, Sergio Branco
Serur Advogados	Fabricio da Mota Alves
Souto Correa Advogados	Fernanda Girardi Tavares, Roberta Feiten

VALUABLE PRACTICE

Almeida Advogados	Márcio Chaves
Assis e Mendes Sociedade de Advogados	Adriano Mendes, Bianca Pinheiro, Ana Carolina Teles, Fernanda Rosa
Cabanellos Advocacia	Cristhian Homero Groff
Cascione Pulino Boulos Advogados	Marcelo Padua Lima, Brunno Morette
CGM Advogados	Adriano Chaves, Marcia Mandelbaum
Dannemann Siemsen	Filipe Fonteles Cabral
Focaccia, Amaral e Lamonica Sociedade de Advogados - FAS Advogados	Marcio Lamonica Bovino, Paulo Mertz Focaccia, Danilo Weiller Roque
Gusmão & Labrunie	Vanessa Ribeiro, Carolina Martins, Felipe Bueno Zular
L.O. Baptista Advogados	Ana Carolina Gontijo, Denise Berzin Reupke
Lobo de Rizzo Advogados	Ana Paula Celidonio
Loeser e Hadad Advogados	Enrique Tello Hadad, Bibianna Valadares
Madrona Fialho Advogados	Lucas Spadano
Mansur Murad Advogados / Murad PMA Intellectual Property	Pedro Vilhena, Pietra Quinelato

NOTABLE PRACTICE

Azevedo Sette Advogados	Ricardo Barretto Ferreira, Luiz Azevedo Sette
Becker Bruzzi Lameirão Advogados – BBL	Daniel Becker, Beatriz Haikal
Chenut Oliveira Santiago Advogados	Fernando A. Santiago Júnior, Iara Peixoto Melo
KLA Advogados	Ana Carolina Cesar
Licks Attorneys	Douglas Leite, Alexandre Dalmasso
Mello Torres	Fabricio A. Cardim de Almeida
Viseu Advogados	Luis Gustavo Leão
Vella Pugliese Buosi e Guidoni Advogados	Frederico Buosi, Patricia Barbosa, Isabella Rovesta

CT | CAMPOS THOMAZ ADVOGADOS: DATA PROTECTION SPECIALISTS



Alan Campos Elias Thomaz

Key figure(s): Alan Campos Elias Thomaz, Sergio Cury Meirelles, Filipe Starzynski and Juliana Ikeda
Established: 2020

Track record: Thriving technology boutique singled out for its strong track record advising major domestic and foreign companies on the full range of data protection matters, such as structuring and implementing projects related to the Brazilian General Data Protection Law (LGPD), DPO as a service, review and draft of contracts and data breach scenarios. Clients' include Telegram, Canva and McDonalds.

Team & differentiation: Founded in 2020 by Alan Campos Thomaz, CT's data protection department that consists of four partners and 11 highly qualified associates. Thomaz has more than 12 years' experience in the legal market and an LL.M. in Law, Science and Technology from Stanford University. The firm recently welcomed a new partner, the distinguished attorney Filipe Starzynski.

LOESER HADAD ADVOGADOS: DATA PROTECTION EXPERTS



Enrique Tello Hadad

Key figure(s): Enrique Tello Hadad
Established: 1989

Track record: Mid-sized outfit well-known for its track record advising key names from the aviation, banking and sanitation industries in the full range of data protection matters. Capably implements and monitors privacy programs, as well advises DPOs and companies on LGPD compliance. Additionally valued for its use of cutting-edge technology, such as AI, to provide innovative, custom-built services.

Team & differentiation: Headquartered in São Paulo, the long-standing practice has branch offices in Brasília, Rio de Janeiro and Campinas. Founding partner Enrique Tello Hadad captains the practice, which consists of five skilled attorneys all geared towards data protection matters. Its international network of lawyers allows Loeser e Hadad to advise on complex, globalization-centric challenges.



LQPD ADVISORS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Deloitte	André Gargaro, Marcelo Farias, José Pela Neto, Leonardo Moraes, Anselmo Bonservizzi
EY	Marcos Sémola
KPMG	Leandro Marco Antônio
2 Grant Thornton	
Grant Thornton	Claudio Castro, Vitor Pedrozo, Everson Probst
PwC	Eduardo Batista, Magnus Santos, Rafael Cortes, Maressa Juricic
EXCELLENT	
Accenture	Vanessa Fonseca, Angela Maria Rosso
Protiviti	André Cilarzo, Alexandre Tamura, Vania Freitas, Klelio Gentilucci
HIGHLY RECOMMENDED	
Capgemini	Leonardo Carissimi
Every Cybersecurity And GRC	Eduardo Nery
Kroll	Walmir Freitas, Pedro Carazato
PP&C	Claudio Matos, Aline Poiani, Marcos Rodrigues
RECOMMENDED	
BDO	Mauro Johashi
FTI Consulting	Antonio Gesteira
HeadMind Partners	Leandro Passos
IBM	Alisson Campos

LIFE SCIENCES

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Kestener & Vieira Advogados	Beatriz Kestener, Fabio Alonso Vieira, Flávio Spegiorin Ramos
Pinheiro Neto Advogados	Angela Fan Chi Kung, Camila Parise
EXCELLENT	
Fialdini Einsfeld Advogados	Pedro Fialdini, Alexandre Einsfeld
Licks Attorneys	Otto Licks, Eduardo Hallak, Liliane Roriz, Rob Rodrigues
Lefosse Advogados	Rubens Granja
Mattos Filho	Ana Cândida Sammarco, Gustavo Swenson
Souto Correa Advogados	Anderson Ribeiro
TozziniFreire Advogados	Marco Aurélio Torronteguy, Victor Hugo Callejon Avallone
Trench Rossi Watanabe	Henrique Frizzo, Marcela Trigo de Souza, Felipe Zaltman
HIGHLY RECOMMENDED	
A. Lopes Muniz Advogados Associados	Marcos Lobo de Freitas Levy, Mariana Carneiro Lopes Muniz
SPLAW - Spiewak Carneiro Advogados	Benny Spiewak, Daniela Guarita Jambor
Veirano Advogados	Renata Fialho de Oliveira, Priscila Sansone
RECOMMENDED	
1 Correia da Silva Advogados	Rodrigo Alberto Correia da Silva
Dannemann Siemsen	Carlos Cezar Cordeiro Pires, Gustavo Morais, Peter Eduardo Siemsen, Joaquim Eugênio Goulart
Demarest Advogados	Ana Paula Schedel, Bruno Aurélio, Claudio Mattos
Fukuma Advogados e Consultores Jurídicos	Patricia Fukuma
Rabelo Maurer Advocacia	Elysangela Rabelo Maurer
2 BRZ Advogados	Jorge Raimundo, Aline Coelho
CGM Advogados	Bernadete Dias
Felsberg Advogados	Marianne Albers
Machado Nunes Advogados	Teresa Gutierrez
Villemor Amaral Advogados	Bianca Maria de Souza Macedo Pires, Vitor Lopes
XVV Advogados	Beto Vasconcelos, Felipe de Paula, Ivo Corrêa
Cavalcanti, Gasparini e Meneghel Advogados Associados	Pablo Meneghel



TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Pereira Neto Macedo Advogados	Caio Mario da Silva Pereira Neto, Mateus Piva Adami Daniel Douek
Veirano Advogados	Ana Claudia Beppu, Beatriz França Mori, Elinor Cotait
EXCELLENT	
Lefosse	Eduardo Hayden Carvalhaes Neto
Manesco, Ramires, Perez, Azevedo Marques Sociedade de Advogados	Milene Louise Renée Coscione, Floriano de Azevedo Marques Neto, Eduardo Augusto de Oliveira Ramires
Mattos Filho	Fabio Kujawski, Lisa Worcman, Paulo Brancher
Rolim, Viotti, Goulart, Cardoso Advogados.	Ticiane Moraes Franco, Rodrigo Azevedo Greco, Maria João C P Rolim
Sundfeld Advogados	Carlos Ari Sundfeld, Jacintho Arruda Câmara
HIGHLY RECOMMENDED	
BFA - Bialer Falsetti Associados	Ana Paula Bialer
Demarest Advogados	Ana Carolina Botto Audi
KLA Advogados	Karin Alvo, Guilherme Ieno
MMA - Melchior, Micheletti e Amendoeira Advogados	Silvia Melchior
Mundie e Advogados	Beatriz Lindoso

BFA – BIALER FALSETTI ASSOCIADOS: TELECOMMUNICATIONS EXPERTS



Ana Paula Bialer

Key figure(s): Ana Paula Bialer
Established: 2009

Track record: Telecoms, media and technology boutique frequently retained by heavy hitters from the industry for its impressive track record advising on complex regulatory, public policy and government relations mandates. Additionally noted for its in-depth know-how of the sector, which allows the firm to assist its clients on the challenges of today's fast-paced and globalized business world.

Team & differentiation: With offices in São Paulo and Brasília, BFA has two partners and five associates all geared towards the needs of its domestic and foreign clients. Seasoned founding partner Ana Paula Bialer is a three-decade veteran of the legal market and directs the consulting committee of the Brazilian Association of Information Technology and Telecommunications Law (ABDTIC).

BLOCKCHAIN & CRYPTOCURRENCY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 b/luz	Luis Felipe Baptista Luz, Luciana Simões Rebello Horta, Milene Fachini Jacob
Carvalho Borges Araujo Advogados	Rodrigo Caldas de Carvalho Borges, Guilherme Peloso Araujo
2 Mattos Filho	Paulo Marcos Brancher, Ana Carolina Lima Nomura, Mariane Kondo
Vaz, Buranello, Shingaki e Oioli Advogados - VBSO Advogados	Erik Fredico Oioli, Henrique Vicentin Lisboa, José Alves Ribeiro Júnior
EXCELLENT	
Caio Sanas Advogados	Caio Sanas, Ícaro Avelar
HRSA Sociedade de Advogados	Mauricio Vedovato, Luis Gustavo Haddad, Ricardo Vercesi Saad
Opice Blum, Bruno, Abrusio e Vainzof Advogados Associados	Renato Opice Blum, Caio César Lima
Souto Correa Advogados	Mauricio Paschoal, Fernando Ayres, Giacomo Paro
TozziniFreire Advogados	Pedro Eroles, Alexei Bonamin, Marcus Fonseca
HIGHLY RECOMMENDED	
BMA - Barbosa, Mussnich e Aragão	Felipe Palhares
Faria, Cendão e Maia Advogados	Fabio Vieira Cendão Peixoto
Machado Meyer Advogados	Alessandra Rossi Martins, Juliana Abrusio
Mansur Murad Advogados	Flavia Murad-Schaal, Alexandre Fragoso, Pedro Vilhena
Pinheiro Neto Advogados	Tatiana Mello Guazzelli
Vieira, Drigo e Vasconcellos - Sociedade de Advogados	Daniel de Paiva Gomes
Warde Advogados	Isaac Costa
RECOMMENDED	
Bicalho, Mirisola, Bresolin, Dias Advogados	Renato José Mirisola Rodrigues, Nathália Lopes
BVA - Barreto Veiga Advogados	Felipe Barreto Veiga
Fialdini Advogados	Vanessa Fialdini
Lima = Feigelson Advogados	Bruno Feigelson
Magalhães e Zettel Advogados	Thomas Gatti Magalhães, David Dulman
Peck Advogados	Patricia Peck



VENTURE CAPITAL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bronstein, Zilberberg, Chueiri & Potenza Advogados	Sergio Bronstein, Eduardo Zilberberg, Pedro Chueiri
FM/Derraik	Pedro Ferreira, Rodrigo Menezes, Fabiana Fagundes
EXCELLENT	
1 TozziniFreire Advogados	João Busin, Juliana Maluf, Fernando Carvalho
Mattos Filho	Camilla Martes, Marina Procknor, Tomás Neiva
Veirano Advogados	Fábio Pereira, Marcos Coelho da Rocha, Guilherme Ohanian Monteiro
2 b/luz	
BVA - Barreto Veiga & Advogados	Felipe Barreto Veiga, Tania Lehmann Ribeiro dos Santos, Rafael Teixeira
Cescon, Barrieu, Flesch & Barreto Advogados	Darkson Galvão, Tania Liberman
HIGHLY RECOMMENDED	
Lefosse Advogados	Paulo Lilla
Campos Thomaz & Meirelles Advogados	Sergio Cury Meirelles, Alan Campos Elias Thomaz, Felipe Starzynski, Juliana Gebara Sene Ikeda
Demarest Advogados	Ana Carolina Audi, Thiago Maia, José Diaz, Luciana Tornovsky
Lobo de Rizzo Advogados	Daniel Barros, Julia Visconti
Machado Meyer Advogados	Manuela Lisboa Gentil Monteiro, Mariana Meditsch, Ivandro Maciel Sanchez Junior
Marcus Valverde Sociedade de Advogados	Marcus Valverde
Nabarro & Pfeferman Advogados	Diego Nabarro, Thomas Pfeferman, Luiza Martinez, Matheus de Moraes Barroso
Pinheiro Neto Advogados	André Giacchetta, Bruno Balduccini, José Mauro Decoussau Machado, Larissa Galimberti, Raphael de Cunto
RECOMMENDED	
BMA - Barbosa Müssnich Aragão	Luciana Marsal
BRZ Advogados	Julio Barbosa, Rodrigo Câmara, Alessandra Salgado
Dias Carneiro Advogados	Artur Fernandes Andrezo, Paula Seabra Carvalho Reis, Vanessa Pareja Lerner
Felsberg Advogados	Evy Marques
KLA Advogados	Karin Alvo, Luiz Filipe Aranha
Madrona Fialho Advogados	Milena Mazzini, Danilo Mininel
Manassero Campello Advogados	José Eduardo Manassero
Tauil & Chequer Advogados	Guilherme Tranquillini
Trench Rossi Watanabe	Monica Pereira Cavalcanti
Vilarinho Advogados	Samuel Vilarinho, Mariana Schmitt
VALUABLE PRACTICE	
Abe Advogados	Wiliam Joji Nakasone, Pedro Saad Abud, Fernando Zanotti Schneider
Focaccia, Amaral e Lamonica Advogados - FAS Advogados	Vicente Piccoli M. Braga, Renata Homem de Melo Fontes, Paulo Focaccia
Faria, Cendão e Maia Advogados	Rodrigo de Campos Vieira, Heitor Roberto Maia, Maria Eugênia Gondim Castellari
Freitas Ferraz Advogados	Bernardo Freitas, Adriano Ferraz
Perroni Sanvicente & Schirmer Advogados	Carolina Perroni Sanvicente
Vieira Rezende Advogados	Felipe Hanszmann
Novotny Advogados	Paula Penna, Gabriel Corrêa

HEADHUNTERS: IT

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Find HR	Cláudio Guerreiro, Philipp Reisinger, Fernanda Amorim
Heidrick & Struggles	Guilherme Maciel
Kinp Group	Henrique Gamba, André Magro, Paulo Bivar
Yoctoo	Paulo Exel
EXCELLENT	
Egon Zehnder	Carlos Xavier, Luis Giolo
Exec	Carlos Eduardo Altona, Marcus Giorgi
Korn Ferry	Marcio Gropillo
HIGHLY RECOMMENDED	
Michael Page	Luana Castro
Robert Half	Mariana Horno, Caio Arnaes
Vertico	Jonathan Yung, Adriana Dantas, Daniela Herscovici
RECOMMENDED	
Hays	Gustavo Zaninelli
Spencer Stuart	Laura Menezes
VALUABLE PRACTICE	
Croma Recursos Humanos	Marcelo Lico, Erika Suzuki
Fesa Group	Carlos Guilherme Nosé, Thyanie Ujino
Plongé	Renata Fabrini
Prime Talent	David Braga, Bárbara Nogueira



ACCELERATORS

Best Startup Accelerators

In each tier, the companies are ordered alphabetically

COMPANY	KEY FIGURE(S)
LEADING	
1 Darwin Startups	Marcos Mueller, Murilo Domingos, André Hotta
WOW	André Ghignatti, Jaime Wagner
2	
Artemisia	Luciano Gurgel, Maure Pessanha
Baita Aceleradora	Rodolfo Baccarelli, Rosana Fernandes
Ventiu	Sandro Cortezia
EXCELLENT	
B2Mamy	Danieli Junco
Bluefields Aceleradora	Paulo Humaitá
Liga Ventures	Rogério Tamassia, Daniel Grossi
Overdrives	Luiz Fernando Gomes
HIGHLY RECOMMENDED	
Cotidiano	André Fróes
Cyklo Agritech	Pompeo Scola
Troposlab	Pedro Teixeira
RECOMMENDED	
AMAZ	Mariano Cenamo
OBr.global	Robert Janssen
Quintessa	Anna de Souza Aranha
Sai do Papel	Carlos Junior
Startup Farm	Alan Leite
Vale do Dendê	Paulo Rogério

HR CONSULTING FIRMS: TRAINING & DEVELOPMENT

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Egon Zehnder	Angela Pêgas, Maitée Camargo, Weider Campos
Heidrick & Struggles	Ana Carolina Cassinelli
Korn Ferry	Vinicius de Luca
Spencer Stuart	Raquel Medeiros, Laura Menezes, Adriano Savelli
EXCELLENT	
Across RH	Regina Camargo, Rodolfo Ferreira, Fernanda Bueno
Afferolab	Beatriz Vassimon
HSM	Reynaldo Gama, Patricia Badanais
Lewin Haft Projetos em Gestão	Mariana Lewin Haft, Arnaldo Haft
LHH	José Augusto Figueiredo
Wisnet	Airam Corrêa, Felipe Urbano, Marcos Vicentini
HIGHLY RECOMMENDED	
Integração Escola de Negócios	Fernando Cardoso
Mercer	Marisabel Ribeiro
RECOMMENDED	
Bold HR	Maria Eduarda Silveira, Camila Gonzaga
Crescimentum	Arthur Diniz, Verônica Ahrens, Renato Curi
Escola de Gente	Claudia Werneck
Leme Consultoria	Rogério Leme, Renan Sinachi
Movidaria	Leonardo Zagotta, Cauê Vicente, Alcir Miguel Jr.

CHILE

PATENT PROSECUTION

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Albagli Zaliasnik	Eugenio Gormáz
Alessandri	Santiago Ortuzar
Carey	Francisco Carey, Guillermo Carey
Johansson & Langlois	Felipe Langlois
Sargent & Krahn	Juan Pablo Egaña
Villaseca Abogados	Eduardo Molina, Loreto Vera
EXCELLENT	
Beuchat - Barros & Pfenniger	Andres Melossi
Clarkemodet Chile	Samuel Hammer, Danica Mardesic
Covarrubias	Arturo Covarrubias, Matías Valenzuela
Porzio Ríos García	Cristobal Porzio
SILVA	Sebastián Alvarado, Francisco Silva, Rodrigo Leon
HIGHLY RECOMMENDED	
Claro & Cia	Felipe Claro
Jarry IP	Magdalena Barros, Olga Moreno
Llovet IP	Raul Llovet
RECOMMENDED	
Baker McKenzie	Valentina Venturelli
CMS Carey & Allende	Matias Somarriva
Cooper & Cia	Rodrigo Cooper
De La Barra, Ernst & Siebel	Patricio de la Barra
Dellafiori	Mauro Dellafiori, Franco Dellafiori
Dentons Larrain Rencoret	María Carolina del Río
Flores Acevedo Abogados	Pablo Acevedo
Larrain & Asociados	José Baraona
Magliona Abogados	Claudio Magliona, Nicolás Yuraszeck
MICP Legal	Rodrigo Marré Grez, Ignacia Lertía
Puga IP	Juan Enrique Puga
Puga Ortiz	Cristian Mir Balmaceda
Russi Eguiguren / Quadrant	Nicole Alfero, Francisca Figueroa
Scr Abogados	Juan Francisco Reyes
Sáenz de Santa María Abogados	José Manuel Urenda, Pablo Saenz de Santamaría
Santa Cruz IP	Maximiliano Santa Cruz, Gonzalo Sánchez, Catalina Olivos

DELLAFIORI ABOGADOS: LONG FAMILY TRADITION IN INTELLECTUAL PROPERTY



Mauro Dellafiori

Key figure(s): Mauro Dellafiori and Enrique Dellafiori
Established: 1986

Track record: Dellafiori Abogados is a boutique intellectual property firm dedicated exclusively to the provision of intellectual property services, covering trademarks, patents, domain names, industrial designs, utility models, copyrights and related rights, trade secrets, internet, contractual issues and other related aspects. Clients typically come from the food, pharmaceuticals, finance and service industries.

Team & differentiation: The firm recently added lawyers experienced at providing advice to startups, and national and multinational companies on intangible asset protection, risk management, innovation and IP-related corporate law matters. Mauro Dellafiori advises domestic and foreign companies and clients on registering and prosecuting trademarks in Chile, in addition to patent, domain name, and corporate matters related to intellectual and industrial property.

PATENT LITIGATION

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Albagli Zaliasnik	Ariela Agosin, Eugenio Gormáz
Alessandri	Santiago Ortúzar
Carey	Guillermo Carey, Francisco Carey
Villaseca Abogados	Felipe Pavez
EXCELLENT	
Claro & Cia	Felipe Claro
Covarrubias	Arturo Covarrubias, Matias Valenzuela
Johansson & Langlois	Andrés Echeverría
Sargent & Krahn	Juan Pablo Egaña
HIGHLY RECOMMENDED	
1 Beuchat - Barros & Pfenniger	Andres Melossi
Clarkemodet Chile	Danica Mardesic, Daniela Meza
Porzio Rios Garcia	Hernan Rios, Cristobal Porzio
SILVA	Andrés Grunewaldt, Sebastián Alvarado
2 Jarry IP	Magdalena Barros
RECOMMENDED	
Dellafiori	Mauro Dellafiori
Flores Acevedo Abogados	Pablo Acevedo, Carolina Toro
Larrain & Asociados	José Pedro Baraona
Magliona Abogados	Nicolás Yuraszeck, Claudio Magliona
MUK - Mühlenbrock & Kühner	Alexander Mühlenbrock
Scr Abogados	Juan Francisco Reyes
Sáenz de Santa María Abogados	José Manuel Urenda, Pablo Saenz de Santamaría

PLANT BREEDERS' RIGHTS

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Sargent & Krahn	Juan Pablo Egaña
Villaseca Abogados	Carolina Muñoz
EXCELLENT	
Carey	Francisco Carey, Guillermo Carey
Diaz Wiechers	Juan Alberto Diaz
Paiva & Cia Intellecta	Gabriela Paiva
Scr Abogados	Juan Francisco Reyes
HIGHLY RECOMMENDED	
Albagli Zaliasnik	Eugenio Gormáz
Alessandri	Santiago Ortuzar
Araya & Cía	Matías Araya
Beuchat - Barros & Pfenniger	Andres Melossi
Cooper & Cia	Rodrigo Cooper
Covarrubias	Arturo Covarrubias, Matías Valenzuela
Porzio Rios García	Cristobal Porzio
SILVA	Rodrigo Leon, Sebastián Alvarado
RECOMMENDED	
Dellafiori	Mauro Dellafiori
Jarry IP	Magdalena Barros
Johansson & Langlois	Felipe Langlois, Flavio Belair
Larrain & Asociados	José Baraona
Moretic Contreras & Cia Abogados	Alvaro Contreras, Jorge Echevarría

VILLASECA ABOGADOS: INNOVATING WITH EXPERIENCED INNOVATORS



Alvaro Arévalo

Key figure(s): Max Villaseca, Bernardo Serrano, Felipe Pavez and Alvaro Arévalo
Established: 1916

Track record: Villaseca Abogados advises on trademarks, plant varieties, patents, anti-piracy, copyrights and competition law. The firm also provides excellent services in the field of intellectual property, promoting innovation and the development of organizations while safeguarding their commercial identity, hand-in-hand with the corporate practice it offers clients.

Team & differentiation: Max Villaseca heads the trademark area, which covers internet domains and trademarks, both in Chile and abroad, while Alvaro Arévalo heads the trademarks and domains, and copyright areas, advising individuals and national and international companies with filing, in addition to contractual and judicial protection related to these matters. The firm has vast patent and litigation experience.

ENFORCEMENT & ANTI-COUNTERFEITING

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Albagli Zaliasnik	Eugenio Gormáz, Ariela Agosin
Carey	Francisco Carey
CMS Carey & Allende	Matias Somarriva
Marinovic Y Cia	Antonio Marinovic
EXCELLENT	
Alessandri	Santiago Ortuzar
SILVA	Andrés Grunewaldt
Villaseca Abogados	Felipe Pavez
HIGHLY RECOMMENDED	
Baker McKenzie	Sebastian Doren
Beuchat - Barros & Pfenniger	Andres Melossi
Clarkemodet Chile	Samuel Hammer, Daniela Meza
Contreras Velozo	Francisco Velozo, Natalia Diuana
Covarrubias	Arturo Covarrubias
Dellafiori	Mauro Dellafiori
Jarry IP	Magdalena Barros
Johansson & Langlois	Max Montero
MICP Legal	Rodrigo Marré
Magliona Abogados	Claudio Magliona, Nicolás Yuraszeck
Porzio Rios García	Cristobal Porzio
Puga IP	Juan Enrique Puga
Puga Ortiz	Cristian Mir Balmaceda
Sargent & Krahn	Alfredo Montaner
Scr Abogados	Juan Francisco Reyes, Constanza Contreras

MARINOVIC Y CIA ABOGADOS: SIGNIFICANT ENFORCEMENT & ANTI-PIRACY EXPERTISE



Antonio Marinovic

Key figure(s): Antonio Marinovic and Luis Olmedo
Established: 1987

Track record: Marinovic y Cia has extensive experience in obtaining registrations of trademarks, designs, utility models, invention patents, internet domain names and copyrights, as well as in the criminal prosecution of crimes against intellectual and industrial property and anti-piracy campaigns. The firm has received widespread international recognition from trade publications such as The World Trademark Review.

Team & differentiation: Founding partner Antonio Marinovic specializes in civil and criminal matters related to copyright and trademark infringement. He represents the interests of companies in the film, clothing, merchandising and video game industries, among many others. Copyright and trademark specialist Luis Olmedo works with local authorities to implement Chile's Agreement on Trade-Related Aspects of Intellectual Property Rights.



TECHNOLOGY & DIGITAL SERVICES

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Alessandri	Macarena Gatica, Rodrigo Velasco A.
Carey	Guillermo Carey, Alfonso Silva
Magliona Abogados	Claudio Magliona M., Nicolás Yuraszeck
EXCELLENT	
Albagli Zaliasnik	Eugenio Gormáz
Sargent & Krahn	Rodrigo Lavados
SILVA	Rodrigo Leon
Valencia & Cía Abogados	Absalón Valencia
HIGHLY RECOMMENDED	
Alster Legal	Andrés Jara
Barros & Errázuriz	José Ignacio Ovalle
Claro & Cía	Felipe Claro
CMS Carey & Allende	Diego Rodríguez, Ignacio Errazquin
DLA Piper Chile	Matías Zegers
Gutierrez & Arrieta	Raúl Arrieta Cortés, Rodrigo Gutierrez
Jijena & Cía	Renato Jijena Leiva
Villaseca Abogados	Álvaro Arévalo
RECOMMENDED	
Bitlaw	Paulina Silva, Javiera Sepulveda
Bordoli Doren	Carla Bordoli
Ecija Otero	Dolores Echevarria, Gerardo Otero
Egaña Abogados	Andrés Egaña
Flores Acevedo Abogados	Pablo Acevedo
Morales & Besa	Juan Ignacio Eymin
Morando Legal	Sebastián Morando Herrera
Palma & Palma Abogados	Pablo Palma Calderón
Pereira Covarrubias Montes	Rafael Covarrubias
Porzio Ríos García	Marcelo Correa, Cristóbal Porzio
Quiroz Abogados	Hernán Quiroz Valenzuela
Scr Abogados	Juan Francisco Reyes
VALUABLE PRACTICE	
BBD Legal	Javiera Badilla, Agustina Davis
Contreras Velozo	Pablo Pardo, Javier Velozo, Álvaro Awad
Dentons Larrain Rencoret	María Carolina del Río, María Mercedes Londoño
Jara Del Favero Abogados	Jorge Tisné, Álvaro Caviedes
LegalTrust	Andrés Pumarino
Prieto	José Andrés Pascual
Santa Cruz IP	Maximiliano Santa Cruz, Gonzalo Sánchez, Catalina Olivos
Urenda Rencoret Orrego y Dörr Abogados	Gonzalo Rencoret Portales, Juan Carlos Dörr Bulnes

MORANDO LEGAL: IT AND NEW TECHNOLOGIES EXPERTS



Sebastián Morando
Herrera

Key figure(s): Sebastián
Morando Herrera
Established: 2011

Track record: Morando Legal offers audits and consultancy on web legality and e-commerce, legal assistance on computer crimes and electronic evidence, technological labor law, legal advice on governance, risk and compliance, as well as on the implementation of contractual and/or legal solutions on copyright, data protection and data processing, internet, technology transfer, etc.

Team & differentiation: The team provides advice on labor law and new technologies to national clients who want to expand globally and international clients keen to do business in Chile. Sebastián Morando is experienced in labor law, individual and collective labor law, civil, commercial and corporate law, intellectual property law, IT and new technologies, litigation and general practice.

TELECOMS

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Barros & Errázuriz	José Ignacio Ovalle, José Tomás Errázuriz
Carey	Alfonso Silva
FerradaNehme	Nicole Nehme, Stella Muñoz
EXCELLENT	
1 Alessandri	Rodrigo Velasco A.
Bordoli Doren	Carla Bordoli
2 Albagli Zaliansnik	Eugenio Gormáz, Ariela Agosin
Cariola Diez Pérez-Cotapos	Rodrigo Lavados
CMS Carey & Allende	Ramon Valdivieso, Diego Rodríguez
Guerrero Olivos	Eduardo Cordero, Juan Enrique Allard
Philippi Prietocarrizosa Ferrero DU & Uria	Eduardo Escalona
HIGHLY RECOMMENDED	
Baker McKenzie	Diego José Ferrada
Contreras Velozo	Francisco Velozo, Pablo Pardo, Javier Velozo
DLA Piper Chile	Felipe Bahamondez
Gutierrez & Arrieta	Raúl Arrieta Cortés
Lembeye Abogados	Jorge Lembeye, Guillermo de la Jara
Magliona Abogados	Claudio Magliona, Nicolas Yuraszeck
Prieto Abogados	José Andrés Pascual
SILVA	Rodrigo Leon, Andrés Grunewaldt
RECOMMENDED	
Bofill Escobar Silva Abogados	Vanessa Facuse
Egaña Abogados	Andrés Egaña
Johansson & Langlois	Felipe Langlois
Porzio Rios Garcia	Cristobal Porzio

MAGLIONA ABOGADOS: ACCOMPLISHED IP TEAM



Claudio Magliona

Key figure(s): Nicolás Yuraszeck and Claudio Magliona
Established: 2007

Track record: Magliona Abogados provides legal services in licensing and software development agreements, tech platforms, franchising, data protection and computer crime, distribution agreements, production and financing of film and television productions. The firm advises major telecoms, software and tech companies, as well as internet service providers and datacenter operators.

Team & differentiation: The firm provides expert protection for clients' intellectual and industrial property. Claudio Magliona has extensive experience in corporate matters, technology law, telecommunications, intellectual and industrial property, licensing and software development contracts, technology platforms, franchising, data protection, cybercrime and computer security, film production, distribution and financing contracts.



HEADHUNTERS: IT

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Equation Partners	Mario Mora
IT Hunter	Benjamin Tosselli
Korn Ferry	Loreto Montoya
Michael Page	Alvaro Parker
Spencer Stuart	Juan Pablo Solar

ACCELERATORS

Best Startup Accelerators

In each tier, the companies are ordered alphabetically

COMPANY	KEY FIGURE(S)
RECOMMENDED	
3IE	Alejandro Gayan, Paulina Rojas
Chrysalis	Cristhian Aldayuz
Grupo Imagine	Javier Cueto
Incubatec	Ricardo Solervicens
Incuba UC	Alex Parnas
Magical	María José González
Mujeres Empresarias ME	Carolina Abbott
Platanus Ventures	Paula Enei, Agustín Feuerhake
UDD Ventures	Ángel Morales

COLOMBIA

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cavelier Abogados	Andrés Rincón
Clarkmodet Colombia	Silvia Patiño
Lloreda Camacho & Co	Ana María Castro, Nestor Bejarano
Olarte Moure	Carlos Olarte, Alexander Agudelo
EXCELLENT	
Baker McKenzie	Juan Pablo Concha Delgado
Brigard & Castro	Juan Pablo Cadena
Gómez-Pinzón	Mauricio Jaramillo, Juanita Perez
Posse Herrera Ruiz	Helena Camargo, Mónica Bonnet
Triana Uribe & Michelsen	Fernando Triana, Andrés Medina, Marcela Gómez
Wolf Mendez Abogados Asociados	Jesús María Méndez
HIGHLY RECOMMENDED	
Castellanos & Co	Margarita Castellanos
Dentons Cárdenas & Cárdenas	Luz Helena Adarve, Juanita Acosta
Pinzón Pinzón & Asociados	Mauricio Pinzón Pinzón
Raisbeck & Castro	Ian Raisbeck, Natalia Castro
RECOMMENDED	
BBGS Barrios Montenegro Abogados	Myriam Montenegro
BMS Rodríguez-Azuero	Juan Camilo Rodríguez, Karl Mutter
Cuesta Lawyers	Juan Carlos Cuesta
Guerrero & Asociados Propiedad Intelectual	Manuel Guerrero, Natalia Perez, Camila Correa
Herrera Díaz Abogados	José Herrera Díaz
Holland & Knight	Danilo Romero Raad
Humberto Rubio & Cia	Humberto Rubio, Felipe Rubio
MDE Intelectual Property	Patricia Delgado Del Sordo, Clemencia Delgado Villegas
Muñoz Abogados	Guillermo Navarro
Vera Abogados	Carolina Vera Matiz

OLARTEMOURE: PASSIONATE ABOUT INNOVATION



Carlos Olarte

Key figure(s): Carlos Olarte and Juan Moure
Established: 2003

Track record: Celebrating 20 years in business this year, OlarteMoure specializes in patents, plant varieties, trademarks, unfair competition, sanitary registrations, copyrights, restrictive competitive practices and several other aspects central to intellectual property services. Clients come from various industries, such as pharmaceuticals, telecoms and automotive.

Team & differentiation: Of the firm's six partners, Carlos Olarte is responsible for handling patent prosecution and defense, litigation and related advice, including the development of protection and valuation strategies for new technologies, while Juan Moure delivers the highest standards of service as head of the trademark and competition law practice. The firm is home to more than 50 associates.



IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Baker McKenzie	Juan Pablo Concha Delgado
Cavelier Abogados	Andrés Rincón, Eduardo Varela
Lloreda Camacho & Co	Ana María Castro, Alicia Lloreda, Natalia Franco
Olartemoure	Juan Felipe Acosta, Juan Moure
Triana Uribe & Michelsen	Fernando Triana, Sandra Ávila, Sandra Méndez
Brigard & Castro	Juan Pablo Cadena, Martín Torres Cardozo
Gómez-Pinzón	Juanita Perez
EXCELLENT	
CMS Rodríguez-Azuero	Karl Mutter, Felipe Andrade
Philippi Prietocarrizosa Ferrero DU & Uría	Mauricio Patiño
Posse Herrera Ruiz	Helena Camargo, Mónica Bonnet
HIGHLY RECOMMENDED	
BBGS Barrios Montenegro Abogados	Myriam Montenegro
Clarkmodet Colombia	Carolina Daza
Dentons Cárdenas & Cárdenas	Luz Helena Adarve, Juanita Acosta
Herrera Díaz Abogados	José Herrera Díaz
Holland & Knight	Danilo Romero Raad
Marquez Robledo	Santiago Márquez, María Alejandra Ahumada
Nidia Osorio & Co	Nidia Osorio
Raisbeck & Castro	Ian Raisbeck, Natalia Castro
Sergio Cabrera Abogados	Sergio Cabrera Torres
Vera Abogados	Jorge Vera, Carolina Vera Matiz
RECOMMENDED	
Castellanos & Co	Margarita Castellanos, Ximena Castellanos
Cuesta Lawyers	Juan Carlos Cuesta, Diana Romero
EGR & Abogados Asociados	Emilio García
Eraza Abogados	Liza Erazo
Espinosa Olarte & Abogados	Jorge Olarte
Estrategia Jurídica	Claudette Vernot
Guerrero & Asociados Propiedad Intelectual	Manuel Guerrero, Natalia Perez, Camila Correa
MPR Moreno Advisors	Diana Moreno, Carlos Moreno
Peña Mancero	Daniel Peña
Pinzón Pinzón & Asociados	Mauricio Pinzón Pinzón
Wolf Mendez Abogados Asociados	Jesús María Méndez

VERA ABOGADOS: CHAMPIONING THE CAUSE OF IP RIGHTS



Jorge Vera

Key figure(s): Jorge Vera, Carolina Vera and Natalia Vera
Established: 1972

Track record: The firm's experience mainly covers industrial property, trademarks, patents, consumer rights, copyrights and new technologies. The firm has also participated in several litigations associated with industrial property, and regularly acts in proceedings related to sanitary registrations before the corresponding authorities. The majority of its clients are involved in the pharmaceuticals, food, makeup, mining or automotive sectors.

Team & differentiation: Jorge Vera specializes in copyright, unfair competition and intellectual property. He also litigates before major courts, such as the Superintendence of Industry and Commerce and Andean Court of Justice. Carolina Vera leads the patent and trademark team. The firm has offices in Bogota, Cali, Medellín and Barranquilla, in addition to branches in Ecuador and Panama.

LIFE SCIENCES: REGULATORY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
Aristizábal & Jiménez	Ruby Aristizábal
Gómez-Pinzón	Andrea Pieschacon, Mauricio Jaramillo
Lloreda Camacho & Co	Ana María Castro, Enrique Álvarez, Daniel Cardona, Darío Cadena
HIGHLY RECOMMENDED	
Aristizabal Abogados Consultores	Ricardo Aristizábal
Baker McKenzie	Juan Pablo Concha Delgado
Brigard & Castro	Juan Pablo Cadena
Cavelier Abogados	Andrés Rincón
CMS Rodríguez-Azuero	Karl Mutter
Olarte Moure	Carlos Olarte, Alexander Agudelo
Posse Herrera Ruiz	Helena Camargo, Mónica Bonnet
Raisbeck & Castro	Natalia Castro
RECOMMENDED	
Arias Fajardo Abogados	Rubiela Arias de Fajardo
Clarkemodet Colombia	Juliana Gonzalez
Garrigues Colombia	José Miguel de la Calle
Holland & Knight	Danilo Romero Raad
MPR Moreno Advisors	Diana Moreno, Carlos Moreno
Philippi Prietocarrizosa Ferrero DU & Uría	Mauricio Patiño
Químicos Farmacéuticos Abogados	Libardo Cárdenas Giraldo
Triana Uribe & Michelsen	Fernando Triana, Marcela Gómez



ENFORCEMENT & ANTI-COUNTERFEITING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Baker McKenzie	Juan Pablo Concha Delgado
Wolf Mendez Abogados Asociados	Mónica Wolf, Jesús María Méndez
EXCELLENT	
Atoz Legal Consulting	Andrés Zapata
Cavelier Abogados	Eduardo Varela
Dentons Cárdenas & Cárdenas	Luz Helena Adarve
Estrategia Jurídica	Claudette Vernot
Lloreda Camacho & Co	Alicia Lloreda
Nidia Osorio & Co	Nidia Osorio
Olarte Moure	Juan Felipe Acosta, Camilo Bernal
Philippi Prietocarrizosa Ferrero DU & Uría	Camilo Suárez, Gerardo Florez
Posse Herrera Ruiz	Helena Camargo, Juan Sebastián Gonzalez
Triana Uribe & Michelsen	Fernando Triana, Sandra Ávila
HIGHLY RECOMMENDED	
BBS Barrios Montenegro Abogados	Myriam Montenegro
Brigard & Castro	Juan Pablo Cadena, Martín Torres Cardozo
Clarkmodet Colombia	Carolina Daza
CMS Rodríguez-Azuero	Karl Mutter
Espinosa Olarte Abogados	Andrés Espinosa, Jorge Olarte
Gómez-Pinzón	Mauricio Jaramillo
Herrera Díaz Abogados	José Herrera Díaz
Holland & Knight	Danilo Romero Raad
Marquez Robledo	Felipe Ortega
Muñoz Abogados	Diego Muñoz
Raisbeck & Castro	Ian Raisbeck, Natalia Castro
Sergio Cabrera Abogados	Marcelo Cabrera
Vera Abogados	Jorge Vera, Mauricio Cheyne Tenorio

DATA PROTECTION & CYBERSECURITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bermúdez & Esguerra Abogados	José Alejandro Bermudez, Carlos Esguerra
CMS Rodríguez-Azuero	Lorenzo Villegas Carrasquilla
EXCELLENT	
Baker McKenzie	María Carolina Pardo Cuéllar
Brigard & Urrutia	Sergio Michelsen
Dentons Cárdenas & Cárdenas	Juanita Acosta, Luz Helena Adarve
Garrigues Colombia	José Miguel de la Calle
HIGHLY RECOMMENDED	
1 Gómez-Pinzón	Mauricio Jaramillo
Olarte Moure	Juan G. Moure
Peña Mancero	Daniel Peña
Vanegas Morales	Stella Vanegas
2	
Data & Tic	Rafael Gamboa Bernate
Dla Piper Martinez Beltrán	María Claudia Martínez
Ecija Colombia	Pablo Márquez
Lloreda Camacho & Co	Enrique Álvarez, María Alejandra de los Ríos
Ms Legal	Mónica Moreno
RECOMMENDED	
Abello Abogados	Felipe Abello Monsalvo
Alzate & Asociados Asesores Jurídicos	Juan Pablo Alzate Ospina
CMM Abogados	Jose Luis Jerez
Herrera Díaz Abogados	José Herrera Díaz
Marquez Robledo	Santiago Márquez, María José Montejo
Marrugo Rivera & Asociados	Iván Dario Marrugo
Muñoz Abogados	Guillermo Andrés Navarro
SI Legal + Tecnología	Andrés Felipe Angel Posada
Triana Uribe & Michelsen	Sandra Ávila



TECHNOLOGY, INTERNET & TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Brigard & Urrutia	Sergio Michelsen
EXCELLENT	
1 Baker McKenzie	Juan Pablo Concha
CMS Rodriguez-Azuero	Lorenzo Villegas Carrasquilla
Gómez-Pinzón	Mauricio Jaramillo, Andrés Fernández
Lloreda Camacho & Co	Gustavo Tamayo Arango
2 Dla Piper Martinez Beltrán	María Claudia Martínez
Durán & Osorio Abogados	Carlos Andrés Sánchez
Tovar Fajardo & Asociados Abogados	Alfredo Fajardo, Felipe Tovar
HIGHLY RECOMMENDED	
Ecija Colombia	Pablo Márquez
Esguerra Asesores Jurídicos	Alfonso Miranda Londoño
Garrigues Colombia	José Miguel de la Calle
Olarte Moure	Carlos A. Parra, Carlos Olarte
Posse Herrera Ruiz	Ernesto Cavelier, Andrés Montoya, Jorge De los Ríos
RECOMMENDED	
BBGS Barrios Montenegro Abogados	Luis Felipe Barrios
Dentons Cárdenas & Cárdenas	Luz Helena Adarve
Guerrero & Asociados Propiedad Intelectual	Manuel Guerrero, Camila Correa
Holland & Knight	Danilo Romero Raad
Marrugo Rivera & Asociados	Iván Dario Marrugo
Ms Legal	Pedro Novoa
Peña Mancero	Daniel Peña, María Fernanda Gonzalez
Triana Uribe & Michelsen	Juan Pablo Triana
VALUABLE PRACTICE	
ABTIC	Jose Antonio Pulido Murcia
EGR & Abogados Asociados	Emilio García
Rincon Cardenas & Moreno	Erick Rincon

PLANT BREEDERS' RIGHTS

Best Law Firms

The firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Brigard & Castro	Juan Pablo Cadena
Cavelier Abogados	Andrés Rincón
Clarkemodet Colombia	Juliana González
CMS Rodríguez-Azuero	Karl Mutter, Felipe Andrade
Garrigues Colombia	José Miguel de la Calle
Gómez-Pinzón	Mauricio Jaramillo
Lloreda Camacho	Ana María Castro, Nestor Bejarano
Olartemoure	Carlos Olarte, Liliana Galindo
Posse Herrera Ruiz	Mónica Bonnett, Helena Camargo
Triana Uribe & Michelsen	Fernando Triana, Marcela Gómez
Vera Abogados	Carolina Vera Matiz

METHODOLOGY



The criteria are:

- Recognition & reputation of the firm in its market
- Team size at partner and senior associate level; seniority and track record of partners
- Nature, quality and volume of matters handled by the firm
- Prestige, diversity and internationalization of the firm's client base
- Recent team expansions that have proved demonstrably successful

In the course of our research, we gather detailed information from diverse sources:

Law firms: through questionnaires and interviews, our team gets first-hand information about a firm's history, positioning, expertise and recent activity.

Clients: we solicit the feedback of several thousand General Counsel, CFOs, Tax Managers and CEOs of domestic and multinational companies through anonymous questionnaires, meetings and phone interviews.

Qualified third-parties: we collect the opinion of professionals who are neither clients nor competitors, such as: investment bankers, accountants, arbitrators, expert witnesses.

Peer-review: We ask lawyers for their feedback on their local market and who they recommend when facing a conflict of interest. We also collect their opinion on lawyers they have worked with in other jurisdictions.

ECUADOR

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
Corralrosales	Maria Cecilia Romoleroux, Francisco Gallegos, Gabriel Kuri
Quevedo & Ponce Estudio Juridico	Alejandro Ponce
HIGHLY RECOMMENDED	
Bustamante Fabara	María Rosa Fabara, Avelina Ponce, José Rafael Bustamante Espinosa, Pablo Fabara
Falconi Puig Abogados	Carlos Alberto Arroyo, Sasha Mandakovic, Jaime Mantilla, Santiago Mosquera
Pérez Bustamante & Ponce (Pbp)	Francisco Pérez-Gangotena, Alys Arcos, Rafael González, Camila Mateus, Margarita Romero
RECOMMENDED	
Aguirre Noboa Law Firm	Carlos Aguirre Noboa, María Cristina Guerra
Bermeo & Bermeo	Rodrigo Bermeo Rosales, Pablo Bermeo-Andrade
Julio C Guerrero B	Johana Aguirre Guerrero, Omar Alban Cornejo
Meythaler & Zambrano	José Meythaler, Andrea Araujo
Robalino Law	Pedro Cordova, María José Peñaherrera
Spingarn	Byron Robayo, Lorena Sandoval

IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bustamante Fabara	María Rosa Fabara, José Rafael Bustamante Espinosa, Pablo Fabara Vera
Corralrosales	Maria Cecilia Romoleroux, Francisco Gallegos
Falconi Puig Abogados	Carlos Alberto Arroyo, Sasha Mandakovic, Cecilia Falconi, Jaime Mantilla, Santiago Mosquera
Pérez Bustamante & Ponce (Pbp)	Francisco Pérez-Gangotena, Camila Mateus, Alysa Arcos, Rafael González, Margarita Romero
EXCELLENT	
Lexvalor Abogados	Luis Marín-Tobar
Meythaler & Zambrano	José Meythaler, Andrea Araujo, Sebastian Meythaler, Maricruz Cepeda Torres
Dentons Paz Horowitz Abogados	Verónica Chiriboga, Mónica Cortez
Tobar Zvs	Álvaro Sevilla, Óscar Vela
HIGHLY RECOMMENDED	
1 Avl Abogados	Maria de los Angeles Lombeyda
Bermeo & Bermeo	Rodrigo Bermeo-Andrade, Rodrigo Bermeo Rosales
Julio C Guerrero B	Johana Aguirre Guerrero
Robalino Law	Pedro Córdova, María José Peñaherrera
Solines & Asociados	Juan Carlos Solines, Pablo Solines
2 Aguirre Noboa Law Firm	Carlos Aguirre Noboa, María Cristina Guerra
Arosemena Burbano & Asociados	Flavio Arosemena Burbano
Ecija Gpa	Gonzalo Muñoz, Michael Veintimilla
Luzuriaga & Castro	Gonzalo Luzuriaga, Alejandra Castro
Spingarn	Byron Robayo
Sur Legal	Antonio Martinez Montesinos
RECOMMENDED	
Abocacia	Daniel Díaz
Divergent Law	María-Belén Rivadeneira Reyes
Flor Bustamante Pizarro & Hurtado	Juan Pablo Serrano, Erika Alarcón
Pluslaw IP	Francisco Villacreses Real, Daniela Moreira Sarmiento
Quevedo & Ponce Estudio Jurídico	Alejandro Ponce
Venamerica Abogados & Consultores	Carmen Robayo



PLANT BREEDERS' RIGHTS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Tobar Zvs	Oscar Vela, Alvaro Sevilla
EXCELLENT	
Avl Abogados	Maria de los Angeles Lombeyda
Bustamante Fabara	María Rosa Fabara
HIGHLY RECOMMENDED	
Corralrosales	Maria Cecilia Romoleroux, Felipe Samaniego, Gabriel Kuri, Andrea Machicado
Falconi Puig Abogados	Carlos Alberto Arroyo del Río
Pérez Bustamante & Ponce (PBP)	Francisco Pérez-Gangotena, Camila Mateus, Alysa Arcos, Rafael González
RECOMMENDED	
Abreu & Asociados	Janet Hernández Cruz
Dentons Paz Horowitz	Bruce Horowitz
Lexvalor Abogados	Luis Marin Tobar

ENFORCEMENT & ANTI-COUNTERFEITING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Corralrosales	Maria Cecilia Romoleroux, Francisco Gallegos, Eduardo Rios
Luzuriaga & Castro	Gonzalo Luzuriaga, Alejandra Castro
EXCELLENT	
Falconi Puig Abogados	Cecilia Falconi, Angeles Puente
Meythaler & Zambrano	Margarita Zambrano, José Meythaler, Sebastián Meythaler
Tobar Zvs	Álvaro Sevilla, Andrea Guevara
HIGHLY RECOMMENDED	
Bustamante Fabara	María Rosa Fabara, Jose Rafael Bustamante Espinosa, Maria Clara Bustamante
Lexvalor Abogados	Luis Marin-Tobar
Pérez Bustamante & Ponce (Pbp)	Francisco Pérez-Gangotena, Camila Mateus, Alysa Arcos, Rafael González, Margarita Romero
RECOMMENDED	
Avl Abogados	Maria de los Angeles Lombeyda
Bermeo & Bermeo	Rodrigo Bermeo Andrade
Dentons Paz Horowitz Abogados	Verónica Chiriboga
Fexlaw Abogados	Francisco Estupiñán, Alicia Salgado
Julio C Guerrero B	Johana Aguirre Guerrero, Omar Alban Cornejo
Sur Legal	Marco Avila, Antonio Martínez

LUZURIAGA & CASTRO: ENFORCEMENT BENCHMARKS IN THE ECUADORIAN MARKET



Gonzalo Luzuriaga

Key figure(s): Gonzalo Luzuriaga
Established: 2008

Track record: Luzuriaga & Castro Abogados has collaborated in the dismantling of criminal organizations in Ecuador involved in counterfeiting and promoted several initiatives targeting counterfeit goods, in an effort to protect intellectual property rights. Clients include Adidas, Puma, Procter & Gamble, Tommy Hilfiger, Vans and Michael Kors.

Team & differentiation: The team has achieved significant milestones in border protection measures, being a firm of reference to the customs authority. Gonzalo Luzuriaga provides tutorials on intellectual property for national institutions such as the Judicial Police, National Service of Legal Medicine and Forensic Sciences, the Attorney General's Office and the National Customs Service of Ecuador.

Our analysis

CORRALROSALES: HIGHLY SPECIALIZED TEAM



Maria Cecilia Romoleroux

Key figure(s): Maria Cecilia Romoleroux, Francisco Gallegos, Gabriel Kuri, Xavier Rosales, Rafael Serrano and Ana Samudio

Established:1975

Track record: CorralRosales is one of the most prominent law firms in Ecuador. Its IP services cover litigation, trademarks, patents, copyrights, franchising and anti-counterfeiting. The firm is also very active in technology, telecommunications and data protection matters, and has particular expertise in e-commerce and the development of computer and software contracts.

Team & differentiation: Rafael Serrano is recognized by peers for his data-protection expertise. The team is trained to analyze the security level of the client's systems and provide recommendations to minimize security of information risks. This year the firm has been involved in important telecoms projects, an area in which it excels and has major clients.

BUSTAMANTE FABARA: FUSION OF REPUTATION AND KNOW-HOW



Maria Rosa Fabara

Key figure(s): Maria Rosa Fabara, Jose Rafael Bustamante, Avelina Ponce, Pablo Fabara, Esteban Davila and Daniel Castelo

Established:2022

Track record: The merger of Bustamante and Fabara has given the firm a dominant position in the Ecuadorian IP market. The firm has thousands of ongoing litigation and administrative proceedings and lawyers who have deep experience in copyright and anti-counterfeiting. The firm has been actively advising clients in the pharmaceutical and life sciences sector on data-protection issues.

Team & differentiation: The IP team has around 25 professionals, including lawyers, food chemists and biochemists. Maria Rosa Fabara is praised by peers as an excellent lawyer of high standing. The firm maintains an extensive and regularly updated trademark database, allowing it to provide clients with the latest information on local trademark registrations.

DENTONS PAZ HOROWITZ: CREATIVITY AND CLEAR COMMUNICATION



Bruce Horowitz

Key figure(s): Bruce Horowitz, Agustín Acosta, Verónica Chiriboga, Mónica Cortez and Gabriel Santelices

Established:1991

Track record: The firm's IP department has received high international recognition for its work in the field. It provides top-notch patent, trademark, copyright and anti-piracy advice. Its highly specialized team advises clients in various sectors of the technology and telecoms industries. Customers value their creativity and clear communication.

Team & differentiation: The team constantly monitors the intellectual property registration process and stands out for its creativity in dispute resolution. Verónica Chiriboga has extensive experience in IP and intangible asset protection. Agustín Acosta advises on the day-to-day operations of domestic and international TMT clients and provides litigation and arbitration support when needed.

MEYTHALER & ZAMBRANO: EFFECTIVE DEFENSE OF IP RIGHTS



Margarita Zambrano

Key figure(s): Margarita Zambrano, José Meythaler, Andrea Araujo and Sebastian Meythaler

Established:1995

Track record: Patents and trademarks are staple practices of the IP team, which is also well versed in IP litigation and anti-piracy, making use of innovative methods and robust legal strategies. The firm successfully represents the leading globally recognized pharmaceutical and agrochemical companies in cases of particular complexity, securing highly satisfactory results.

Team & differentiation: With offices in the largest cities in the country, the IP team is highly respected in the Ecuadorian market and is a national leader in licensing. Main partner José Meythaler has more than 30 years of experience and has advised several companies in public law, corporate law and intellectual property while colleagues and clients consider fellow name-partner Margarita Zambrano an authority on IP law.

METHODOLOGY



The criteria are:

- Recognition & reputation of the firm in its market
- Team size at partner and senior associate level; seniority and track record of partners
- Nature, quality and volume of matters handled by the firm
- Prestige, diversity and internationalization of the firm's client base
- Recent team expansions that have proved demonstrably successful

In the course of our research, we gather detailed information from diverse sources:

Law firms: through questionnaires and interviews, our team gets first-hand information about a firm's history, positioning, expertise and recent activity.

Clients: we solicit the feedback of several thousand General Counsel, CFOs, Tax Managers and CEOs of domestic and multinational companies through anonymous questionnaires, meetings and phone interviews.

Qualified third-parties: we collect the opinion of professionals who are neither clients nor competitors, such as: investment bankers, accountants, arbitrators, expert witnesses.

Peer-review: We ask lawyers for their feedback on their local market and who they recommend when facing a conflict of interest. We also collect their opinion on lawyers they have worked with in other jurisdictions.



INNOVATION, TECHNOLOGY & TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Barzallo Abogados	Jose Luis Barzallo, Miguel Maldonado
Corralrosales	Xavier Rosales, Rafael Serrano, Ana Samudio
Solines & Asociados	Juan Carlos Solines, Pablo Solines, Diego Beltrán
EXCELLENT	
1 Ccb Abogados	Daniela Cevallos Casals, Valeria Naranjo
Ecija Gpa	Felipe Gonzalez, Christian Espinosa, Jaime Dousdebés
2 Falconi Puig Abogados	Carlos Alberto Arroyo
Heka Law Firm	Andrés Teran
HIGHLY RECOMMENDED	
Bustamante Fabara	María Rosa Fabara, Daniel Castelo, Diego Ramirez
Dentons Paz Horowitz Abogados	Agustín Acosta, Gabriel Santelices
Robalino Law	Martín Pallares, Daniel Robalino, Pedro Cordova
Tobar Zvs	Alvaro Sevilla
RECOMMENDED	
AVL	Santiago Andrade, Mario Ruiz
Legaltech Asesores & Consultores	Janette Colamarco
Niubox	Diego Alvarez
PBP	Francisco Pérez, Carmen Simone, Juan Francisco Carrasco

DATA PROTECTION & CYBERSECURITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Corralrosales	Rafael Serrano, Xavier Rosales
Solines & Asociados	Juan Carlos Solines, Pablo Solines, Diego Beltrán
EXCELLENT	
Barzallos Abogados	Jose Luis Barzallos, Jacqueline Guerrero, Miguel Maldonado
Ecija Gpa	Felipe Gonzalez, Christian Espinosa
HIGHLY RECOMMENDED	
1 Bustamante Fabara	María Rosa Fabara, Esteban Davila, Daniel Castelo
Heka Law Firm	Andrés Teran
Lexvalor Abogados	Ricardo Peñaherrera
Robalino Law	Pedro Córdova, María José Peñaherrera
Spingarn	Lorena Naranjo, Daniela Macias, Matthew Armijos
2 Dentons Paz Horowitz Abogados	Gabriel Santelices
Luzuriaga & Castro	Gonzalo Luzuriaga
Niubox	Diego Alvarez
RECOMMENDED	
Avl Abogados	Maria de los Angeles Lombeyda, Mario Ruiz, Santiago Andrade
Falconi Puig Abogados	Jaime Mantilla
Legaltech Asesores & Consultores	Janette Colamarco
Pérez Bustamante & Ponce (Pbp)	Francisco Pérez-Gangotena
Tobar Zvs	Hipatia Donoso, René De Sola, Bernardo Tobar

SOLINES & ASOCIADOS: FOCUSED ON INNOVATION



Pablo Solines

Key figure(s): Juan Carlos Solines, Diego Beltrán, Carolina Ordoñez and Pablo Solines
Established: 1973

Track record: The firm has high degree of expertise in data protection, technology and cybersecurity. It handles all legal matters related to digital law and data protection, consolidating its position as a national benchmark in the field. The firm also has solid experience in trademarks and copyrights. It has extensive trademarks, appellation of origin and industrial design databases.

Team & differentiation: The team focuses on innovation and new technologies law, which allows it to remain at the forefront of IP service provision and ensure tailor-made advice to clients. The firm has created a series of digital products designed to give free legal advice to startups and entrepreneurs.

ROBALINO: MULTIDISCIPLINARY TEAM



Pedro Cordova Balda

Key figure(s): Pedro Cordova Balda and Maria Jose Peñaherrera
Established: 2015

Track record: Robalino's IP team provides consulting services to local and international companies in numerous industries. The market recognizes its innovative strategy during IP litigation negotiations. Over the past few years, the firm has advised some of the most important Information & Communication Technology companies regarding data privacy matters.

Team & differentiation: Pedro Cordova, who has more than 10 years' experience in IP matters and data protection negotiations, is praised by colleagues as an excellent professional, one that's always willing to exchange ideas and debate. Together with María José Peñaherrera and the rest of the team, he provides quality and specialized services tailored to the client's needs.

BARZALLOS ABOGADOS: DEEP UNDERSTANDING OF MARKET DYNAMICS



José Luis Barzallos

Key figure(s): José Luis Barzallos and Miguel Maldonado
Established: 1995

Track record: Barzallos Abogados advises companies and organizations on how best to adopt and adapt to new technologies. The firm offers comprehensive advice that covers also data protection and telecommunications, and works closely with operators and regulators. It further advises on implementing security and risk management policies and preventing security breaches.

Team & differentiation: The team has a deep understanding of the market and Ecuadorian legislation and regulations on personal data protection. It is highly committed to providing solutions to clients on new information technology matters. José Luis Barzallos is an active participant in initiatives in the legislative field which have enriched Ecuador's data-protection laws.

PERU

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Barreda Moller	Alfredo Barreda, Fernando Barreda
Clarkemodet Peru	Jimena Ugarte, José Marquis, Gheira Mori, Alvaro Arias, Cynthia Huaman
Estudio Colmenares & Asociados	Maria del Carmen Arana, Elisa Riveros, Sara Soto, Adan Roque, Edelmira Ortega
EXCELLENT	
Estudio Muñiz	Bruno Merchor
Fernández-Dávila Abogados	Carlos Fernández Dávila, Ivette Luque
Allende & Garcia Abogados	Jorge Allende
Espinosa Bellido Abogados	Francisco Espinosa Reboa
Estudio Echecopar -Member of Baker McKenzie International	Luis Alonso García Muñoz-Nájar, Alvaro Gutierrez
Mertz Peru	Claudia Fernandini, Stephany Soto, Norberto Rodriguez
HIGHLY RECOMMENDED	
Barlaw - Barrera & Asociados	Adriana Barrera, Medalith Albarracin, María Inés Herrera
Kresalja Ip	Rosa María Kresalja, Marcela Robles
Carolina Oré Gomez & Asociados	Alexander Trujillo, Carolina Oré
Valencia Law Office	Alfredo Valencia
RECOMMENDED	
BRDA Abogados	José Barreda, Gisella Barreda
Osterling Abogados	Arturo Tello
Pierola & Asociados	José de Pierola, María Nolazco
Rodrigo Elias & Medrano Abogados	Maria del Carmen Alvarado, Hector Alvarez
Scavia & Scavia	Renzo Scavia
Thorne Echeandia & Lema Abogados	Alvaro Echeandia Bustamante
VALUABLE PRACTICE	
CMS Grau	Maria Delia Oxley
Diez Canseco Competencia & PI	Luis Diez Canseco, Omar Alvarado
Estudio Llona & Bustamante Abogados	Raúl Villavicencio, Alfonso Fernández
Estudio Olaechea	Monica Germany
Pacon & Schiantarelli	Juan Pablo Schiantarelli
Union Andina	Alejandro Castro

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Estudio Muñiz	Bruno Merchor
EXCELLENT	
Barreda Moller	Alfredo Barreda, Fernando Barreda
Clarkemodet Peru	José Marquis, Jimena Ugarte, Alvaro Arias
Estudio Colmenares & Asociados	Maria del Carmen Arana, Adan Roque, Elisa Riveros
Estudio Echecopar -Member of Baker McKenzie International	Luis Alonso García Muñoz-Nájar, Alvaro Gutierrez
Fernández-Dávila Abogados	Carlos Fernández Dávila, Ivette Luque
HIGHLY RECOMMENDED	
Allende & Garcia Abogados	Jorge Allende, Magali García
Barlaw - Barrera & Asociados	Adriana Barrera, Maria Ines Herrera
Espinosa Bellido Abogados	Francisco Espinosa Reboa
Mertz Peru	Claudia Fernandini
Pacon & Schiantarelli	Juan Pablo Schiantarelli
Rodrigo Elias & Medrano Abogados	Hector Alvarez, Maria del Carmen Alvarado, Maritza Reátegui



PLANT BREEDER'S RIGHTS

Best Law Firms

The firms are ordered alphabetically

FIRM	KEY FIGURE(S)
RECOMMENDED	
Arturo Diaz & Asociados Abogados	Arturo O. Diaz, Giovanna Yllanes
Barlaw - Barrera & Asociados	Medalith Albarracin, Adriana Barrera
Barreda Moller	Alfredo Barreda, Fernando Barreda
Clarkemodet Peru	Alvaro Arias, Cynthia Huaman, Jimena Ugarte
Estudio Colmenares & Asociados	Maria del Carmen Arana
Estudio Eche copar -Member of Baker McKenzie International	Luis Alonso García Muñoz-Nájar, Alvaro Gutierrez, Manlio Bassino
Estudio Muñiz	Bruno Merchor
Mertz Peru	Claudia Fernandini, Stephany Soto, Norberto Rodríguez
Rodrigo, Elias & Medrano Abogados	Hector Alvarez, María del Carmen Alvarado
Union Andina	Alejandro Castro

ESTUDIO COLMENARES: LONGSTANDING AND SOLID IP EXPERTISE



Maria del Carmen Arana

Key figure(s): Maria del Carmen Arana and Luis Gayoso
Established: 1904

Track record: Market-leading IP firm, widely respected for its outstanding track record handling oppositions, defense, cancellations, litigation, conciliations, infringement and nullity actions and all kind of IP related services. Sought out for its solid experience handling trademark and patent prosecution processes. Rolex, Airbnb, BMW, Inventio AG and Kodak are clients.

Team & differentiation: For more than a century, the boutique has devoted itself exclusively to IP protection, advice, surveillance and litigation. It employs two partners and almost 40 other professionals including counsel, associates and administrative staff, who work exclusively on IP issues. The team also provides pro-bono patent protection to non-profits such as the International Potato Center.

BARLAW: PRESTIGIOUS IP EXPERTS



Adriana Barrera

Key figure(s): Adriana Barrera, María Inés Herrera and Medalith Albarracin
Established: 2011

Track record: Barlaw, one of the best intellectual property firms in Peru, assists a portfolio of more than 500 companies, chiefly from the technology, entertainment, fashion, luxury goods, sports, pharma, agrochemicals, automotive, retail, baking and financial services sectors such as Sony Entertainment, Abbott, Apple, Teva Pharmaceuticals, Chanel and Kipling.

Team & differentiation: The team, headed by Adriana Barrera, who has spent more than 25 years practicing in the IP field, and seasoned partners María Inés Herrera and Medalith Albarracin, is made up of around of 45 professionals including engineers, vets, pharmaceutical chemists, translators, IP technicians, paralegals and legal assistants, in addition to trainees and administrative staff.

KRESALJA IP: QUALITY IP SERVICES



Rosa María Kresalja

Key figure(s): Baldo Kresalja, Rosa María Kresalja and Marcela Robles
Established: 1972

Track record: The firm provides integrated services related to the defense and protection of intellectual property, including trademarks, patents, enforcement, copyright, and advertising. Proactive on issues of legal doctrine, the team has worked in different IP regulatory organizations. Its roster includes pharmaceutical, mining, construction and food & beverage clients.

Team & differentiation: With over 50 years' experience in the field, the highly regarded team is made up of senior partner Baldo Kresalja, who is well-respected in academic circles, managing partner Rosa María Kresalja who has a proven 19-year track record in the market, and Marcela Robles, who has vast expertise in IP having worked for the Peruvian IP authority for 16 years.

MERTZ PERU: COMBINING LEGAL AND TECHNICAL IP KNOWLEDGE



Claudia Fernandini

Key figure(s): Claudia Fernandini and Stephany Soto
Established: 2017

Track record: The firm safeguards the intellectual property of its clients in a range of fields, including patents, trademarks, anticounterfeiting, industrial designs, and genetic resources.. It is frequently called upon by companies from the mining, pharma, tech industries such as Farmacologicos Veterinarios, Compañía de Minas Buenaventura and IQF del Perú.

Team & differentiation: The team includes engineers, biologists and agronomists, and has impressive expertise in patent litigation. Claudia Fernandini has considerable experience in the strategic management of intangible assets, and in the identification and protection of trade secrets. The team was recently strengthened with the addition of five new professionals.

LIFE SCIENCES

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
Fernández-Dávila Abogados	Carlos Fernández Dávila, Ivette Luque, Julisa Quiliche
Rodrigo Elías & Medrano Abogados	Maritza Reátegui
HIGHLY RECOMMENDED	
Estudio Echeopar -Member of Baker McKenzie International	Luis Alonso García Muñoz-Nájar, Alvaro Gutierrez, Gonzalo Bernal
Estudio Muñiz	Bruno Merchor
Mertz Peru	Claudia Fernandini, Stephany Soto
Miranda & Amado	Willy Pedreschi
Osterling Abogados	Ximena Souza Ferreira, Arturo Tello
RECOMMENDED	
CMS Grau	María Delia Oxley
Estudio Olaechea	Martin Serkovic, Mónica Germany

ENFORCEMENT & ANTI-COUNTERFEITING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Barlaw - Barrera & Asociados	Adriana Barrera, María Ines Herrera
2 Ds Casahierro Abogados	Javier Duany García, Jessica Ortíz
EXCELLENT	
Barreda Moller	Alfredo Barreda, Fernando Barreda, Carlos Auza, Gonzalo Barreda
Estudio Colmenares & Asociados	María del Carmen Arana, Guillermo Melgarejo, Liria Bustios
Estudio Muñiz	Piero Calderon Oliva
HIGHLY RECOMMENDED	
Arturo Díaz & Asociados Abogados	Arturo O. Díaz, Giovanna Yllanes, Gabriel García
Estudio Echeopar -Member of Baker McKenzie International	Luis Alonso García Muñoz-Nájar, Manlio Bassino, Alvaro Gutierrez
Kresalja Ip	Rosa María Kresalja
Osterling Abogados	Arturo Tello
RECOMMENDED	
Allende & García Abogados	Magali García, Jorge Allende
Carolina Oré	Carolina Oré, Alexander Trujillo
Clarkmodet Peru	José Marquis, Jimena Ugarte
Diez Canseco Competencia & PI	Luis Diez Canseco, Omar Alvarado
Estudio Fernandez & Vargas Abogados	María Luz Vargas Chavez, Luis Gonzalo Ramirez
Rodrigo, Elías & Medrano Abogados	Hector Alvarez, María del Carmen Alvarado

DS CASAHIERRO: COMMITTED TO EXCELLENCE



Javier Duany

Key figure(s): Javier Duany and Jessica Ortíz
Established: 2009

Track record: Leading anticounterfeiting practice noted for its expertise in investigations, customs enforcements, marketplace raids, online enforcement and training, representing heavyweights from the entertainment, electronic, automobile, sports and health industries. It has strong experience managing and protecting IP portfolios, monitoring processes with trademark and patent offices.

Team & differentiation: The firm's IP practice, headed by Javier Duany who has a proven 25-year record in the legal aspects of IP and unfair and free competition, includes Jessica Ortíz, who was recently named partner and has more than 15 years' expertise in the administration of trademark portfolios, copyright and related rights, inventions and new technologies before both administrative and judicial authorities.

ARTURO DÍAZ & ASOCIADOS: IP EXPERTISE WITH INTERNATIONAL REACH



Arturo Díaz

Key figure(s): Arturo Díaz
Established: 2008

Track record: The firm's expertise includes patents, trademarks, utility models, plant varieties, copyright, unfair competition, anticounterfeiting and industrial designs. It protects, monitors and evaluates trademarks and patents, and handles registrations and oppositions. Guess, Banco Davivienda, Casio, Huawei and Pionier are clients.

Team & differentiation: The team offers surveillance and protection of client companies' intangible assets. Senior partner Arturo Díaz has extensive IP experience. His academic rigor is held in high regard across Peru and in the wider Latin American region. The firm makes the most of its strategic alliances across Latam, working in collaboration with its affiliated offices.



TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bullard Falla Ezcurra Abogados	Alejandro Falla, Eduardo Quintana, Lucía Villarán
Estudio Echeopar -Member of Baker McKenzie International	Teresa Tovar
Payet, Rey, Cauvi, Pérez Abogados	Carlos Patron, Gerardo Soto
Porto Legal	Jose Miguel Porto
Quiñones Alayza Abogados	María Teresa Quiñones
Rodrigo Elías & Medrano Abogados	Veronica Sattler, Maria del Rosario Quiroga
EXCELLENT	
CMS Grau	Ramon Huapaya, Nestor Shimabukuro
Diez Canseco Competencia & PI	José Carlos Gonzáles
HIGHLY RECOMMENDED	
De Bracamonte Haaker Castellares	David Ruiz
Estudio Olaechea	Martin Serkovic
Hernández & Cia	Enrique Cavero Saфра
LeiOS	Abel Revoredo
Miranda & Amado	Willy Pedreschi, Enrique Felices, Fabiana Vittoria
MOAR Abogados	Carlos Monteza
Niubox	Oscar Montezuma
Ontier Peru	Jorge Baca-Álvarez
Zegarra & Schipper	Diego Zegarra

**PORTO LEGAL:
EXCELLENT TELECOMS AND TECH CAPABILITIES**

José Miguel Porto

Key figure(s): José Miguel Porto

Established: 2014

Track record: Highly regarded as one of the leading firm in telecoms, the firm regularly advises different telecoms companies in their entry strategies into the market and supports bridging the digital gap in Peru. It also acts on regulatory audits and general compliance with the industry regulations and in technology procurement transactions. It is currently advising Andesat Peru in a deployment of a telecom network to expand mobile network operator's footprint in rural areas.

Team & differentiation: Senior partner José Miguel Porto, who has more than 15 years' experience in the telecoms and information technology industries, has held managerial positions at both national and international level. He has extensive experience in corporate law, transaction finance, M&A, telecoms and technology transactions, in addition to venture capital and startups.

**CMS GRAU:
HIGH CALIBER TELECOMS & IT TEAM**

María Delia Oxley

Key figure(s): María Delia Oxley, Ramón Huapaya, Juan José Hopkins and Nestor Shimabukuro

Established: 1934

Track record: CMS Grau, advises on digital transformation, e-commerce, data protection, AI, fintech topics, online games, startups, and IoT. The firm assists top names such as Google, Unilever, Microsoft Cybersecurity, Telefonica del Peru and Entel. It is currently acting for Enel in different disputes with Azteca and America Movil and Pronatel regarding trilateral proceedings before OSIPTEL.

Team & differentiation: The team regularly acts to protect, register, renew and modify IP rights. Fintech and venture capital expert Juan José Hopkins was recently appointed as a partner to co-lead the TMT practice alongside Ramón Huapaya and Carolina Gajate, who have ample experience in telecoms, technology, data protection and regulatory affairs. Delia Oxley's practice covers the entire array of IP.

DATA PROTECTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Niubox	Oscar Montezuma, Fiorella Colonna
Estudio Echeopar -Member of Baker McKenzie International	Teresa Tovar
EXCELLENT	
Allende & Garcia Abogados	Jorge Allende
Hernández & Cia	Enrique Cavero Safra
Iriarte & Asociados	Erick Iriarte
LeiOS	Abel Revoredo
Payet, Rey, Cauvi, Pérez Abogados	Carlos Patron
Rodrigo Elías & Medrano Abogados	Italo Carrano
HIGHLY RECOMMENDED	
Osterling Abogados	Fernando Allasi
Pacon & Schiantarelli	Juan Pablo Schiantarelli, Rosalina Susano
Porto Legal	Jose Miguel Porto
Torres y Torres Lara Abogados	Rafael Torres Morales, Alejandro Morales Cáceres
Zegarra & Schipper	Diego Zegarra
RECOMMENDED	
Barlaw - Barrera & Asociados	Adriana Barrera, Catherine Escobedo
Diez Canseco Competencia & PI	José Carlos Gonzáles
DLA Piper Perú	Daniel Flores Consiglieri
Ds Casahierro Abogados	Javier Duany Garcia, Jessica Ortiz
León e Iparraguirre Abogados	Luis Miguel León, Gianfranco Iparraguirre
Miranda & Amado	Enrique Felices, Willy Pedreschi
VALUABLE PRACTICE	
Benites Vargas & Ugaz Abogados	Fabricio Sanchez
Bueno Lercari Consultores	Rosa Bueno, Lucia Quevedo
Caro & Asociados	Carlos Caro Coria, María Alejandra Quintana
CMS Grau	Ramon Huapaya, Carolina Gajate
CPB Abogados	Xenia Vizcarra De Schäffler
Dentons	Julio Gallo
Estudio Fernandez & Vargas Abogados	Maria Luz Vargas Chavez, Marco Antonio Palomino
Estudio Olaechea	Martin Serkovic
Fernández-Dávila Abogados	Ivette Luque, Abel Tavera

NIUBOX: IN DEPTH EXPERTISE IN TECH AND INNOVATION



Oscar Montezuma

Key figure(s): Oscar Montezuma
Established:2018

Track record: Highly specialized privacy and data protection boutique which masters legal with technical input and covers a wide range of legal requirements demanded by local and foreign companies such as Solgas, Delivery Hero and Agora servicios digitales. Also valued for its ample knowledge of innovation, technology and digital businesses.

Team & differentiation: Earlier this year, the firm opened a new office in Bogotá, and appointed Daniel Valencia, an e-commerce, data protection, digital transformation and corporate matters specialist, as country manager. Managing partner Oscar Montezuma has over 15 years' experience advising governments and companies, digital economy issues through his in-depth knowledge of regulation and public policies.

IRIARTE & ASOCIADOS: SEASONED DATA PROTECTION AND IT COUNSEL



Erick Iriarte

Key figure(s): Erick Iriarte
Established:2006

Track record: Well-known for its high-quality IT and data protection service, the firm has great renown in the corporate, education and digital sectors advising major clients such as BBVA, E-Holding, Blitz Quipu Finance, Universidad ESAN and Backus. It also has strong IP experience and regularly works with other IPIT firms in different countries of the Andean Community and LatAm.

Team & differentiation: The team, which applies a comprehensive approach to all the new information technology and IP matters it handles, is captained by Erick Iriarte, a domain-name and internet-resources specialist who has ample experience in data privacy and data protection. He advised the National Defense and Internal Order Commission on the drafting of the cybersecurity and cyber-defense law.

URUGUAY

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Fernandez Secco & Asociados	Agustina Fernández Giambruno
Fox & Lapenne	Victoria Fox, Juan Lapenne
Fischer Abogados	Gustavo Fischer
EXCELLENT	
1 Clarkemodet Uruguay	Fabiana Penades, Martin Hermida
Ferrere	Agustín Mayer West
2 Cervieri Monsuarez	Natalia Paladino
Vanrell Propiedad Intelectual Abogados	Veronica Vanrell
HIGHLY RECOMMENDED	
Cikato Abogados	Matias Cikato, Mauro Marín
Jones & Cia	Carlos Vera
Pittaluga Abogados	Martín Pittaluga

IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM

KEY FIGURE(S)

LEADING

Cervieri Monsuarez

Virginia Cervieri, Pablo Monsuarez, Natalia Paladino, Lucia Cantera

Ferrere

Agustín Mayer West, Alejandro Alterwain

Fischer Abogados

Gustavo Fischer, Federico Fischer, Mercedes Castells

EXCELLENT

1 Cikato Abogados

Mauro Marín, Matias Cikato

Fernandez Secco & Asociados

Agustina Fernández Giambruno

Fox & Lapenne

Victoria Fox, Juan Lapenne

2 Pittaluga Abogados

Juan Manuel Pittaluga

Vanrell Propiedad Intelectual Abogados

Veronica Vanrell

HIGHLY RECOMMENDED

Bergstein Abogados

Silvina Vila, Leonardo Melos

Clarkemodet Uruguay

Fabiana Penades, Martin Hermida

Dentons Jiménez de Aréchaga

Héctor B. Viana



ENFORCEMENT & ANTI-COUNTERFEITING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM KEY FIGURE(S)

LEADING

Cervieri Monsuarez Virginia Cervieri, Anabel Frachia

EXCELLENT

1 Cikato Abogados Matias Cikato, Mauro Marín

Vanrell Propiedad Intelectual Abogados Veronica Vanrell, Fabiana Mateos

2 Fernandez Secco & Asociados Agustina Fernández Giambruno

Ferrere Agustín Mayer West

Fischer Abogados Gustavo Fischer, Federico Fischer

HIGHLY RECOMMENDED

Bacot & Bacot Oscar Bacot Silveira

Fox & Lapenne Victoria Fox, Juan Lapenne

Pittaluga Abogados Martín Pittaluga, Juan Manuel Pittaluga

CERVIERI MONSUÁREZ & ASOCIADOS: OUTSTANDING MARKET LEADERSHIP



Virginia Cervieri

Key figure(s): Virginia Cervieri, Natalia Paladino, Pablo Monsuarez, Anabel Frachia, Lucia Cantera and Madelón Landa
Established: 2008

Track record: The firm is a leader in anti-counterfeiting and enforcement matters. In addition, it has extensive experience in the registration and protection of IP rights such as patents, industrial designs, copyrights, domain names, sanitary registrations, plant varieties and trademarks. It represents global brands in Latin America covering Mexico, Central America, the Caribbean and South America.

Team & differentiation: The team has intervened in emblematic cases which have earned it a sterling reputation. The firm has developed proprietary software that allows for the monitoring of its clients' brands and products in social networks. In addition to Uruguay, Cervieri Monsuárez has also offices in Paraguay, Bolivia and a representative in Panama.



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Best Venture Capital Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Accel	Kevin Comolli, Philippe Botteri, Sonali De Rycker
Balderton Capital	Bernard Liautaud, Daniel Waterhouse
Index Ventures	Jan Hammer, Dominique Vidal
Sofinnova Partners	Denis Lucquin, Antoine Papiernik
2 360° Capital Partners	Fausto Boni, François Tison, Emmanuele Levi
Ardian	Alexis Saada, Romain Chiudini, Geoffroy de La Grandière, Frédéric Quéru
Eurazeo	Christophe Bavière, Benoist Grossmann
Serena Capital	Philippe Hayat, Marc Fournier
EXCELLENT	
Earlybird Venture Capital	Christian Nagel, Hendrik Brandis
Holtzbrinck Ventures	Rainer Märkle
Lakestar	Klaus Hommels, Mika Salmi
Octopus Ventures	Ian Perry
Partech Partners	Omri Benayoun, Philippe Collombel, Romain Lavault
Speedinvest	Oliver Holle
Ventech	Alain Caffi, Jean Bourcereau, Claire Houry
White Star Capital	Éric Martineau-Fortin
HIGHLY RECOMMENDED	
Alven Capital	Guillaume Aubin, Charles Letourneur
Amadeus Capital Partners	Anne Glover, Hermann Hauser
Atomico	Niklas Zennström
Creandum	Staffan Helgesson, Johan Brenner, Fredrik Cassel
Gimv	Koen Dejonckheere
High-Tech Gründerfonds	Dr. Alex von Frankenberg
Mosaic Ventures	Toby Coppel, Simon Levene
Northstar Ventures	Dominic Endicott, Alasdair Greig, Ian Richards
Northzone Ventures	Bjørn Stray
Par Equity	Paul Atkinson
Seedcamp	Reshma Sohoni
Truffle Capital	Bernard-Louis Roques, Patrick Kron
Wellington Partners	Frank Böhnke, Rolf Dienst, Eric Archambeau, Christian Reitberger
RECOMMENDED	
468 Capital	Ludwig Ensthaler
Acton Capital Partners	Christoph Braun
Global Founders Capital	Roel Janssen
Hiventures	Bence Katona
Point Nine Capital	Pawel Chuddzinski, Christoph Janz, Ricardo Sequerra Amram, Louis Coppey
Sequoia Capital	Luciana Lixandru
Summit Partners	Matthias Allgaier
Target Partners	Berthold von Freyberg

AUSTRIA

PATENT PROSECUTION

Best Law Firms & IP Agencies

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Puchberger & Partner	Andreas Gehring, Georg Puchberger, Peter Puchberger
Schwarz & Partner	Herwig Margotti, Harald Nemeč, Andreas Pfösl
SONN	Daniel Alge, Rainer Beetz, Johannes Strobl, Philipp Weinzinger
EXCELLENT	
Kliment & Henhapel	Lukas Fleischer, Bernhard Henhapel
Torggler Hofmann	Stephan Hofinger
HIGHLY RECOMMENDED	
Haffner & Keschmann	Magdalena Artaker, Marc Keschmann
Wildhack & Jellinek	Michael Stadler, Andreas Wildhack
RECOMMENDED	
Beer & Partner	Reinhard Hehenberger
HGF Europe	Bernhard Ganahl, Jan Robert Naefe, Markus Zoller
Hübscher & Partner	Gerd Hübscher
REDL Life Science Patent Attorneys	Manuela Loidl, Gerda Redl
PENDL MAIR	Sebastian Feuerstein, Gerald Mair, Rudolf Pendl

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Gassauer-Fleissner	Christian Gassauer-Fleissner, Dominik Göbel, Manuel Wegrosteck
Geistwert	Constantin Kletzer, Juliane Messner, Max W. Mosing, Alexander Schnider, Rainer Schultes
EXCELLENT	
Schoenherr	Andreas Natterer, Christian Schumacher, Michael Woller
Schwarz Schoenherr	Thomas Adocker, Georg Schönherr
HIGHLY RECOMMENDED	
BINDER GRÖSSWANG	Ivo Rungg
Dorda	Axel Anderl
Wiltschek Plasser	David Plasser, Lothar Wiltschek
Wolf Theiss	Georg Kresbach
RECOMMENDED	
ABP Anwälte Burger & Partner	Hannes Burger
Baker McKenzie	Lukas Feiler
Brauneis Klauser Prändl	Martin Reinisch
CMS Reich-Rohrwig Hainz	Egon Engin-Deniz
Freshfields Bruckhaus Deringer	Christof Pöchhacker
KWR Karasek Wietrzyk Rechtsanwälte	Barbara Kuchar
PENDL MAIR	Sebastian Feuerstein, Gerald Mair, Rudolf Pendl
Polak & Partner	Peter Polak
Salomonowitz	Sascha Salomonowitz
Taylor Wessing	Dieter Natlacen, Martin Prohaska-Marchried, Andreas Schütz
Warbek	Stefan Warbek
VALUABLE PRACTICE	
Cerha Hempel	Mark Krenn, Katharina Majchrzak
E+H Eisenberger + Herzog	Andreas Zellhofer
DLA Piper Weiss-Tessbach	Sabine Fehringer
Graf Isola	Claudia Csáky, Ferdinand Graf
Herbst Kinsky	Sonja Hebenstreit
HGF Europe	Bernhard Ganahl, Jan Robert Naefe, Dr. Markus Zoller
Jank Weiler Operenyi	Sascha Jung
Puchberger & Partner	Peter Puchberger
Lansky, Ganzger, Goeth, Frankl + partner (LGP)	Gerald Ganzger
Saxinger, Chalupsky & Partner (SCWP Schindhelm)	Maximilian Gumpoldsberger, Michael M. Pachinger, Reinhard Paulitsch
Schindler Attorneys	Philipp Spring
SONN	Rainer Beetz, Peter Pawloy, Johannes Strobl

BELGIUM

PATENT PROSECUTION

Best IP Agencies

In each tier, the agencies are ordered alphabetically

AGENCY	KEY FIGURE(S)
LEADING	
Arnold & Siedsma	Nele D'Halleweyn, Sara Reekmans
Calysta	Ludivine Coulon, Philippe de Diesbach, Johannes Wohlmuth, Sjors de Koning
De Clercq & Partners	Sakina Bounaga, Ann De Clercq, Koen Vanhalst, Andrej Michalik, Liesbet Paemen
Gevers	Samuel Denis, Frank van Coppenolle, François Gevers, Ingrid Luyten
EXCELLENT	
AWA	Dieter Heck, Joëlle van Malderen, Marc Lerho, Paul-André Gollier
Brantsandpatents	Johan Brants
Denk IP	Kris Hertoghe, Davy Wauters
Kirkpatrick	Emilie Blanche, Philippe de Diesbach
NLO	Caroline Pallard, Ben Brigou
V.O.	Annemie Jaeken, Bernard Ledebouer, Otto Oudshoorn
HIGHLY RECOMMENDED	
Arc IP	Guy Farmer, Henry Bosch
Icosa Europe	Anne Savoye
IP Hills	Axel Plas
IP Lodge	Michael Beck
M.f.j. Bockstael	Krista De Clercq, Tinneke Jacobs
Pecher & Partners	Nicolas Pecher

DE CLERCQ & PARTNERS: SECURING OPTIMAL PATENT PROTECTION STRATEGIES



Ann De Clercq

Key figure(s): Ann De Clercq
Established: 1999

Track record: The patent department encompasses drafting, filing and prosecution of PCT, as well as oppositions, and appeals. It directly handles EP patents in Belgium and the Netherlands, and in other countries can call upon an extensive network of best-friend firms. Its lawyers are experts in evaluating IP rights and advise their clients on portfolio management and strategic IP advice.

Team & differentiation: With five partners and 22 counsel and associates working from three Belgium offices, the patent department serves domestic and international clients, from multinationals to SMEs and startups. Founding Partner Ann De Clercq is a leading figure in IP and has over 25 years' experience in the patent industry. The firm has a strong sectorial footprint in biotechnology, chemistry, and pharma.

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
ALTIUS	Philippe De Jong, Christophe Ronse
Bird & Bird	Domien Op de Beeck, Jean-Christophe Troussel
Crowell Moring	Jan-Diederik Lindemans, Kristof Roox, Sari Depreeuw
Stibbe	Philippe Campolini, Ignace Vernimme
EXCELLENT	
Hoyng Rokh Monegier	Steven Cattoor, Liesebeth Weynants, Benoît Strowel
Janson	Mireille Buydens
Simont Braun	Eric De Gryse, Fernand de Visscher, Emmanuel Cornu
Taylor Wessing	Christian Dekoninck, Patricia Cappuyns
HIGHLY RECOMMENDED	
1 Cape Ip	Veronique Pede
Inteo	Sofie Cubitt, Kristof Neefs
NautaDutilh	Tanguy de Haan, Florence Verhoestraete
2	
Allen & Overy	Geert Glas, Edward Taelman, Peter Van Dyck
Baker McKenzie	Koen De Winter
Eubelius	Pieter Callens
Fieldfisher	Stijn Debaene, Hakim Haouideg
RECOMMENDED	
Osborne Clark	Valentin de le Court
DLA Piper	Alexis Fierens
IP Porta	Karen Ongena
LMBD	Louis Puts
Liber.Ius	Günther Meyer



LIFE SCIENCES: IP & TRANSACTIONS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bird & Bird	Marc Martens, Nicolas Carbonnelle
Covington & Burling	Peter Bogaert, Bart Van Vooren
Hoyng Rokh Monegier	Benoit Strowel, Liesebeth Weynants
EXCELLENT	
ALTIUS	Philippe De Jong, Christophe Ronse
Callens	Stefaan Callens
Crowell Moring	Kristof Roox
Loyens & Loeff	Stéphanie De Smedt, Valentijn De Boe
Quinz	Olivier Van Obberghen, Pieter Wyckmans
Simmons & Simmons	Olivier Mignolet, Annabelle Bruyndonckx
Simont Braun	Eric De Gryse, Rafaël Jafferali, Steven Callens, Axel Maeterlinck
Stibbe	Philippe Campolini, Ignace Vernimme
Van Bael & Bellis	Catherine Longeval, Peter LEcluse
HIGHLY RECOMMENDED	
Allen & Overy	Geert Glas, Filip Van Elsen
Baker McKenzie	Els Janssens, Roel Meers
Cambrian	Frédérique Joos
Cape IP	Veronique Pede
CMS	Virginie Dor
Deloitte Legal	Christoph Michiels; Matthias Vierstraete
Jones Day	Cristiana Spontoni
NautaDutilh	Jens Mosselmans, Florence Verhoestraete, Philippe Remels
Osborne Clark	David Haex
Taylor Wessing	Christian Dekoninck, Patricia Cappuyns

LIFE SCIENCES: REGULATORY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bird & Bird	Marc Martens
Hogan Lovells	Fabien Roy
Hoyng Rokh Monegier	Liesbeth Weynants
EXCELLENT	
ALTIUS	Christophe Ronse
Cooley	Elisabethann Wright
Covington & Burling	Peter Bogaert, Bart Van Vooren
Crowell Moring	Kristof Roox
DLA Piper	Richard Sterneberg
Fieldfisher	Claudio Mereu, Gerard McElwee
Jones Day	Cristiana Spontoni
Quinz	Olivier Van Obberghen, Pieter Wyckmans
Sidley Austin	Maurits Lugard
Simmons & Simmons	Olivier Mignolet, Annabelle Bruyndonckx
HIGHLY RECOMMENDED	
Allen & Overy	Geert Glas, Tine Carmeliet
Dewallens & Partners Bvba	Filip Dewallens
CMS	Bruno Fonteyn
King & Spalding	Geneviève Michaux
NautaDutilh	Jens Mosselmans
Reed Smith	Wim Vandenberghe
Stibbe	Ignace Vernimme, Philippe Campolini
Van Bael & Bellis	Peter LEcluse, Catherine Longeval, Michael Clancy



IT & OUTSOURCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Allen & Overy	Filip Van Elsen, Peter Van Dyck
DLA Piper	Kristof De Vulder
2 Stibbe	Erik Valgaeren
Time.lex	Frédéric Debusseré, Jos Dumortier, Edwin Jacobs, Geert Somers, Hans Graux
EXCELLENT	
1 ALTIUS	Gerrit Vandendriessche, Jérôme Vermeyleen
Bird & Bird	Benoit Van Asbroeck, Hein Hobbelen, Jean-Christophe Troussel
CMS	Tom De Cordier, Tom Heremans, Dirk Van Liedekerke
Crowell Moring	Thomas De Meese, Sari Depreeuw
Jones Day	Bernard E. Amory, Thomas De Muynck, Alexandre Verheyden
2 Astrea	Olivier Van Fraeyenhoven, Christine De Keersmaecker
Fieldfisher	Tim Van Canneyt, Stijn Debaene
Linklaters	Tanguy Van Overstraeten
Lydian	Bastiaan Bruyndonckx
Monard Law	Kristof Zadora, Daan De Jaeger, Stephane Criel, Wouter Moonen
MVVP	Herman Croux, Philippe Laurent, Michel Segers
Osborne Clark	Benjamin Docquir
Simont Braun	Eric De Gryse, Fernand de Visscher, Emmanuel Cornu, Joan Carette
HIGHLY RECOMMENDED	
Baker McKenzie	Elisabeth Dehareng
Clifford Chance	Dieter Paemen
Cooley	Patrick Van Eecke
Cresco	David Dessers, Olivier Van Raemdonck
Deprevernet	Sébastien Depré, Philippe Vernet
Eubelius	Pieter Callens, Anneleen Van de Meulebroucke
Lexing	Jean-François Henrotte, Alexandre Cruquenaire, Alexandre Cassart
Liedekerke	Etienne Kairis, Sarah van den Brande

Loyens & Loeff	Stéphanie De Smedt, Hakim Boularbah
Petillion	Flip Petillion
Ulys	Etienne Wery
Verhaegen & Walravens	Emmanuel Szafran
RECOMMENDED	
& De Bandt	Jeff Keustermans, Karel Janssens
Affluo	Johan Vandendriessche
AKD	Paul Van den Bulck
Ambos	Bart Vandereeckt, Kathleen Paisley
Cambrian	Pieter Capiiau, Yannick Verrycke
Four & Five	Anneleen Vander Elstraeten
Inteo	Kristof Neefs, Sofie Cubitt
Janson	Hans Dhondt
LMBD	Louis Puts
Seeds Of Law	Koen De Puydt, Toon Delie

MVVP: ROBUST IT & TECHNOLOGY TEAM



Herman Croux

Key figure(s): Herman Croux
Established: 1995

Track record: Compact practice within a full-service player actively advising SMEs and multinationals in numerous industry segments on the full spectrum of IT work, including outsourcing, licensing, IP, databases, and data protection. Its lawyers' broad knowledge of information security and e-commerce regulation issues and specialized expertise allows for a greater understanding of the challenges faced by companies the firm advises.

Team & differentiation: The five-partner IT & technology team brings its expertise to bear in all areas of IT work, including outsourcing, licensing, IP, databases, and data protection. It organizes numerous webinars and conferences and provides a response in line with the business expectations of clients. The diverse expertise of clients makes it possible to cover all data protection and IT bases.

MONARD LAW: STRATEGIC ADVICE ON A RANGE OF IT MATTERS



Kristof Zadora

Key figure(s): Kristof Zadora
Established: 1990

Track record: Monard Law's IT team excels at understanding the technologies underpinning IT and telecoms, ensuring effective representation in negotiations and litigation. Experts in GDPR compliance and data protection, the firm is active in digital contract storage, online contract follow-up, e-signature applications, e-billing, and furthermore is co-developing a contract drafting application.

Team & differentiation: With four partners and nine other lawyers, Monard Law's team stands out for the quality of its in-house support to client's legal departments (via secondments). The team handles consultancy queries, drafts and reviews agreements, and ensures they comply with Belgian regulations. Their expertise also extends to consultancy on public procurement law and general company law agreements.

SEEDS OF LAW: ENTIRELY FAMILIAR WITH IT LAW



Koen De Puydt

Key figure(s): Koen De Puydt and Toon Delie
Established: 2019

Track record: Well-regarded team respected for its track record assisting domestic names from the IT sphere such as startups, innovators and venture capital funds from the beginning to the end of project cycles. They represent clients in a broad range of sectors including pharmaceuticals, retail, construction and corporate.

Team & differentiation: Headed by Koen De Puydt the IT team has solid knowledge of IT law and brings valuable skills on issues such as licensing, technology transfer, litigation and IT strategies. Experienced advising private companies, the department is firmly rooted in Belgium and has extensive knowledge of the international market.



DATA PROTECTION & CYBERSECURITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Allen & Overy	Filip Van Elsen, Peter Van Dyck
CMS	Tom De Cordier, Tom Heremans, Dirk Van Liedekerke
Linklaters	Tanguy Van Overstraeten
Time.lex	Frédéric Debusseré, Jos Dumortier, Ruben Roex, Geert Somers, Hans Graux
EXCELLENT	
1 Bird & Bird	Benoit Van Asbroeck, Hein Hobbelen, Jean-Christophe Troussel
Fieldfisher	Tim Van Canneyt, Olivier Proust
Wilson Sonsini Goodrich & Rosati	Cédric Burton
2 ALTIUS	Gerrit Vandendriessche, Jan Clinck
DLA Piper	Kristof De Vulder, Heidi Waem
Jones Day	Jörg Hladjk
Lydian	Bastiaan Bruyndonckx, Olivia Santantonio
Mvvp	Herman Croux, Philippe Laurent, Michel Segers
Osborne Clark	Benjamin Docquir
Stibbe	Erik Valgaeren
HIGHLY RECOMMENDED	
AKD	Paul Van den Bulck
Baker McKenzie	Elisabeth Dehareng
Cooley	Patrick Van Eecke
Covington & Burling	Dan Cooper
Crowell Moring	Thomas De Meese, Maarten Stassen, Frederik Van Remoortel
Deprevernet Law firm	Grégoire Ryelandt
Eubelius	Pieter Callens, Anneleen Van de Meulebroucke
Faros	Anouk Focquet
Inteo	Kristof Neefs
Loyens & Loeff	Stéphanie De Smedt, Filip Saelens
Monard Law	Kristof Zadora, Daan De Jaeger, Sébastien Verva
RECOMMENDED	
Acontrario	Magali Feys
Affluo	Johan Vandendriessche, Kirsten Van Gossum
Cresco	David Dessers
Janson	Hans Dhondt
Keller And Heckman	Peter Craddock
Lawtree	Nicolas Wesling
Lexing	Jean-François Henrotte, Alexandre Cruquenaire, Fany Coton
Simont Braun	Eric De Gryse, Fernand de Visscher, Emmanuel Cornu, Joan Carette
Ulys	Etienne Wery
Van Bael & Bellis	Thibaut D'hulst
Verhaegen & Walravens	Emmanuel Szafran

FINTECH

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bird & Bird	Scott McInnes, Paul Hermant, Cathie-Rosalie Joly
DLA Piper	Pierre Berger, Marc Van de Looverbosch
Simont Braun	Joan Carette, Philippe De Prez
Stibbe	Erik Valgaeren, Jan Peeters
Time.lex	Edwin Jacobs
EXCELLENT	
Allen & Overy	Filip Van Elsen, Sylvia Kierszenbaum, Peter Van Dyck
CMS	Benoît Vandervelde, Tom De Cordier
Liedekerke	Tom Van Dyck
Linklaters	Etienne Dessy, Guillaume Couneson, Andreas Van Impe
Lydian	Tom Geudens, Baastian Bruyndonckx
HIGHLY RECOMMENDED	
ALTUS	Jérôme Vermeyleen
Baker McKenzie	Michael Van Acker, Elisabeth Dehareng, Oliver Van den Broeke
Cresco	Olivier Van Raemdonck, David Dessers
Florian Ernotte Avocat	Florian Ernotte
Hogan Lovells	Ivan Peeters
Janson	Muriel Baudoncq
Lexing	Alexandre Cruquenaire, Jean-François Henrotte
Norton Rose Fulbright	Michael Jürgen Werner

DENMARK

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
AWA	Sidsel Hauge, Lasse Henze, Helle Friis Svenstrup, Mikkel Roed Trier
Inspicos	Jakob Pade Frederiksen, Jan Simonsen, Peter Hertling, Ulla Klinge, Peter Koefoed
Plougmann Vingtoft	Jan Mondrup Pedersen, Christian L. Christiansen, Katja Sørensen, Per Jørgen Nygreen
Zacco	Camilla Rendal Nielsen, Michael Schandorf Sørensen, Pernille Thorsboe
EXCELLENT	
acera	Nicka Kirstejn, Per Larsen
Copa Copenhagen Patents	Mikkel Bender, Steven Richard Kitchen, Jacob Karstad Meyland
Guardian IP Consulting	Henrik Bagger Olsen, Lene Hansen, Holm Schwarze
HØIBERG	Susanne Høiberg, Jens Viktor Nørgaard, Louise Aagaard, Pernille Winding Gojkovic
HIGHLY RECOMMENDED	
Budde Schou	Henriette A. Damsgaard, Steen Wadskov-Hansen, Jesper Mark Wenzel, Brian Jeppesen
Larsen & Birkeholm	Mikkel Dalkiær, Søren Valdgård Boye
Patentgruppen	Jørgen Moller, Jens Jeppesen

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bech-Bruun	Klaus Ewald Madsen, Jeppe Brinck-Jensen, Martin Dræbye Gantzhorn
Gorrissen Federspiel	Lasse Søndergaard Christensen, Kenneth Kvistgaard-Aaholm
Kromann Reumert	Nicolai Lindgreen, Nicolaj Bording
Plesner	Mikkel Vittrup, Sture Rygaard
EXCELLENT	
Accura Advokatpartnerselskab	Morten Bruus, Christina Type Jardorf
Bugge Valentin	Anders Valentin, Patris Hajrizaj
Horten	Jakob Krag Nielsen, Asger Heine Jensen
Lundgrens	Nina Ringen, Emilie Lerstrøm
HIGHLY RECOMMENDED	
AWA	Sidsel Hauge, Lasse Henze, Helle Friis Svenstrup, Mikkel Roed Trier
COPA Copenhagen Patents	Mikkel Bender, Peter Kim Jensen
Inspicos	Peter Hertling, Jakob Pade Frederiksen
Loeven	Louise Bertelsen Forman, Jacob Ørndrup, Christian Vinding Thomsen

**DATA PROTECTION****Best Law Firms**

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Accura Advokatpartnerselskab	Jens Harkov Hansen
Bech-Bruun	Mikkel Friis Rossa, Thomas Munk Rasmussen
Gorrissen Federspiel	Tue Goldschmieding, David Telyas
Kromann Reumert	Daiga Grunte-Sonne, Kristian Storgaard, Pia Kirstine Voldmester, Birgitte Toxværd
Plesner	Michael Hopp, Jesper Husmer Vang, Peter Østerby Mønsted
EXCELLENT	
Bird & Bird	Michael Gorm Madsen, Jesper Langemark
DLA Piper Denmark	Marlene Winther Plas, Jon Lauritzen
Horten	Jens Grønkjær Sjølander Pihl, Jesper Madsen
HIGHLY RECOMMENDED	
Clemens	Tommy Angermair, Camilla Sand Fink
CO:PLAY	Heidi Højmark Helveg
DAHL Law Firm	Mads Nygaard Madsen
Lund Elmer Sandager	Torsten Hylleberg
Nielsen Nørager	Henrik Peytz, Lykke Madsen
Poul Schmidt	Jakob Kamby
Skau Reipurth & Partnere	Mette Vestergaard Huss

FINLAND

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Berggren	Mika Laajalahti, Joni Mikkola, Outi Virtaharju, Anssi Mäki, Robert Alderson
Boco IP	Karri Leskinen, Jonna Sahlin, Jaana Hämäläinen, Christian Westerholm
Laine IP Oy	Jarkko Tiilikainen, Christoffer Sundman, Kathy Wasström, Joni Vehmas
EXCELLENT	
Kolster Oy Ab	Tapio Äkräs, Kati Leinonen
Papula-Nevinpat	Folke Johansson, Markku Simmelvu, Erik Viik, Tomi Konkonen, Matti Brax, Satu Lehesranta
HIGHLY RECOMMENDED	
Heinonen & Co - part of Eversheds Sutherland Finland	Petteri Häkkänen, Regina Pudas, Juhani Kupiainen
Espatent Oy	Sanna Kalliola, Sampsa Söderholm, Samu Lamberg, Kirsikka Etuaho
Primrose Oy	Toni Korelin, Marjukka Nuppola, Eeva Mänty
Leitzinger	Jorma Leitzinger



PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Borenius Attorneys	Ben Rapinoja
Castrén & Snellman	Sakari Salonen, Hanna Paloheimo
Roschier	Rainer Hilli, Mikko Manner, Niklas Östman, Mikael Segercrantz
EXCELLENT	
Backström & Co	Petri Eskola, Markus Lampinen, Timo Mäenpää
Hannes Snellman	Panu Siitonen
HIGHLY RECOMMENDED	
Berggren	Mika Laajalahti, Matti Nousiainen
Bird & Bird	Henri Kaikkonen
Heinonen & Co - part of Eversheds Sutherland Finland	Petteri Häkkänen
Krogerus	Kalle Hynönen
Merilampi Attorneys	Henrik af Ursin
Waselius & Wist	Bernt Juthström

TMT

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Roschier	Arto Linnervuo, Mikko Manner, Miikka Konttinen
Krogerus	Mika Puittinen, Juha Pekka Katainen, Kalle Hynönen
Castrén & Snellman	Pia Ek, Eija Warma-Lehtinen
Dittmar & Indrenius	Jukka Lång, Anna Haapanen
HPP Attorneys	Kari-Matti Lehti, Pekka Raatikainen
EXCELLENT	
Borenius	Samuli Simojoki, Erkko Korhonen, Henriikka Piekkala
Bird & Bird	Sakari Halonen
Hannes Snellman	Jesper Nevalainen, Panu Siitonen
Inventio Attorneys	Topi Lusenius
Lexia Attorneys	Markus Myhrberg
HIGHLY RECOMMENDED	
Attorneys-at-law Trust.	Jan Lindberg
Dottir Attorneys	Daniel Stranius, Johanna Rantanen
Airaksinen Attorneys	Jukka Airaksinen
Avance Attorneys	Topi Siniketo
DLA Piper Finland	Markus Oksanen, Sami Rintala
Eversheds Asianajotoimisto Oy	Tiina Ashorn, Markus Rämö, Jukka Pekka Joensuu
Waselius & Wist	Bernt Juthström, Jouni Kautto

FRANCE

TMT M&A: LARGE-CAP

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
1 Lazard	Vincent Le Stradic
Morgan Stanley France	Jean Abergel, Frédéric Proust, Dominic Cahu, Patrick Standaert
2 Bank of America	Stéphane Courbon
EXCELLENT	
BNP Paribas	Thierry Varène, Jean-Baptiste Natali
DC Advisory	Francois Prioux
Goldman Sachs	Pierre Hudry
J.P. Morgan	Xavier Bindel
Rothschild & Co	Pierre-Henri Chappaz, Virginie Lazès
HIGHLY RECOMMENDED	
Banque Hottinguer	Pierre Durand de Bousingen, Arnaud Bochet
Crédit Agricole CIB	Mathieu Gross
Crédit Suisse	Laurence Hainault
Deutsche Bank	Emmanuel Hasbanian, Julien Fabre
Natixis Partners	Bruno Stern
Perella Weinberg	Arnaud Dassy, Paulo Pereira, Gilles Tré-Hardy
Société générale CIB	Patrick Perreault, Juan Manuel Ramirez
RECOMMENDED	
Barclays	Tom Erlich
Citigroup	Wilhelm Schulz, Pierre Drevillon
Greenhill & Co	Amélie Négrier-Oyarzabal
Nomura	Jérôme Calvet, Alexis Singer
Oddo BHF Corporate & Market	Jean-François Delpech
PJT Partners	Antonin Baladi

HEALTHCARE & PHARMACEUTICALS: LARGE-CAP M&A

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Centerview Partners	Matthieu Pigasse, Nicolas Constant
J.P. Morgan	Isabelle Seillier, Xavier Bindel
Rothschild & Co	Cyrille Harfouche, Grégoire Chertok, Laurent Buiatti, Dominic Hollamby
EXCELLENT	
1 Goldman Sachs	Céline Méchain, Pierre Hudry
Lazard	Guillaume Molinier, Isabelle Xoual, Frédéric Rothenburger
Morgan Stanley France	David Benichou
2	
Bank of America	Laurent Vieillevigne
BNP Paribas	Thierry Varène
Citigroup	Pierre Drevillon
Deutsche Bank CIB	Emmanuel Hasbanian
Evercore	François Maisonrouge
HSBC	Alexandre Courbon
Société générale CIB	Juan Manuel Ramirez
HIGHLY RECOMMENDED	
Barclays	Ghislain de Brondeau
Bucéphale Finance	David Orban, Timothée Fontaine
Crédit Agricole CIB	Bertrand Peyrelongue
Crédit Suisse	Bruno Hallak, Valérie Landon
Moelis & Company	Philippe Gallone
RECOMMENDED	
Blackstone	Barry Gertz
Nomura	Alexis Singer
Ubs Investment Bank	Laurent Bouvier



HEALTHCARE & PHARMACEUTICALS: INVESTMENTS & EXITS

Best Venture Capital Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Andera Partners	Gilles Nobécourt, Raphaël Wisniewski, Olivier Litzka, Sofia Ioannidou
Sofinnova Partners	Denis Lucquin, Antoine Papiernik, Henriette Richter, Graziano Seghezzi
2 Argobio	
Crédit Mutuel Innovation	Julien Coulon
Kurma Partners	Thierry Laugel, Rémi Droller, Vanessa Malier, Philippe Peltier
LBO France	Valéry Huot
Mérieux Equity Partners	Valérie Calenda
Seventure Partners	Isabelle de Cremoux
Supernova Invest	Celia Hart
EXCELLENT	
1 ArchiMed	Frédéric Cassan
BioMed Partners	Thomas Möller, Markus Hosang
Illumina Ventures	Nick Naclerio
Karista	Catherine Boule, Baudouin Hue
M Ventures	Hakan Goker
Omnes Capital	Guillaume Blavier
Orbimed	Iain Dukes
Turenne Groupe	Christophe Deldycke, Benoît Pastour
Valquest Partners	Walid Sfeir
2 Capagro	
Elaia Partners	Franck Lescure, Samantha Jérusalmy, Sacha Loiseau
Fountain Healthcare Partners	Ena Prosser
Gimv	Koen Dejonckheere, Nicolas de Saint Laon, Gautier Lefebvre
Morningside	Jason Dinges
Truffle Capital	Philippe Pouletty
UI Investissement	Olivier Jarrousse, Michel Deprez
Vivalto Partners	Sébastien Alauzet, Yonel Genin
HIGHLY RECOMMENDED	
AdBio Partners	Alain Huriez, Geoffroy de Ribains, Matthieu Coutet
Capital Grand Est	Florence Trinquet-Cirilli
Negma Group	Sarah Abualia, Elaf Gassam, Anthony de Rauville
Paris Biotech Santé	Olivier Amédée-Manesme

INNOVATION FINANCING (R&D, RESEARCH TAX CREDIT)

Best Consulting Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
ABGi - Groupe VISIATIV	Olivia Cerveau-Reynaud, Christophe Lajarrige, Jacques Goudard
Ayming	Bruno Coulmance, Fabien Mathieu, Denis Blanc
FI Group	Sergio Caldeira, Abbas Djobo, Eric Petiot, Raphael Gugliemi
G.A.C. Group	Hakim Saïdi
Leyton	François Gouilliard, Teoman Atamyan
EXCELLENT	
Absiskey	François Chollet, Nicola Gianinazzi
Actemis	Arnaud Uflont, Gilles Christory
Dynergie	Louis Veyret, Gabriel Genieis
Epsa	Charles-Edouard de Cazalet
Fineco	Vahé Pamokdjian
In Extenso Innovation Croissance	Patricia Braun
Néva	Larry Perlade
Sogedev	Charles-Edouard de Cazalet, Thomas Gross
HIGHLY RECOMMENDED	
Adocis	Christian Blit
Aread	Frédéric Rey
Auvalie	Frédéric Grévaud, Pierre Cléau
Businove	Cyril Lorne
Dowel Innovation	Karine Eloire, Sylvie Vaugelade
EIF	Sandrine Julien
Ennodev	Olivier Trancart
Evoly Consulting	Arnaud Pougner
Finovatis	Raphaël Terraz
III Financements	Baptiste Hamel
Inventage	Céline Perrin Kalaidjian, Jean-Marc Kalaidjian
Self&Innov	Mathieu Bacquin
RECOMMENDED	
Ap'Innovation	Pascal Deschanel, Arnaud Millischer
Astalia	Philippe Emsalem, Laurence Bisseliches Meller
Innovatech Conseil	Yves Martin-Chave
Istrium	Sébastien Langer
Ixeo Conseil	Laurence Riou, René Laversanne
Monte Cristo Consulting	Christophe Perrin
Nivière Subventions & Consulting	Thibault Nivière
Performance Innovation Croissance Consultants	Jean-Michel Bruneau
Quadr'Innov	Alain Clément, Laurent Besson, François Berthault
Talas Partners	Mehmet Talas
Zaz Ventures	Xavier Aubry



PATENT PROSECUTION: GENERAL

Best IP Agencies

In each tier, the agencies are ordered alphabetically

AGENCY	KEY FIGURE(S)
LEADING	
Beau De Lomenie	Pierre Balesta, Philippe Hubert, François Delumeau, Didier Intès, Pierre-Louis Desormière
Casalonga	Olivier Delprat, Francis Zapalowicz, Virginie Martin-Charbonneau, Jean-Baptiste Lecoeur, Julien Thon, Gwennhaël Le Roy, Axel Casalonga, Gérard Dossmann
Lavoix	Alain Colombet, Gérard Myon, Etienne Habasque, Bertrand Domenego, Philippe Blot
Plasseraud IP	Ina Schreiber, Jean-Marc Coquel, Eric Burbaud, Bertrand Loisel, Charlotte Leleu, Albert Hassine, Cyra Nargolwalla, Raphaël Fleurance, Anne Desaix
Regimbeau	Jérôme Collin, Christian Texier, Barbara Casadewall, Marie Audren, Emmanuelle Levy, Jean-Robert Callon de Lamarck, Anne Bogard Boutaric, Stéphanie Célaire, Francis Ahner, Frédérique Faivre-Petit
Santarelli Group (CPI)	François Lepelletier Beaufond, Ghislain de Tremiolles, Christophe Cornuejols, Hélène Stankoff
EXCELLENT	
1 Bandpay & Greuter	Patrick Trabé, Aujain Eghbali, Renaud Fulconis
Cabinet Netter	Gabriel de Kernier, Jeremie Palacci
Camus Lebkiri	Olivier Camus, Alexandre Lebkiri
Germain Maureau	Philippe Verriest, Nicolas Delorme, Stéphane Agasse, Maximin Sallès, Alban Dumont, Lilian Henck
Ipsilon	Valérie Feray, Valérie Godineau, Jérôme Sartorius, Olivier Dages
2 Gevers & Orès	Bernard Hauer, Jean-Christophe Rolland, Yohann Reboussin, Claire Bernstein, Laurent Barbe
Groupe Vidon	Ludovic Bioret, Alain Collet, Gérald Brunelli, Enrico Priori, Marc Bell, Naima Hnich-Gasri
Ipaz	Nurhak Akdogan, Olivier Legrand, Alain Kingolo, Bernard Pontet, Magaly Audusseau Girardeau
IP Trust	Emmanuel Huyghe, Elsa Martin-Touaux, Alexandre Delye, Maryse Dulout, Claudine Kauffmann
LLR	Guillaume de La Bigne, Vincent Remy, Clémence Vallée-Thiollier
Nony & Associés	François Tanty, Pascale le Coupanec
Novagraaf	Marie-Noëlle de la Fouchardière, Eric Enderlin, Vincent Robert, Emmanuelle Laude-Duval, Sylvain Chaffraix
HIGHLY RECOMMENDED	
1 Abello IP Firm - Cpi	Michel Abello, Jean-Baptiste Thibaud, Mickaël Jeuland, Aimée Dadoun
Cabinet Didier Martin	Jean-François Weber
Cabinet Flechner	Olivier Eidelsberg
Ixas Conseil	Martin Schmidt, Jean-Philippe Schouller
Jacobacci Coralie Harle	Vincent Chauvin, Jean-Michel Le Bihan, Fabienne Orsini, Samuel Le Cacheux
2 Api Conseil	Nicolas Girardin
Argyma	Raynald Bornier, Jean-Christophe Dordain, Guillaume Milcent
Boettcher	Bruno Lavialle, Audrey Decorchemont, Marie-Flore Ribeyron
Brandon IP	Anne Lévy, Michel Lévy

Cabinet Anthony Berton	Anthony Berton
Cabinet Tripoz	Inès Tripoz
Chaillot	Denis Chaillot, Julie Desrois, Nicolas Dufay
Dejade & Biset	Xavier Demulsant
Gpi Brevets	Laurent Pouillot, Hervé Grünig
Hirsch & Associés	Marc-Roger Hirsch, Christophe Andral
Icosa	Caroline de Mareüil-Villette, Claire Vershelde, Virgile Grandclaude, Manon Bonneton, Bastien Fournié
Lynde & Associés	Christian Riege, Pierre Kohler, Stéphane Lynde
RECOMMENDED	
Alternip	François-Xavier Regi
AtlantIP	Axel Doucerain, Benoît Poyet, Sandrine Verger
Benech	Frédéric Benech, Xavier Rataboul, Hélène Corret
Bringer IP	Mathieu Bringer
Cabinet Degret	Jacques Degret
Etna	Sophie Delaveau
Ex Materia	Christophe Leveillé, Rodolphe Guyon
FGPI	Frédéric Gaillarde
Fidal Innovation	Geoffroy Cousin
Groupe Aivazian Moreau	Denis Aivazian, Stéphane Moreau
Guiu Ip	Claude Guiu, Raynald Gauche, Stéphane Oudin
Hautier Ip	Nicolas Hautier, Jean-Pascal Decobert
Laurent & Charras	Vincent Pons, Anne Buchet, Idriss Semaoune, Stéphane Palix, Bruno Vuillermoz, Eric Denjean
Law Tech Link	Jean-Jacques Bouillet, Franck Tetaz
Oak & Fox	Julien Pichon
Touroude & Associates	Magali Touroude
Weinstein	Michel Thinat, Helmut Berger, Hartmut Bergemann

IXAS CONSEIL: IP FIRM OF CHOICE FOR MULTINATIONALS, SMES, AND START-UPS



Martin Schmidt

Key Figure(s): Martin Schmidt
Established: 1989

Track record: IXAS Conseil is well respected in the world of intellectual property in France and abroad. Its over 200 clients include Emirates Global Aluminium, Microoled, Westlake, and I-TEN. They also represent overseas clients before the EPO and EUIPO. In addition to advising on strategic IP issues, the firm is active in litigation and out-of-court settlements.

Team & differentiation: With strong ties to the German market, as M. Schmidt is also registered as a German patent attorney, the firm leverages its expertise in patents, trademarks, designs, and contracts. Providing services of an in-house IP department to SMEs, the firm also has expertise in cross-border technology transfer (Europe, the USA, Israel, and the Middle East).



PATENT PROSECUTION: PHARMACEUTICALS, BIOTECH & LIFE SCIENCES

Best IP Agencies

In each tier, the agencies are ordered alphabetically

AGENCY	KEY FIGURE(S)
LEADING	
Becker & Associés	Anne-Caroline Starck-Loudes, Valérie Gallois, Marion Chajmowicz, Redha Sekhri
Casalonga	Gérard Dossmann, Gwennaél Le Roy, Virginie Martin-Charbonneau, Jean-Baptiste Lecoeur
Icosa	Caroline de Mareuil-Villette, Claire Verschelde, Virgile Grandclaude, Manon Bonneton
Lavoix	Mathilde Grosbois, Céline Bourneuf, Béatrice Holtz, Céline Bernardi, Stéphanie Lavé, Aude Veinante Gardey, Alain Colombet, Stéphanie Michiels
Plasseraud IP	Cyra Nargolwalla, Catherine Touati, Denis Bourgarel, Nadine Rocaboy, Frédéric Niemann, Ina Schreiber, Raphaël Fleurance, Carole Sellin, Anne Desaix
Regimbeau	Frédérique Faivre-Petit, Emmanuelle Levy, Barbara Casadewall, Stéphanie Célaire, Anne Bogard Boutaric
Santarelli Group (CPI)	Corinne Delprat, Emilie Dubuisson, Emmanuelle Fourcade, Stéphanie Gadal, Véronique Marcadé, Blandine Tarrère
EXCELLENT	
1 Beau De Lomenie	Philippe Hubert
Germain Maureau	Stéphane Agasse
Ipsilon	Pascal le Coupanec, Hervé Gicquiaux, Guillaume Goudeau, Claude Jupin
Novagraaf	Nadège Lagneau, Eric Enderlin, Charles-Henri Bertaux
2 Bandpay & Greuter	Renaud Fulconis, Patrick Marollé, Véronique Crest, Maya Takeuchi
Cabinet Tripoz	Inès Tripoz
Gevers & Orès	Chantal Noël, Claire Bernstein, Assieh Majidi, Eric Bihère, Alexandre Mongeot, Fabienne Fabre
LLR	Vincent Remy, Guillaume de La Bigne, Richard Monni, Clémence Vallée-Thiollier
HIGHLY RECOMMENDED	
Api Conseil	Nicolas Girardin, Alexander Lerbs
Bardehle Pagenberg	Lionel Vial
Camus Lebkhiri	Sophie Delaveau, Maël Barbier
Chaillot	Pierre-Etienne Bouffard, Julie Desrois, Geneviève Chaillot, Dorothée Le Guyader
Grosset-Fournier & Demachy	André Bourgouin, Catherine Grosset-Fournier, Sébastien Schauinger
Ipaz	Sophie Goulard
IP Trust	Elsa Martin-Touaux
Ixas Conseil	Martin Schmidt, Jean-Philippe Schouller
Jacobacci Coralys Harle	Jean-Michel Le Bihan, Fabienne Orsini
Laurent & Charras	Vincent Pons, Anne Buchet
Touroude & Associates	Magali Touroude
RECOMMENDED	
Abello IP Firm - Cpi	Aimée Dadoun, Jean-Baptiste Thibaud
Aquinov	Julie Cenatiempo
AtlantIP	Axel Doucerain, Sandrine Verger
B&S Conseil	Stéphanie Belbeoc'h
Brandon IP	Géraldine Lancelot
Cabinet Flechner	Olivier Eidelsberg
Cabinet Netter	Gabriel de Kernier, Alexis Renard
FGPI	Frédéric Gaillarde
Fidal Innovation	Geoffroy Cousin, Ludivine Decobert
Guiu IP	Stéphane Oudin
Hautier IP	Nicolas Hautier, Jean-Pascal Decobert
Law Tech Link	Franck Tetaz

CABINET TRIPOZ: FIRM OF REFERENCE FOR IP MATTERS



Inès Tripoz

Key Figure(s): Inès Tripoz
Established: 2009

Track record: Particularly active in the pharmaceutical and cosmetic domains, the patent team has seen the volume and quality of its work increase in recent years. A go-to firm for manufacturers of generics and companies without dedicated IP departments, it acts for members of the green chemistry and cosmetics ecosystem, for which it has added new recruits of varied specialization.

Team & differentiation: A former researcher in the industrial pharmacy domain, Inès Tripoz has transferred the skills and best practices accrued there to the IP law forum. Located in Lyon, the agency takes full advantage of this strategic location in the heartland of the French chemicals industry to offer a range of related IP services. Clients appreciate the firm's frank and honest appraisals.

PATENT LITIGATION: GENERAL

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Allen & Overy	David Por, Laëtitia Bénard
August Debouzy	François Pochart, Grégoire Desrousseaux
Bird & Bird	Yves Bizollon, Anne-Charlotte Le Bihan
Hoyng Rokh Monegier	Amandine Metier, Sophie Micallef, Benoit Strowel, Florence Jacquand, Denis Monégier du Sorbier, Sabine Agé
EXCELLENT	
2 Abello IP Firm - Avocats	Michel Abello, Jean-Baptiste Thibaud, Marie Liens, Guillaume Dubos
Bardehle Pagenberg	Julien Fréneaux, Axel Munier, Clément Jaffray
Casalonga	Jean-Baptiste Lecoœur, Marianne Gabriel, Arnaud Casalonga, Caroline Casalonga, Pascaline Vincent, Floriane Codevelle
Linklaters	Pauline Debré, Gaëlle Bourout, Jean-François Merdrignac
1 Armengaud Guerlain	Catherine Mateu, Stéphane Guerlain
DTMV	Thomas Cuche, Pascal Lefort, Laurine Janin-Reynaud, Eleonore Gaspar
Gide Loyrette Nouel	Emmanuel Larere, Raphaëlle Dequiré-Portier, Jean-Hyacinthe De Mitry
Jones Day	Thomas Bouvet
Pinsent Masons	Emmanuel Gougé
Reed Smith	Thierry Lautier, Marianne Schaffner
Szleper Henry Avocats	Dariusz Szleper, Guillaume Henry
2 Amar Goussu Staub	Cyrille Amar, Grégoire Goussu
De Marcellus & Disser	Emmanuel De Marcellus
Dentons	Loic Lemercier
Hogan Lovells	Stanislas Roux-Vaillard
Plasseraud Avocats	Jean-Christophe Guerrini, Gilles Ringeisen, Sandrine Bouvier-Ravon
Simmons & Simmons	Marina Cousté, François Jonquères
Taliens	Jean-Frédéric Gaultier, Grégoire Triet
3 Cornet Vincent Ségurel	François Herpe, Jérôme Wiehn, Luc-Marie Augagneur
Cousin & Associés	Jean-Martin Chevalier, Myriam Moatty
IPSILOON Dispute & Resolution	Matthieu Dhenne
Lavoix	Camille Pecnard
Legrand Lesage-Catel	Olivier Legrand
Santarelli Group (Avocats)	Gwendal Barbaut
Schertenleib Avocats	Denis Schertenleib, Ombeline Degrèze-Péchade
HIGHLY RECOMMENDED	
Advant Altana	Armand Aviges, Jean-Guy de Ruffray, Pierre Lubet
Aramis	Benjamin May
Benech	Frédéric Benech, Virginie Lehoux
Candé Blanchard Ducamp	Julien Blanchard, Patrice de Candé



Charles de Haas Avocats	Charles de Haas
De Gaulle Fleurance	Francine Le Péchon-Joubert, Louis De Gaulle, Julien Horn, Jean-Marie Job
DLA Piper	Frank Valentin
EBL Lexington	Laurent Levy, Michaël Piquet-Fraysse
Fidal	Laurence Dreyfuss-Bechmann, Antoine Le Brun
Gowling WLG	Céline Bey
Herbert Smith Freehills	Frédéric Chevallier
J.p. Karsenty & Associés	Martine Karsenty-Ricard, Béatrice Moreau-Margotin
Jacobacci Avocats	Alexia de Maulde, Jean-Mathieu Bertho, Olympe Vanner
Lamy Lexel	Marie Duverne-Hanachowicz
Osborne Clarke	Xavier Pican
Quatrebarbes	Nathalie de Quatrebarbes
RECOMMENDED	
BCTG Avocats	Gaëlle Boret-Pucci
Cléry Devernay	Alain Cléry, Coralie Devernay
Deprez Guignot Associés - DDG	Frédéric Dumont
DS Avocats	Charles-Antoine Joly
DWF	Jean-François Mercadier
Goodwin	Marie Fillon
Hoche Avocats	Frédérique Forget, Régis Carral
Kelten - Association D'Avocats	Nicolas Martin-Teillard
Kern & Weyl	Tania Kern, Claire Weyl, Giulia Cortesi
KPMG Avocats	Patrick Amouzou, Julie Bellesort
Lexing - Alain Bensoussan Avocats	Virginie Brunot, Anne-Sophie Cantreau, Jérémy Bensoussan
Lexymore	Christine Jais
LPA-CGR Avocats	Romain Viret

LINKLATERS: INNOVATIVE PATENT CASES



Pauline Debré

Key Figure(s): Gaëlle Bourout and Jean-François Merdrignac
Established: 1992

Track record: Mainly active in the pharma and tech arenas, the team is attracted to cases which move the needle in terms of patent legislation. It is also involved in R&D contracts, joint ventures and matters centered on the idea of essentiality. In this regard, the firm proposes dedicated sustainable-development solutions that respond to the needs of clients.

Team & differentiation: The practice has a function that encompasses both physics and biology, capably overseen by counsel Gaëlle Bourout, whose exhaustive approach clients appreciate. Pauline Debré, co-president of AIPPT's patents and life sciences commission is a keen proponent of the unitary patent jurisdiction, and regularly features in mock trials organized by the UJUB.

BARDEHLE PAGENBERG: ENFORCERS OF INDUSTRIAL PROPERTY CLAIMS



Julien Fréneaux

Key Figure(s): Julien Fréneaux, Axel Munier and Clément Jaffray
Established: 1992

Track record: Known for its telecoms and IT expertise, the firm has been developing its life sciences activity, notably in biomedicine. It represented a catering startup in a litigation and succeeded in getting a patent blocked by the French national industrial property Institute. Recent addition Clément Jaffray has boosted the firm's IP capabilities.

Team & differentiation: Bardehle Pagenberg recently secured an anti-anti-suit injunction before the president of the Paris High Court, further burnishing its reputation for success in high stakes IP trials. The firm is appreciated as much for its broad base of legal knowledge as it is for its innovative application of patent law.

PATENT LITIGATION: PHARMACEUTICALS, BIOTECH & LIFE SCIENCES

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Allen & Overy	David Por, Laëtitia Bénard
August Debouzy	Grégoire Desrousseaux, François Pochart
Bird & Bird	Yves Bizollon, Anne-Charlotte Le Bihan
Hogan Lovells	Stanislas Roux-Vaillard
Hoyng Rokh Monegier	Sabine Agé, Benoit Strowel, Florence Jacquand, Amandine Metier, Denis Monégier du Sorbier
2 Casalonga	Caroline Casalonga, Marianne Gabriel, Arnaud Casalonga, Jean-Baptiste Lecoeur, Floriane Codevelle
Jones Day	Thomas Bouvet, Emmanuel Baud
Simmons & Simmons	Sarah Bailey, François Jonquères, Marina Cousté
EXCELLENT	
1 Abello Ip Firm - Avocats	Michel Abello, Marie Liens, Guillaume Dubos
Cousin & Associés	Sandrine Bouvier-Ravon, Jean-Martin Chevalier, Myriam Moatty
DTMV	Laurine Janin-Reynaud, Thomas Cuhe, Thierry Mollet-Viéville
Gide Loyrette Nouel	Raphaëlle Dequiré-Portier, Emmanuel Larere, Jean-Hyacinthe De Mitry
Linklaters	Pauline Debré
Pinsent Masons	Emmanuel Gougé, Jules Fabre
Schertenleib Avocats	Denis Schertenleib
Taliens	Jean-Frédéric Gaultier, Grégoire Triet
2 Aramis	Benjamin May
Armengaud Guerlain	Catherine Mateu, Stéphane Guerlain
Bardehle Pagenberg	Julien Fréneaux, Axel Munier, Dominique Dupuis-Latour, Lionel Vial
Bignon Lebray	Barbara Bertholet
De Gaulle Fleurance	Francine Le Péchon-Joubert, Julien Horn, Louis De Gaulle
De Marcellus & Disser	Emmanuel De Marcellus
DLA Piper	Frank Valentin
J.p. Karsenty & Associés	Martine Karsenty-Ricard
Lavoix	Camille Pecnard
Promark	Elisabeth Berthet
Reed Smith	Marianne Schaffner
Szleper Henry Avocats	Dariusz Szleper, Guillaume Henry
HIGHLY RECOMMENDED	
Advant Altana	Armand Aviges, Jean-Guy de Ruffray
BCTG Avocats	Gaëlle Blorete-Pucci
Delsol Avocats	Jeanne Bossi Malafosse, Gaëlle Merlier
Dentons	Loïc Lemercier
Franklin	Xavier Marchand
Ipsilon Dispute & Resolution	Mathieu Dhenne
Legrand Lesage-Catel	Michèle Lesage-Catel, Olivier Legrand, Stéphanie Legrand
Santarelli Group (Avocats)	Gwendal Barbaut
Shift avocats	Olivier Moussa



DATA PROTECTION & CYBERSECURITY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 August Debouzy	Florence Chafiol
Baker McKenzie	Rémy Bricard, Yann Padova
Bird & Bird	Ariane Mole, Merav Griguer Abbou
DLA Piper	Denise Lebeau-Marianna
Hogan Lovells	Etienne Drouard, Christine Gateau, Patrice Navarro, Mikael Salmela, David Taylor
Lexing - Alain Bensoussan Avocats	Alain Bensoussan, Virginie Bensoussan-Brule, Chloé Torrès, Anne Renard
2	
De Gaulle Fleurance	Cécile Théard-Jallu, Matthieu Dary, Georgie Courtois, Jean-Marie Job
Derriennic Associés	Alexandre Fievue, François-Pierre Lani, Bruno Ducoulombier
Haas Avocats	Gerard Haas, Jean-Philippe Souyris
Harlay Avocats	Sabine Lipovetsky, Fabrice Perbost
Nomos	Hélène Delabarre, Sylvain Naillat
Osborne Clarke	Claire Bouchenard, Karima Lachgar
EXCELLENT	
1	
Delsol Avocats	Jeanne Bossi Malafosse
DS Avocats	Antoine Gravereaux, Sylvain Staub, Catherine Verneret, Thomas Beaugrand
EY Société d'Avocats	Fabrice Naftalski, Sophie Revol, Sandrine Cullaffroz-Jover
Féral	Richard Willemant, Farid Bouguettaya
Idea Avocats	Julie Ruelle, Nathalie Metallinos, Nana Botchorichvili
Pinsent Masons	Annabelle Richard
2	
Fidal	Aurélie Klein, Anne Lambert-Favreau, Arnaud Tesson, Jean-Baptiste Chaniel
Gibson, Dunn & Crutcher	Ahmed Baladi, Vera Lukic
Herbert Smith Freehills	Alexandra Neri
Hoche Avocats	Régis Carral
Mathias Avocats	Garance Mathias
Oyat Avocats	Marie-Hélène Tonnellier
3	
Basdevant Avocats	Adrien Basdevant
Deprez Guignot Associés - DDG	Pierre Deprez, Vincent Fauchoux, Frédéric Dumont
Klein - Wenner	Laurent Badiane, Matthieu Bourgeois
KPMG Avocats	Patrick Amouzou, Julie Bellesort
Latham & Watkins	Myria Saarinen
Lerins	Mathilde Croze, Marguerite Brac de la Perrière, Elsa Rodrigues
Level Up Legal	François Coupez
PDGB	Benjamin Jacob
Racine	Eric Barbry
HIGHLY RECOMMENDED	
1	
Adsto	Claire Bernier
Algo Avocats	Sandra Tubert, Laura Ziegler
Ayache	Guillaume Seligmann

Bersay	Claire Poirson, Frédéric Lecomte
Beslay + Avocats	Nathalie Beslay
Bignon Lebray	Benjamin Mourot, Élise Dufour, Nicolas Moreau
Caprioli & Associés	Éric Caprioli
Cornet Vincent Ségurel	François Herpe, Jérôme Wiehn, Luc-Marie Augagneur, Thomas Deschryver, Pauline Ducoin
Courtier Avocats	Nicolas Courtier
Delcade	Isabelle Gavanon
Deroulez Avocats	Jérôme Deroulez
Desmarais Avocats	Pierre Desmarais
Fieldfisher	Christopher Mesnooh
Gide Loyrette Nouel	Thierry Dor
H2O Avocats	Nicolas Herzog, Isabelle Vedrines, Sandra Benabou
Iteanu	Olivier Iteanu
ITLAW Avocats	Claudia Weber
Jacob Avocats	Julie Jacob
K&L Gates	Claude-Etienne Armingaud
Linklaters	Sonia Cissé
McDermott Will & Emery	Romain Perray, Lorraine Maisnier-Boché
Next Avocats	Etienne Papin, Stéphanie Foulgoc
Norton Rose Fulbright	Nadège Martin
Pavléas Avocats	Constantin Pavléas, Georges Papadopoulos, Aretina Paschaloudi
PwC Société d'Avocats	Valérie Aumage
Scan Avocats	Alexandre Nappey, Sandra Cabanne
Taylor Wessing	Marc Schuler, Philippe Glaser
TGS France Avocats	Caroline Belotti, Anne-Sophie Viard-Crétat
Vercken & Gaullier	Gilles Vercken, Florence Gaullier
Virtualegis	Pascal Alix, Hubert de Segonzac
Ydès	Cyril Fabre, Jean-Christophe Chevallier
2 Advant Altana	Pierre Lubet, Jean-Guy de Ruffray
Alerion	Corinne Thiérache, Frederic Saffroy
Armelle Furlon	Armelle Furlon
Astura	Mathieu Mélin
ATM Avocats	André Meillassoux
Bilalian Avocats	Marguerite Bilalian, Lara Morel
Bouchara & Avocats	Vanessa Bouchara
Caron Avocat	Laurent Caron
Circle Law	Edmond Tahar
CMS Francis Lefebvre Avocats	Anne-Laure Villedieu
Coblence Avocats	Mélanie Erber
DWF	Anne-Sylvie Vassenaix-Paxton
Effective IP	François-Xavier Boulin
Gowling WLG	Céline Bey
Gramond & Associés	Marion Depadt Bels



Guillemin Flichy	Alexis Guillemin
Illouz Avocats	François Illouz
Inside Avocats	Benjamin Gras
Isabelle Renard Avocat	Isabelle Renard
J.p. Karsenty & Associés	Jean-Philippe Arroyo
Jasper Avocats	Marina Blum
Jeantet	Frédéric Sardain
Joffe & Associés	Emilie de Vaucresson
Lawways	Gilles Rouvier
LPA-CGR Avocats	Prudence Cadio
Lussan	Emmanuelle Behr
Luzi Avocats	Olivia Luzi
Nouveau Monde Avocats	Bernard Lamon
Osmose Avocats	Antoine Gendreau
Squire Patton Boggs	Stéphanie Faber
Steering Legal	Stéphanie Berland
Ulys	Etienne Wery
Varet Près Killy	Xavier Près, Vincent Varet
Watson Farley & Williams	Lucien Rapp
RECOMMENDED	
@Lex Avocats	Alexandra Barberis
Addleshaw Goddard	Elisabeth Marrache
Agil'IT	Laure Landes-Gronowski, Sylvie Jonas
Alter Via Avocats	Raphaël Rault
Amar Goussu Staub	Antonin Staub
Atem Avocats	Isabelle Camus
Aurele IT	Florence Ivanier
Bblm Avocats	Myriam Angelier
BCTG Avocats	Caroline Goupil
BG2V	Xavier Carbasse
Bonnier Saint-Félix	Antoine Bonnier
Cdo Avocat	Camille Domange
Clairmont Novus Avocats	Laurent Barissat, Delphine Ganoote-Mary
Cleach Avocats	Melvina Valerii
Clifford Chance	Dessislava Savova
Courtois Lebel	Cédric Frenel
Danièle Véret Cabinet d'avocats	Danièle Véret
De Pardieu Brocas Maffei	Barbara Levy
DTMV	Pascal Lefort, Eleonore Gaspar, Thomas Cuche
Ekv Avocats Associés	Nicolas Verly
Eversheds Sutherland	Gaëtan Cordier
Ginestie Magellan Paley-Vincent	Emmanuel Schulte
Gomis & Lacker	Guillaume Gomis, Julien Lacker
Guilloux Avocats	Jean-Marie Guilloux

Hashtag Avocats	Arnaud Touati
Hayat Avocat	Olivier Hayat
Herald Avocats	Richard Milchior, Anne Cousin
Hertslet Wolfer & Heintz - HW&H	Aurélien Boucher
Hoffman	Pierre Hoffman
Hughes Hubbard & Reed	Christophe Fichet
Jacobacci Avocats	Olympe Vanner
Kelten - Association D'Avocats	Nicolas Martin-Teillard
Lamy Lexel	Aurélié Dantzikian-Frochon, Marie Duverne-Hanachowicz
La Robe Numérique Avocat	Oriana Labruyère
Lazarègue Avocats	Alexandre Lazarègue
Le Clainche Avocat	Julien Le Clainche
Legal by Process	Franklin Brousse
Legalim	Jérôme Debras
Lext Avocats	Anne Bourdu, Gaëlle Leroy, Pierre-Lucas Thirion
Lexymore	Bertrand Hassid
Lieserlaw	Stéphane Lieser
Lighten	Mathias le Masne de Chermont, Adrien Aulas
Lorang Avocats	Yann Lorang
Matthieu Berguig	Matthieu Berguig
Momentum Avocats	Jean-Sébastien Mariez, Julie Carel
Möbius Avocats	Julien Abella, Grace Adams
Niddam-Drouas Avocats	Julie Niddam
Oria Media	Mathieu Davy
Péchenard & Associés	Fabien Honorat, Gauthier Moreuil, Eric Andrieu
Qualiens	Frédéric Guénin
Quantic Avocats	Emmanuelle Nahum, François-Xavier Langlais
Ravet & Associés	Valérie Douard
Reed Smith	Daniel Kadar
Shift avocats	Gérald Sadde
Smalt Avocats	Maud Lambert
Soskin Avocats	Ilana Soskin
Spring Legal	Karine Riahi, Julien Brunet
Squadra Avocats	Alexandre Tessonneau
Taoma Partners	Anne Messas
Touati La Motte Rouge Avocats	Henri de la Motte Rouge, Jean-Philippe Touati
UGGC Avocats	Anne-Marie Pecoraro
Vanessa Younes-Fellous	Vanessa Younes-Fellous
Vaughan Avocats	Ludovic de la Monneraye
Vigier Avocats	Isabelle Vigier
Walter Billet Avocats	Alan Walter
Withlaw	Anne-Laure Gaillard
Woog & Associés	Coralline Manier Galas



IT & SOFTWARE

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
August Debouzy	Mahasti Razavi, Florence Chafiol
Baker McKenzie	Laurent Szuskin, Christian Blomet, Rémy Bricard, Magalie Dansac Le Clerc
Bird & Bird	Cathie-Rosalie Joly, Stephane Leriche, Djazia Tiourtite
Derriennic Associés	Alexandre Fieeve, François-Pierre Lani, Pierre-Yves Margnoux, Georges Jenselme, Bruno Ducoulombier, Emmanuel Benoit, Sabine Saint Sans
DLA Piper	Stéphane Lemarchand, Jonathan Rofé, Fabienne Panneau
Lexing - Alain Bensoussan Avocats	Alain Bensoussan, Jean-Francois Forgeron, Benoît de Roquefeuil, Jérémy Bensoussan, Virginie Bensoussan-Brulé
EXCELLENT	
1 Ayache	Guillaume Seligmann
Cornet Vincent Ségurel	François Herpe, Jérôme Wiehn, Thomas Deschryver, Luc-Marie Augagneur, Pauline Ducoin
De Gaulle Fleurance	Julien Horn, Jean-Marie Job, Cécile Théard-Jallu, Louis De Gaulle, Georgie Courtois
DS Avocats	Sylvain Staub, Antoine Gravereaux, Thomas Beaugrand, Olivier Pignatari
Fidal	Sabine Deloges, Aurélie Klein, Thomas Lange, Arnaud Tessalonikos, Anne Lambert-Favreau
Féral	Richard Willemant, Olivier de Courcel, Bruno Grégoire Sainte-Marie, Christiane Féral-Schuhl, Farid Bouguettaya
Harlay Avocats	Fabrice Perbost, Sabine Lipovetsky
Iteanu	Olivier Iteanu
Osborne Clarke	Claire Bouchenard, Karima Lachgar
Oyat Avocats	Marie-Hélène Tonnellier
Taylor Wessing	Philippe Glaser, Marc Schuler
2 Adsto	Claire Bernier
Gide Loyrette Nouel	Thierry Dor
Hoche Avocats	Régis Carral
Hogan Lovells	Etienne Drouard, Christine Gateau, Patrice Navarro, Mikael Salmela, David Taylor
Isabelle Renard Avocat	Isabelle Renard
ITLAW Avocats	Claudia Weber
Latham & Watkins	Myria Saarinen, Jean-Luc Juhan
Lawways	Gilles Rouvier
Norton Rose Fulbright	Nadège Martin, Marta Giner Asins, Laure Joncour
Pavléas Avocats	Constantin Pavléas, Georges Papadopoulos, Aretina Paschaloudi
PDGB	Benjamin Jacob
Racine	Eric Barbry
HIGHLY RECOMMENDED	
1 Advant Altana	Jean-Guy de Ruffray, Pierre Lubet
Aramis	Benjamin May, David Roche
Astura	Matthieu Mélin
Bersay	Claire Poirson, Frédéric Lecomte

Bismuth Société D'Avocats	Mathieu Martin, Yves Bismuth
Cloix & Mendès-Gil	Sylvain Joyeux
Delcade	Isabelle Gavanon
Deprez Guignot Associés - DDG	Vincent Fauchoux, Frédéric Dumont, Pierre Deprez
DWF	Carole Arribes, Anne-Sylvie Vassenaix-Paxton
Gibson, Dunn & Crutcher	Ahmed Baladi, Vera Lukic
H2O Avocats	Isabelle Vedrines, Nicolas Herzog, Sandra Benabou
Haas Avocats	Gerard Haas
Herbert Smith Freehills	Alexandra Neri
Jasper Avocats	Marina Blum
Lerins	Mathilde Croze, Marguerite Brac de la Perrière, Elsa Rodrigues
Level Up Legal	François Coupez
Linklaters	Sonia Cissé
LPA-CGR Avocats	Prudence Cadio
Luzi Avocats	Olivia Luzi
McDermott Will & Emery	Romain Perray, Lorraine Maisnier-Boché
Pinsent Masons	Annabelle Richard, Emmanuel Gougé
Squadra Avocats	Jean-Baptiste Belin, Alexandre Tessonneau
TGS France Avocats	Claire Camberton, Anne-Sophie Viard-Crétat
Ydès	Jean-Christophe Chevallier, Cyril Fabre
2 Algo Avocats	Laura Ziegler, Sandra Tubert
ATM Avocats	André Meillassoux
Bilalian Avocats	Marguerite Bilalian
Caprioli & Associés	Éric Caprioli, Pascal Agosti, Ilène Choukri
Carler	Sophie Haddad, Antoine Casanova
Circle Law	Edmond Tahar
CMS Francis Lefebvre Avocats	Anne-Laure Villedieu
Danièle Véret Cabinet d'avocats	Danièle Véret
Deloitte Société d'Avocats	Hervé Gabadou
Delsol Avocats	Stéphane Perrin, Jeanne Bossi Malafosse
Gramond & Associés	Marion Depadt Bels
Idea Avocats	Julie Ruelle, Nathalie Metallinos
J.p. Karsenty & Associés	Jean-Philippe Arroyo
Jacob Avocats	Julie Jacob
Jeantet	Frédéric Sardain
Joffe & Associés	Emilie de Vaucresson
K&L Gates	Team of partners
Klein - Wenner	Laurent Badiane, Matthieu Bourgeois
KPMG Avocats	Patrick Amouzou, Julie Bellesort
Mathias Avocats	Garance Mathias
Momentum Avocats	Julie Carel, Jean-Sébastien Mariez



Nomos	Éric Lauvaux, Hélène Delabarre
Nouveau Monde Avocats	Bernard Lamon
PwC Société d'Avocats	Valérie Aumage
Quatrebarbes	Nathalie de Quatrebarbes
Redlink	Frédéric Fournier, Céline Cuvelier, Sylvain Paillotin
Scan Avocats	Sandra Cabanne, Alexandre Nappey
Simmons & Simmons	Christian Taylor
Vercken & Gaullier	Florence Gaullier, Gilles Vercken
RECOMMENDED	
Amar Goussu Staub	Cyrille Amar, Grégoire Goussu, Antonin Staub
Atem Avocats	Isabelle Camus
BCTG Avocats	Caroline Goupil
Bignon Lebray	Nicolas Moreau, Benjamin Mourot, Élise Dufour
Bmh Avocats	Stéphane Dassonville
CBR & Associés	Pierre-Olivier Chartier
Cleach Avocats	Melvina Valerii
Coblence Avocats	Mélanie Erber
Courtier Avocats	Nicolas Courtier
DTMV	Arnaud Vanbremeersch, Eleonore Gaspar
Fieldfisher	Anne-Laure-Hélène des Ylouses, Christopher Mesnooh
Guillemin Flichy	Alexis Guillemin
Hayat Avocat	Olivier Hayat
Herald Avocats	Anne Cousin
Jacobacci Avocats	Olympe Vanner, Jean-Mathieu Bertho
Le 16 Law	Benoit Barré
Legal by Process	Franklin Brousse
Nexo Association D'Avocats	Yann Breban
Péchenard & Associés	Fabien Honorat, Gauthier Moreuil, Eric Andrieu
Qualiens	Frédéric Guénin
Reed Smith	Sophie Goossens
Shift avocats	Gérald Sadde, Olivier Moussa
Ulys	Etienne Wery
Varet Près Killy	Vincent Varet, Xavier Près
Walter Billet Avocats	Alan Walter, Fabien Billet
White & Case	Bertrand Liard
Winston & Strawn	Gilles Bigot, Sara Susnjar
Withlaw	Anne-Laure Gaillard
VALUABLE PRACTICE	
Addleshaw Goddard	Elisabeth Marrache
AgiPIT	Sylvie Jonas, Laure Landes-Gronowski
Alter Via Avocats	Raphaël Rault

Astine Legal	Christine Borfiga
Aurele IT	Florence Ivanier
Baumann Avocats	Alexis Baumann
Bernard-Hertz-Béjot	Michel Béjot
BG2V	Xavier Carbasse
Clairmont Novus Avocats	Delphine Ganoote-Mary, Laurent Barissat
Clevery Avocats	Henri Larmaraud
CMG & Associés	Stéphane Coulaux
Eversheds Sutherland	Gaëtan Cordier
Forward Avocats	François Frassati, Nicolas Weissenbacher
FTPA Avocats	Philippe Pochet
Ginestie Magellan Paley-Vincent	Emmanuel Schulte
Illouz Avocats	François Illouz
Kramer Levin	Mathilde Carle
Lamy Lexel	Aurélie Dantzikian-Frochon, Jérôme Saleur, Marie Duverne-Hanachowicz
Lavoix	Camille Pecnard
Legalim	Jérôme Debras
Le Stanc Avocats	Christian Le Stanc, Lisa Le Stanc, Bruno Carbonier
Lext Avocats	Anne Bourdu, Gaëlle Leroy, Pierre-Lucas Thirion
Lexymore	Bertrand Hassid
Lorang Avocats	Yann Lorang
Matthieu Berguig	Matthieu Berguig
Möbius Avocats	Julien Abella, Grace Adams
Niddam-Drouas Avocats	Julie Niddam
Osmose Avocats	Antoine Gendreau, Alexis Vichnievsky
Poggi Avocats IT	Anne-Sophie Poggi
Quantic Avocats	François-Xavier Langlais, Emmanuelle Nahum
Reinhart Marville Torre	Marc Susini, Pierre-Menno de Girard, Sacha Benichou
Smalt Avocats	Maud Lambert
Touati La Motte Rouge Avocats	Henri de la Motte Rouge, Jean-Philippe Touati
Vaughan Avocats	Marie-Hélène Jan, Ludovic de la Monneraye
Woog & Associés	Coralline Manier Galas

PAVLEAS AVOCATS: AT THE FOREFRONT OF DIGITAL ISSUES



Constantin Pavleas

Key Figure(s): Constantin Pavleas, Georges Papadopoulos and Aretina Paschaloudi
Established: 2001

Track record: Pavleas Avocats specializes in IT matters and is especially known for its work with American and Asian clients. The team consistently handles all sorts of GDPR-related questions, compliance and regulatory matters, and the negotiation of technology contracts. They can also be called upon as IP counsel for M&A cases.

Team & differentiation: With a diverse team of lawyers coming from Greece, France, and the United States, the firm is led by Constantin Pavleas. He has 20+ years of experience in data protection, technology, and innovation and advises both start-ups and large corporations. He also directs the Digital Law and Intellectual Property Master at HEAD, a highly respected law school in Paris.



INTERNET LAW

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 August Debouzy	Florence Chafiol, Mahasti Razavi
Baker McKenzie	Rémy Bricard, Christian Blomet, Laurent Szuskin, Magalie Dansac Le Clerc
Herbert Smith Freehills	Alexandra Neri
Hogan Lovells	Etienne Drouard, Christine Gateau, Patrice Navarro, Mikael Salmela, David Taylor
Osborne Clarke	Claire Bouchenard, Karima Lachgar
2	
Bird & Bird	Alexandre Vuchot, Djazia Tiourtite
Derriennic Associés	François-Pierre Lani, Alexandre Fievec
DLA Piper	Jonathan Rofé, Fabienne Panneau, Stéphane Lemarchand, Gregory Tulquois
DS Avocats	Catherine Verneret, Antoine Gravereaux, Sylvain Staub
Féral	Christiane Féral-Schuhl, Bruno Grégoire Sainte-Marie, Farid Bouguettaya
Haas Avocats	Stéphane Astier, Gerard Haas
EXCELLENT	
Ayache	Guillaume Seligmann
De Gaulle Fleurance	Cécile Théard-Jallu, Georgie Courtois, Julien Horn, Louis De Gaulle
Deprez Guignot Associés - DDG	Pierre Deprez, Vincent Fauchoux, Frédéric Dumont, Aurelie Bregou
Harlay Avocats	Fabrice Perbost, Sabine Lipovetsky
Iteanu	Olivier Iteanu
Lexing - Alain Bensoussan Avocats	Alain Bensoussan, Virginie Bensoussan-Brule
Nomos	Éric Lauvaux, Héléna Delabarre
Oyat Avocats	Marie-Hélène Tonnellier
Pinsent Masons	Annabelle Richard, Emmanuel Gougé
Taylor Wessing	Marc Schuler, Philippe Glaser
Ydès	Jean-Christophe Chevallier, Cyril Fabre
HIGHLY RECOMMENDED	
1 Algo Avocats	Laura Ziegler, Sandra Tubert
BCTG Avocats	Caroline Goupil, Gaëlle Blorete-Pucci
Bersay	Claire Poirson, Frédéric Lecomte
CBR & Associés	Pierre-Olivier Chartier, Alain Barsikian
Coblence Avocats	Mélanie Erber
Coursin	Yves Coursin
Fieldfisher	Christopher Mesnooh, Nathalie Hadjadj-Cazier
Hoche Avocats	Régis Carral
Jacob Avocats	Julie Jacob
Jasper Avocats	Marina Blum, Pascal Lê Dai

Jeantet	Frédéric Sardain
Klein - Wenner	Matthieu Bourgeois, Laurent Badiane
Lawways	Gilles Rouvier
Linklaters	Sonia Cissé
LPA-CGR Avocats	Prudence Cadio
Luzi Avocats	Olivia Luzi
Next Avocats	Etienne Papin, Stéphanie Foulgoc
PDGB	Benjamin Jacob
Quatrebarbes	Nathalie de Quatrebarbes
Racine	Eric Barbry
Scan Avocats	Sandra Cabanne, Alexandre Nappey
Steering Legal	Stéphanie Berland
Veil Jourde	Nicolas Brault
2 Adsto	Claire Bernier
Advant Altana	Pierre Lubet
Alerion	Frederic Saffroy, Corinne Thiérache
Armelle Furlon	Armelle Furlon
Astura	Matthieu Mélin
Basdevant Avocats	Adrien Basdevant
BG2V	Xavier Carbasse, Karim Beylouni
Bouchara & Avocats	Vanessa Bouchara
Candé Blanchard Ducamp	Patrice de Candé, Julien Blanchard, Claire Ducamp
Caprioli & Associés	Éric Caprioli
Chemarin & Limbour	Alexandre Limbour
Christophe Caron	Christophe Caron
Cornet Vincent Ségurel	François Herpe, Jérôme Wiehn, Thomas Deschryver, Luc-Marie Augagneur
DBK Avocats	Thomas Debiesse, Christian Kim, Jérôme Buscaïl
Delcade	Isabelle Gavanon
Deloitte Société d'Avocats	Hervé Gabadou
DTMV	Pascal Lefort, Thomas Cuche, Eleonore Gaspar
Elkrief Avocat	Danielle Elkrief
Fidal	Aurélie Klein, Jean-Baptiste Chanial, Arnaud Tesselonikos, Anne Lambert-Favreau, Sabine Deloges
Gibson, Dunn & Crutcher	Ahmed Baladi, Vera Lukic
Gide Loyrette Nouel	Thierry Dor
Guilloux Avocats	Jean-Marie Guilloux
H2O Avocats	Isabelle Vedrines, Sandra Benabou, Nicolas Herzog
Havard Duclos & Associés	Sophie Havard Duclos, Pauline Casanova, Constance Percevaux
Herald Avocats	Anne Cousin
Idea Avocats	Julie Ruelle, Nathalie Metallinos



FRANCE

Isabelle Renard Avocat	Isabelle Renard
ITLAW Avocats	Claudia Weber
Joffe & Associés	Emilie de Vaucresson
KPMG Avocats	Patrick Amouzou, Julie Bellesort
Latham & Watkins	Jean-Luc Juhan, Myria Saarinen
Laude Esquier Champey	Olivier Laude, Victor Champey
Lerins	Mathilde Croze, Marguerite Brac de la Perrière, Elsa Rodrigues
Level Up Legal	François Coupez
Lext Avocats	Anne Bourdu, Gaëlle Leroy, Pierre-Lucas Thirion
Mathias Avocats	Garance Mathias
Matthieu Berguig	Matthieu Berguig
Norton Rose Fulbright	Nadège Martin
Osmose Avocats	Mélanie Comert, Antoine Gendreau, Alexandra Le Corroncq, Alexis Vichnievsky
Soskin Avocats	Ilana Soskin
Squadra Avocats	Jean-Baptiste Belin, Daniel Fasquelle
TGS France Avocats	Claire Camberton, Anne-Sophie Viard-Crétat
Varet Près Killy	Vincent Varet, Xavier Près
Vercken & Gaullier	Florence Gaullier, Gilles Vercken
Watson Farley & Williams	Lucien Rapp
RECOMMENDED	
Agil'IT	Sylvie Jonas, Laure Landes-Gronowski
Alatis	Jean-Marc Puech
Amar Goussu Staub	Cyrille Amar, Grégoire Goussu, Antonin Staub
Aramis	Benjamin May, David Roche
Aston Avocats	Carine Piccio
Atem Avocats	Isabelle Camus
ATM Avocats	André Meillassoux
Bblm Avocats	Myriam Angelier
Bignon Lebray	Élise Dufour, Benjamin Mourot
Bilalian Avocats	Lara Morel, Marguerite Bilalian
Bismuth Société D'Avocats	Yves Bismuth, Mathieu Martin
Clairmont Novus Avocats	Laurent Barissat, Delphine Ganoote-Mary
Cleach Avocats	Melvina Valerii
CMG & Associés	Paraskevi Georganta, Stéphane Coulaux
Courtois Lebel	Cédric Frenel
Danièle Véret Cabinet d'avocats	Danièle Véret
Dauzier-Chappuis & Associés (Aravocat)	Pierre-Louis Dauzier, Olivier Chappuis
ebl lexington	Laurent Levy
Effective Media	Florent Desarnauts

Ekv Avocats Associés	Nicolas Verly
Eversheds Sutherland	Gaëtan Cordier
Fabregat Avocats	Marie Fabregat
Fiducial Legal by Lamy	Jean-Baptiste Chanial
FTPA Avocats	Philippe Pochet
Gilles Buis Avocat	Gilles Buis
Ginestié Magellan Paley-Vincent	Emmanuel Schulte
Gomis & Lacker	Guillaume Gomis, Julien Lacker
Gramond & Associés	Marion Depadt Bels
Hayat Avocat	Olivier Hayat
Hertslet Wolfer & Heintz - HW&H	Aurélien Boucher
Hughes Hubbard & Reed	Stefan Naumann
Hugot Avocats	Jean-Philippe Hugot
Illouz Avocats	François Illouz
J.p. Karsenty & Associés	Jean-Philippe Arroyo, Béatrice Moreau-Margotin, Martine Karsenty-Ricard
Jacobacci Avocats	Olympe Vanner
K&L Gates	Claude-Etienne Armingaud
Kelten - Association D'Avocats	Nicolas Martin-Teillard
Lamy Lexel	Aurélie Dantzikian-Frochon, Marie Duverne-Hanachowicz
Lazarègue Avocats	Alexandre Lazarègue
Le 16 Law	Benoit Barré
Lighten	Adrien Aulas, Mathias le Masne de Chermont
Llc & Associés	Justine Bain-Thouverez
Lorang Avocats	Yann Lorang
Momentum Avocats	Julie Carel, Jean-Sébastien Mariez
Oria Media	Mathieu Davy
Poggi Avocats IT	Anne-Sophie Poggi
Péchenard & Associés	Fabien Honorat, Gauthier Moreuil, Eric Andrieu
Shift avocats	Olivier Moussa, Gérald Sadde
Simmons & Simmons	Christian Taylor
Touati La Motte Rouge Avocats	Henri de la Motte Rouge, Jean-Philippe Touati
Twelve	Philippe Allaëys
UGGC Avocats	Anne-Marie Pecoraro
Ulys	Etienne Wery
Valérie Perrichon Avocats	Valérie Perrichon
Walter Billet Avocats	Alan Walter, Fabien Billet



TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Baker McKenzie	Emmanuel Guillaume, Christian Blomet, Laurent Szuskin
Behring	Anne-Solène Gay
Bird & Bird	Stephane Leriche
Chemarin & Limbour	Alexandre Limbour
Franklin	Alexandre Marque
Fréget Glaser & Associés	Olivier Fréget
Hogan Lovells	Etienne Drouard, Charlotte Le Roux, Patrice Navarro
EXCELLENT	
Bersay	Martin Tissier
Bryan Cave Leighton Paisner	Christian Sauer, Julie Catala-Marty
CBR & Associés	Pierre-Olivier Chartier
Coursin	Yves Coursin
Gide Loyrette Nouel	Thierry Dor
Reed Smith	Marianne Schaffner, Thierry Lautier
HIGHLY RECOMMENDED	
August Debouzy	Florence Chafiol, Mahasti Razavi
Bilalian Avocats	Lara Morel, Marguerite Bilalian
Bredin Prat	Robert Saint-Esteben, Igor Simic
Cabinet De La Taille	Benoît de la Taille
Darros Villey Maillot Brochier	Didier Théophile
De Gaulle Fleurance	Georgie Courtois, Frédéric Destal
DS Avocats	Sylvain Staub, Thomas Beaugrand, Antoine Gravereaux
Ginestié Magellan Paley-Vincent	Martine Georges-Naim, Emmanuel Schulte
Jones Day	Rémy Fekete
Latham & Watkins	Jean-Luc Juhan
Le 16 Law	Benoit Barré
Lexing - Alain Bensoussan Avocats	Frédéric Forster
Magenta	Sylvain Justier, Vincent Jaunet
Norton Rose Fulbright	Nadège Martin
Osborne Clarke	Xavier Pican
PDGB	Benjamin Jacob
Pinsent Masons	Diane Mullenex

Watson Farley & Williams	Lucien Rapp
RECOMMENDED	
Ayache	Guillaume Seligmann
Clifford Chance	Dessislava Savova, Thibault d'Alès
Féral	Olivier de Courcel
Harlay Avocats	Fabrice Perbost, Sabine Lipovetsky
Hertslet Wolfer & Heintz - HW&H	Fabrice Bauman, Dominique Heintz
Jacob Avocats	Julie Jacob
KPMG Avocats	Patrick Amouzou, Julie Bellesort
Legal by Process	Franklin Brousse
Lexcase	Iliana Boubekeur
Linklaters	Sonia Cissé
Orrick	Noël Chahid-Nourai
Simmons & Simmons	Christian Taylor
Vogel & Vogel	Joseph Vogel, Louis Vogel
White & Case	Eric Laplante
Wilhelm & Associés	Pascal Wilhelm
VALUABLE PRACTICE	
Alexandre Espenel Avocat	Alexandre Espenel
Bignon Lebray	Nicolas Moreau
Carlara	Michel Rasle
EBL Lexington	Laurent Levy, Arnaud Demont
Fidal	Arnaud Tessalonikos, Anne Lambert-Favreau
Fieldfisher	Anne-Laure-Hélène des Ylouses
Gibson, Dunn & Crutcher	Ahmed Baladi, Vera Lukic
Herald Avocats	Anne Cousin
Hughes Hubbard & Reed	Christophe Fichet
Illouz Avocats	François Illouz
Jurisexpert	Blandine Poidevin
Laude Esquier Champey	Olivier Laude
Lawways	Gilles Rouvier
Reinhart Marville Torre	Laurent Marville
Taylor Wessing	Philippe Glaser



BLOCKCHAIN

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
D&A partners	Daniel Arroche, Stéphane Daniel, Margaux Frisque
Kramer Levin	Hubert de Vauplane
ORWL Avocats	Alexandre Lourimi, William O'Rorke, Romain Chilly
HIGHLY RECOMMENDED	
Aleph Avocats	Sarah Compani
Ayache	Guillaume Seligmann
Basdevant Avocats	Adrien Basdevant
Bird & Bird	Cathie-Rosalie Joly
Fieldfisher	Arnaud Grünthaler
Gide 255	Franck Guiader, Matthieu Lucchesi
Hashtag Avocats	Arnaud Touati
Metalaw	Thibault Verbiest
Osborne Clarke	Karima Lachgar
RECOMMENDED	
Bruzzo Dubucq Avocats	Cédric Dubucq, Mathis Campestrin
De Gaulle Fleurance	Georgie Courtois, Anne Maréchal
Deroulez Avocats	Jérôme Deroulez
Derriennic Associés	Pierre-Yves Margnoux, François-Pierre Lani
Jacob Avocats	Julie Jacob
Lexing - Alain Bensoussan Avocats	Alain Bensoussan, Marie Soulez
VALUABLE PRACTICE	
Stephenson Harwood	Boriana Guimberteau
Taylor Wessing	Marc Schuler, Philippe Glaser
Trillat Avocats	Antoine Trillat



LEADERS LEAGUE ALLIANCE SUMMIT

LAW & INNOVATION

JULY 6TH, 2023

INTERCONTINENTAL PARIS LE GRAND

CONFERENCES · AWARDS CEREMONY · NETWORKING

The Leaders League Alliance Summit is the result of the unification of Leaders League two biggest International events: the **International Legal Alliance Summit & Awards** and the **Innovation & IP Forum and Awards**. By merging the events we will bring together the best of the Corporate and Legal markets and the best of the IP and Innovation world, in a unique one day event gathering **key international players**.

600+
ATTENDEES

80+
SPEAKERS

50
AWARDS

GERMANY

INVESTMENTS & EXITS

Best Venture Capital Firms

Firms are ordered alphabetically

FIRM	KEY INDUSTRY(S)
42Cap	IT, Software
Accel Partners	E-commerce, Internet
Acton Capital Partners	Technology
ALSTIN Capital	Technology
Allianz X	Technology
Bayern Kapital	Technology
BlueYard Capital	E-commerce, Internet
Btov Partners	IT, TMT
Capnamic Ventures	E-Commerce, Gaming, Payments, Advertising, Software-as-a-Service
Cherry Ventures	Consumer Internet, Mobile, Marketplace
Creandum	IT, Technology
Creathor Venture	Technology
Deutsche Telekom Capital Partners	Technology
DN Capital	Technology
Earlybird VC	IT, TMT, Gaming, E-Commerce, Real Estate
ECapital	IT, Technology
E.ventures	Internet, Software
Fly Ventures	Technology
German Startups Group	Technology
Global Founders Capital	Technology, Consumer Goods, E-Commerce

Grazia Equity	Technology
Gründerfonds	Technology, TMT, Life-Sciences, Energy
Hasso Plattner Ventures	IT
Heartcore Capital	E-Commerce, Technology
Holtzbrinck Ventures	Digital
IBB Bet	Life sciences, ICT
Idinvest Partners	IT, Technology
Index Ventures	Consumer Internet and Mobile, Enterprise Technologies
Lakestar	Digital
Linus Capital	IT
Neuhaus Partners	IT
Next 47	Technology
Paua Ventures	Technology
Point Nine Capital	Software-as-a-Service
Project A	E-Commerce, Data, Software, Infrastructure
Redstone Digital	Digital
Rheingau Founders	Digital
RI Digital Ventures	Digital
Robert Bosch VC	IT, Technology
Rocket Internet Capital Partners	E-commerce, Marketplace
Salesforce Ventures	Technology
SevenVentures	Consumer Goods, Retail, Service
Shortcut Ventures	Data, IT, TMT
Star Ventures	Technology
T-Ventures	Technology
Target Global	E-Commerce, Fintech, Travel, Software, Mobile
Target Partners	Technology
Team Europe	Digital
Tengelmann Ventures	Consumer Internet, Internet Technology
Union Square Ventures	Technology, Consumer Goods, E-Commerce
Unternehmertum Ventures	IT, Industry 4.0, Automation Technologies, Mobility, Smart City
Venista Ventures	Mobile
Visionaries Club	Marketplace, E-Commerce
Wellington Partners	Technology, Life-Sciences
West Tech Ventures	Technology



VENTURE CAPITAL TRANSACTIONS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
CMS Hasche Sigle	Eva Annett Grigoleit, Stefan-Ulrich Müller, Jörg Zätzsch
Noerr	Felix Blobel, Sascha Leske, Georg Christoph Schneider
Osborne Clarke	Robin Eyben, Nicolas Gabrysch, Martin Sundermann
POELLATH+	Christian Toenies
V14 Vogel Heerma Waitz	Frank Vogel, Clemens Waitz
YPOG	Frederik Gaertner, Martin Schaper, Benjamin Ullrich
EXCELLENT	
1 LUTZ ABEL	Marco Eickmann, Bernhard Noreisch
Rauc	Andreas Nelle
Taylor Wessing	Norman Röchert, Hassan Sohbi, Jens Wolf
2 Bird & Bird	Stefan Gottgetreu, Kai Kerger, Stefan Münch
Hogan Lovells	Volker Geyrhalter, Peter Huber, Nikolas Zirngibl
Orrick, Herrington & Sutcliffe	Oliver Duys, Sven Greulich
Studio Legal	André Eggert, Natalie Pernile Vahsen
HIGHLY RECOMMENDED	
BMH Bräutigam	Patrick Auerbach-Hohl
Dechert	Federico G. Pappalardo
GLNS	Daniel Gubitz
Hengeler Mueller	Emanuel Strehle
Heuking Kühn Lüer Wojtek	Jörg Schewe, Peter Christian Schmidt, Mathias Schröder, Alexander Weber
Jones Day	Ivo Posluschny
K&L Gates	Thomas Lappe, Thilo Winkeler
Lambsdorff	Pablo Rüdiger S. de Erice, Konstantin Graf Lambsdorff
PXR Legal	Peter Möllmann
ReedSmith	Justus Binder
RECOMMENDED	
ARQIS	Christoph von Einem
Eversheds Sutherland	Hoger Holle
Gleiss Lutz	Jan Balssen
Greenberg Traurig	Henrik Armah
GSK Stockmann	Thomas Derlin, Katy Ritzmann
GÖRG	Bernt Paudtke
Gütt Olk Feldhaus	Tilman Gütt
Lupp + Partner	Felix Stützer
Luther	Andreas Tüxen
Oppenhoff	Gabriele Fontane
RSR	Matthias Rüping
seitz	Daniel Grewe
Weitnauer	Benedikt Mahr
Willkie Farr & Gallagher	Georg Linde

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Grünecker	Moritz Höffe, Reinhard Knauer
Hoffmann Eitle	Thorsten Bausch, Thomas Becher, Henrik Vocke, Lasse Weinmann
EXCELLENT	
1 Bardehle Pagenberg	Georg Anetsberger, Christof Karl, Tobias Kaufmann, Johannes Lang, Joachim Mader
Boehmert & Boehmert	Christoph Angerhausen, Christian W. Appelt, Markus Engelhard, Steffen Schmidt, Stefan Schohe, Volker Scholz, Jakob Valvoda
Cohausz & Florack	Jan Ackermann, Arwed Burrichter, Natalie Kirchhofer, Gottfried Schüll, Andreas Thielmann, Christoph Walk, Philipe Walter
Maiwald	Dirk Bühler, Eva Dörner, Eva Ehlich, Martin Huenges, Alexander Ortlieb, Christian Schäflein
Vossius & Partner	Elard Freiherr Schenck zu Schweinsberg, Hans-Rainer Jaenichen, Rainer Viktor
2	
df.mp	Dominik Ho, David Molnia, Sandra Pohlman
Eisenführ Speiser	Klaus G. Göken, Uwe Stilkenböhmer
Maikowski & Ninnemann	Gunnar Baumgärtel, Ralf Emig, Felix Gross, Christoph Schröder, Fabian Sokolowski
Meissner Bolte	Kay Rupprecht, Stefan M. Zech
HIGHLY RECOMMENDED	
Gulde & Partner	Nicolas Hasse, Falk Lehmann, Marco Scheffler, Henry Schneider, Martin Thimm
karo IP	Hermann Kahlhöfer, Justus Kreuels, Matthias Rößler, Michael Schneider, Tobias Stelzer
Prinz & Partner	Ute Feldmann, Thomas Kitzhofer, Jochen Sties, Werner Sulzbach
Uexküll & Stolberg	Albrecht von Menges
Weickmann & Weickmann	Markus Herzog, Christian Heubeck, Hans Weickmann, Wolfgang Weiß
Wuesthoff & Wuesthoff	Andreas Beyer, Rainer Gunzelmann, Hendrik Wichmann
Zimmermann & Partner	Joel Nägerl, Gerd Zimmermann
RECOMMENDED	
1 Arnold Rüss	Arno Riße
Braun-Dullaues Pannen Emmerling	Karl-Ulrich Braun-Dullaues, Friedrich Emmerling
Dompatent von Kreisler	Andreas Gagidis, Jörg Helbing
Dreiss	Alexander Bulling
Isenbrück Bösl Hörschler	Stefan Féaux de Lacroix
König . Szynka . Tilmann . von Renesse	Gregor König, Dirk Szynka, Dorothea von Renesse
Kraus & Weisert	Hans-Jörg Banzer, Claus Beckmann, Sebastian Neusser
Kuhnen & Wacker	Rainer K. Kuhnen

Lorenz Seidler Gossel	Dieter Laufhütte, Michael Thoma
Manitz Finsterwald	Manfred Finsterwald, Dieter Pellkofer, Christian Schmidt
Michalski Hüttermann & Partner	Aloys Hüttermann, Stefan A. Michalski, Guido Quiram, Dirk Schulz, Ulrich Storz
Mitscherlich	Thomas Körfer
Samson & Partner	Wolfgang Lippich, Oswald A. Niederkofler
Ter Meer Steinmeister & Partner	Bernd Aechter; Nicolaus ter Meer
Wallinger Ricker Schlotter Tostmann	Michael Platzoeder, Michael Wallinger
WBH Wachenhausen	Benjamin Bubendorfer, Thorsten Haslinde, Marc Wachenhausen
Witteweller	David Dobler, Volker Heuckeroth
2 advotec.	Bernhard Boniberger
Epping Hermann Fischer	Frank Heidrich
Herzog IP	Martin Herzog
GvW Graf von Westphalen	Nicolas M. Dumont, Sebastian Heim, Christian Kusulis
Heuking	Detlef Raasch , Isabella Sommer-Zhang
HGF Europe	Bernhard Ganahl, Jan Robert Naefe, Markus Zoller
Jones Day	Olga Bezzubova, Dorothee Weber-Bruls
Lederer & Keller	Günter Keller
Prüfer & Partner	Dorothea Hofer
SKM-IP	Jan Krauss, Nils Schmid
Viering, Jentschura & Partner	Armin Kühn
Westphal Mussnug & Partner	Michael Bickel

HOFFMANN EITLE: LEADING PATENT ADVISORS



Thorsten Bausch

Key figure(s): Thorsten Bausch
Established: 1892

Track record: A strength of Hoffmann Eitle is the interdisciplinary nature of its patent attorneys, who work in the fields of chemistry, biotechnology, mechanical and electrical engineering & IT. The firm is divided into four main departments: chemistry, biotechnology, mechanical engineering and electrical engineering. IP prosecution, oppositions and defense strategies are specialties.

Team & differentiation: Hoffmann Eitle offers comprehensive European IP services and advice in all technical and legal areas. Its team of more than 90 patent attorneys come with European and national qualifications and have various technical backgrounds. The firm files in excess of 4,000 patent applications each year. Hoffmann Eitle is also one of the leaders in EPO opposition work.

WEICKMANN & WEICKMANN: CHEMISTRY AND LIFE SCIENCES FOCUS



Christian Heubeck

Key figure(s): Christian Heubeck
Established: 1882

Track record: Weickmann & Weickmann is one of the oldest IP boutiques in Germany. The firm has proven expertise and experience in the application and enforcement of patents in the fields of mechanics, electrical engineering/IT, chemistry, as well as in registration and litigation proceedings concerning trademarks and designs, and a growing footprint in pharmaceuticals and life science.

Team & differentiation: A 40-strong team of experts with patent attorney or attorney-at-law licenses, supported by 75 specialized assistants, provide the firm's clients with globe-spanning and comprehensive intellectual property support. The Munich-based firm is a leading practice in terms of employee inventions, and is well-positioned to provide patent valuations.

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bird & Bird	Christian Harmsen, Oliver Jan Jüngst
Hogan Lovells	Martin Fähndrich, , Andreas von Falck, Anna-Katharina Friese, Miriam Gundt, Henrik Lehment, Benjamin Schröer, Steffen Steininger
Hoyng Rokh Monegier	Klaus Haft, Tobias Hahn, Christine Kanz, Martin Köhler, Christian Osterrieth
EXCELLENT	
1 Arnold Ruess	Bernhard Arnold, Arno Riße, Cordula Schumacher
Bardehle Pagenberg	Georg Anetsberger, Anna Giedke, Johannes Heselberger, Tilman Müller-Stoy, Stefan Lieck, Nadine Westermeyer, Tobias Wuttke
Quinn Emanuel Urquhart & Sullivan	Johannes Bukow, Marcus Grosch, Jérôme Kommer, Julia Nobbe**, Jesko Preuss
Rospatt Osten Pross	Thomas Musmann, Henrik Timmann, Max von Rospatt
2 DLA Piper	Philipp Cepl, Markus Gampp, Constanze Krenz*
Freshfields Bruckhaus Deringer	Nina Bayerl, Frank-Erich Hufnagel, Wolrad Prinz zu Waldeck und Pyrmont
Grünecker	Bernd Allekotte, Ulrich Blumenröder, Felix Kahr, Thomas Kronberger, Sebastian Ochs
Hoffmann Eitle	Thomas Becher, Niels Hölder, Leo Polz, Clemens Tobias Steins, Dirk Schüssler-Langeheine, Holger Stratmann
Kather Augenstein	Christof Augenstein, Sören Dahm, Peter Kather, Miriam Kiefer, Christopher Weber
Klaka	Stefan Eck, Wolfgang Götz, Constantin Kurtz
Krieger Mes & Graf V Der Groeben	Michael Bergermann, Jochen Bühling, Axel Verhauwen
Preu Bohlig & Partner	Christian Donle, Alexander Harguth, Daniel Hoppe, Christian Kau
Taylor Wessing	Christoph de Coster, Gisbert Hohagen, Christian Lederer
Vossius & Partner	Jürgen Meier, Johann Pitz, Kai Rüting, Thure Schubert, Philipp Widera*
Wildanger	Eva Geschke, Wolf Graf von Schwerin**, Roland Kehrwald**, Jasper Meyer zu Riemsloh, Peter-Michael Weisse
HIGHLY RECOMMENDED	
AMPERSAND	Hosea Haag, Jonathan Konietz, Philipp Neels
Boehmert & Boehmert	Carl-Richard Haarmann, Michael Rüberg
Eisenführ Speiser	Volkmar Henke, Michael Schneider
Fieldfisher	Benjamin Grzimek
Gleiss Lutz	Thomas Bopp, Matthias Sonntag
Meissner Bolte	Philipp Rastemborski
Simmons & Simmons	Thomas Gniadek, Peter Meyer
RECOMMENDED	
1 ADVANT Beiten	Christian Hess, Matthias W. Stecher
Allen & Overy	Jan Ebersohl
CBH	Stephan Gruber
Clifford Chance	Tobias J. Hessel, Claudia Milbradt, Stefan Richter
Cohausz & Florack	Michel Kaminsky, Natalie Kirchhofer, Christoph Walke, Philipe Walter
CMS Hasche Sigle	Markus Deck, Matthias Eck
Dentons	Roger Abseher, Constantin Rehaag
Gulde & Partner	Nicolas Hasse, Falk Lehmann, Marco Scheffler, Henry Schneider, Sönke Lorenz, Martin Thimm
GvW Graf von Wesphalen	Nicolas M. Dumont, Sebastian Heim, Joachim Mulch
Harmsen Utescher	Karsten Königer



GERMANY

Hengeler Mueller	Wolfgang Kellenter
Herzog IP	Martin Herzog
Heuking Kühn Lüer Wojtek	Sabine Dethof, Anton Horn, Philipp Roman Schröler, Birthe Struck***
Jones Day	Gerd Jaekel, Christian Paul
Linklaters	Julia Schönbohm
Maiwald	Dirk Bühler, Marco Stief, Derk Vos
Maikowski & Ninnemann	Gunnar Baumgärtel, Ralf Emig, Felix Gross, Matthias Hoffmann, Christoph Schröder, Andreas Tanner
Michalski Hüttermann & Partner	Wasilis Koukounis, Stefan A. Michalski, Dirk Schulze
Noerr	Ralph Nack
Prinz & Partner	Tim Hülshager, Thomas Kitzhofer, Jochen Sties
WBH Wachenhausen	Benjamin Bubendorfer, Thorsten Haslinde, Marc Wachenhausen
Wuesthoff & Wuesthoff	Axel Katérle
2 Baker McKenzie	Günter Pickrahn
bock legal	Andreas Bock, Reinhard Döring
EIP	Christof Höhne
Herbert Smith Freehills	Ina vom Feld
HGF Europe	Bernhard Ganahl, Jan Robert Naefe, Markus Zoller
klinkert	Nora Kessler, Friedrich Klinkert
König. Szyntka . Tilmann . von Renesse	Gregor König, Dorothea von Renesse
Lederer & Keller	Günter Keller
Lorenz Seidler Gossel	Dieter Lauffhütte
Maiwald	Eva Dörner, Martin Huenges, Berthold Lux, Alexander Ortlieb, Christian Pioch, Derk Vos
Mayer Brown	Christoph J. Crützen, Ulrich Worm
McDermott Will & Emery	Henrik Holzapfel, Boris Uphoff
Norton Rose Fulbright	Clemens Rübel
Osborne Clarke	Tim Reinhard
Patzina Lotz	Christoph Jonas
Peterreins Schley	Thomas J. Adam
Pinsent Masons	Marc L. Holtorf
Rittershaus	Daniel Weisert
TALIENS	Peter Koch, Thomas Lynker
Weickmann & Weickmann	Frank Feller, Markus Herzog, Volker Jordan

***: Senior Associate **: Of counsel *: Counsel

KATHER AUGENSTEIN: TOP-NOTCH PATENT LAW TEAM FOR HIGH-STAKES PROCESSES



Miriam Kiefer

Key figure(s): Miriam Kiefer
Established: 2016

Track record: The patent team of the Düsseldorf firm houses five partners and eight other lawyers specializing in intellectual property law, who focus on patents and utility models in particular. Their long-standing expertise proves crucial in high-stakes international mandates, such as AUDI AG/VW against Broadcom/Avago or Ericsson's cases against Samsung and Apple.

Team & differentiation: The team of 13 IP specialists is unique in terms of size and structure. Very flexible, they are efficient in decision-making processes for litigation cases. They have enforced IP rights in all technical fields, in particular telecommunications, automotive, pharmaceutical, medical technology, biotechnology, nanotechnology, mechanical engineering, and chemistry.

IT & OUTSOURCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
CMS Hasche Sigle	Sebastian Cording, Axel Funk, Markus Häuser
Noerr	Peter Bräutigam, Torsten Kraul, Joachim Schrey, Thomas Thalhofer
EXCELLENT	
1 Baker McKenzie	Holger Lutz, Michael Schmidl, Matthias Scholz, Florian Tannen
DLA Piper	Jan Geert Meents
White & Case	Detlev Gabel, Jost Kotthoff
2 Bird & Bird	Fabian Nieman, Jörg-Alexander Paul
Latham & Watkins	Tim Wybitul
Osborne Clarke	Ulrich Bäumer, Flemming Moos, Hendrik Schöttle
SKW Schwarz	Martin Böttger, Olivier Hornung, Matthias Orthwein, Martin Schweinoch
Taylor Wessing	Christian Frank, Axel Freiherr von dem Bussche, Paul Voigt, Jörg Wimmers
HIGHLY RECOMMENDED	
Covington & Burling	Lars Lensdorf
CSW	Isabell Conrad
Freshfields Bruckhaus Deringer	Jochen Dieselhorst
Gleiss Lutz	Christian Hamann, Alexander Molle, Stefan Weidert
GÖRG	Axel Czarnetzki, Michael Heise, Florian Schmitz
Hogan Lovells	Marcus Schreibauer, Stefan Schuppert
NORDEMANN	Christian Czychowski, Sebastian Dworschak
Oppenhoff	Jürgen Hartung, Marc Hilber
Orth Kluth	Ulla Kelp, Philipp Mels
Vogel & Partner	Ralf Klühe, Oliver Meyer-van Raay, Mack Strittmatter, Uwe K. Schneider, Rupert Vogel
RECOMMENDED	
1 avocado	Thorsten Lieb, Ralf Schulten, Jan Peter Voss, Jörg Michael Voss
Greenberg Traurig	Viola Bensinger
GvW Graf von Wesphalen	Arnd Böken, Stephan Menzemer, Axel von Walter
Hengeler Mueller	Matthias Berberich**, Matthias Rothkopf**
Heussen	Markus Junker, Mark Münch, Hermann Waldhauser
Heuking Kühn Lüer Wojtek	Thomas Jansen, Michael Kuska, Markus Lennartz, Hans Markus Wulf
LLR.	Klaus Gennen
Luther	Christian Kuß, Michael Rath
McDermott Will & Emery	Ralf Weisser
Pinsent Masons	Stephan Appt, Florian von Baum, Nils Rauer
Preu Bohlig & Partner	Alexander Bayer, Christian Breuer, Daniel Hoppe, Christian Kau, Martin Momtschilow, Alice Pasch
Reed Smith	Andreas Splittgerber



2	ADVANT Beiten	Andreas Lober, Mathias Zimmer-Goetz
	Dentons	Stefan Dittmer
	Ebner Stolz	Philipp M. Kühn, Torsten G. Lörcher, Laurent Meister, Björn Schallock
	FPS Fritze Wicke Seelig	Andreas Freitag, Oliver Wolff-Rojczyk
	HÄRTING	Niko Härting
	JBB Lawyers	Till Jaeger
	Jones Day	Undine von Diemar
	KNPZ	Kai-Uwe Plath
	K&L Gates	Thomas Nietsch
	TCI	Truiken J. Heydn, Stephan Schmidt, Thomas Stögmüller
	WilmerHale	Martin Braun
VALUABLE PRACTICE		
	AMPERSAND	Daniel Kaboth
	Bartsch	Michael Bartsch, Frederique Borowiec
	Baumgartner Baumann	Johannes Baumann, Ulrich Baumgartner
	Boehmert & Boehmert	Andreas Dustmann, Sebastian Engels, Eckhard Ratjen, Jakob Valvoda
	von BOETTICHER	Anselm Brandi-Dohrn
	Clifford Chance	Claudia Milbradt, Gunnar Sachs
	Eversheds Sutherland	Nils Müller
	Lambsdorff	Bardia Kian, Tobias Runge
	Lausen	Martin Schippan
	MAYBURG	Manfred Mayer
	Mayer Brown	Christoph J. Crützen, Ulrich Worm
	Norton Rose Fulbright	Christoph Ritzer
	POELLATH+	Margot Gräfin von Westerholt***
	Schürmann Rosenthal Dreyer	Simone Rosenthal, Kathrin Schürmann

: Counsel *: Of counsel

VOGEL & PARTNER: IT & INTERNET LAW EXPERTS



Rupert Vogel

Key figure(s): Rupert Vogel
Established: 2011

Track record: Vogel & Partner represents German and international software, multimedia and industrial companies, in court as well as in negotiations, pertaining to cloud computing, outsourcing, data protection, software protection, contract drafting, e-commerce, copyright and database law. Clients range from car manufacturers to big-data providers and public institutions.

Team & differentiation: The team of eight partners and 20 lawyers is split between the firm's Stuttgart and Karlsruhe offices. Its newly established lawlab in Constanze provides data-protection training to young lawyers. Experienced in Franco-German consulting, founder Rupert Vogel is also a member of the supervisory boards of several software companies and is an associate professor in computer law and copyright law.

ORTH KLUTH: DYNAMIC AND ENTERPRISING IT DEPARTMENT



Dr. Philipp Mels

Key figure(s): Dr. Philipp Mels
Established: 1997

Track record: Orth Kluth Rechtsanwälte is an independent, full-service law firm with offices in Düsseldorf and Berlin. The IT, outsourcing & data protection practice group advises medium-sized companies and international groups, including several Dax-30, MDax and TecDax companies, on large-scale IT projects and on all aspects of employee and customer data protection. Orth Kluth represents clients in major IT litigation.

Team & differentiation: The six-partner IT-department, led by Philipp Mels and Ulla Kelp, is advising Gelita on the introduction of a company-wide IT system worldwide. Philipp Mels successfully represented Indian Dastur Group against large-volume payment claim in connection with an IT-project at court in II. Instance. The team also advises e-transport companies on IT systems.

DATA PROTECTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bird & Bird	Sven-Erik Heun, Fabian Niemann
DLA Piper	Verena Grentzenberg, Jan Geert Meents
Latham & Watkins	Tim Wybitul
Osborne Clarke	Flemming Moos, Marc Störing
Taylor Wessing	Christian Frank, Axel Freiherr von dem Bussche, Paul Voigt
EXCELLENT	
1 Baker McKenzie	Michael Schmidl, Florian Tannen
CSW Rechtsanwälte	Isabell Conrad
2 CMS Hasche Sigle	Malte Grützmacher, Christian Runte
Noerr	Sebastien Dienst, Daniel Rücker
SKW Schwarz	Matthias Orthwein, Stefan C. Schicker
White & Case	Detlev Gabel
WilmerHale	Martin Braun
HIGHLY RECOMMENDED	
Freshfields Bruckhaus Deringer	Norbert Nolte
Gleiss Lutz	Christian Hamann
Heuking Kühn Lüer Wojtek	Thomas Jansen, Philip Kempermann, Michael Kuska, Manuel Poncza***, Hans Markus Wulf
Hogan Lovells International	Marcus Schreibauer, Stefan Schuppert
Jones Day	Martin Lotz
KPNZ Rechtsanwälte	Kai-Uwe Plath
Oppenhoff	Jürgen Hartung
Orth Kluth	Ulla Kelp, Philipp Mels
Pinsent Masons	Ruth Maria Bousonville
Reed Smith	Andreas Spittgerber
RECOMMENDED	
1 ADVANT Beiten	Susanne Klein
Ashurst	Andreas Mauroschat
avocado	Thorsten Lieb, Ralf Schulten, Jan Peter Voss, Jörg Michael Voss
Boehmert & Boehmert	Sebastian Engels, Eckhard Ratjen, Michael Rüberg, Alexander Thamer
Covington & Burling	Lars Lensdorf
Ebner Stolz	Philipp M. Kühn, Torsten G. Lörcher, Laurent Meister, Björn Schallock
Eversheds Sutherland	Alexander Niethammer, Lutz Schreiber
GvW Graf von Westphalen	Arnd Böken, Stephan Menzemer, Andreas von Walter
K&L Gates	Thomas Nietsch
Luther	Stefanie Hellmich, Wulff-Axel Schmidt
Morrison & Foerster	Hanno Timmer
Norton Rose Fulbright	Christoph Ritzer
Orrick, Herrington & Sutcliffe	Christian Schröder
Preu Bohlig	Alexander Bayer, Christian Breuer, Daniel Hoppe, Christian Kau, Martin Momtschilow, Alice Pasch
Schürmann Rosenthal Dreyer	Simone Rosenthal, Kathrin Schürmann
Vogel & Partner	Ralf Klühe, Uwe K. Schneider, Oliver Meyer-van Raay, Rupert Vogel
2 Baumgartner Baumann Rechtsanwälte	Ulrich Baumgartner
Goerg	Axel Czarnetzki, Jochen Lehmann, Andrea Kirsch
Greenberg Traurig	Viola Bensinger
GSK Stockmann	Katy Ritzmann
HÄRTING	Niko Härting
Lexton	Kevin Max von Holleben

***: Associate

K&L GATES: STRONG TECH AND IT INDUSTRY FOCUS



Thomas Nietsch

Key figure(s): Thomas Nietsch
Established: 2007

Track record: Global law firm K&L Gates has offices in Berlin, Frankfurt and Munich, offering harmonized cross-border advice to international clients which range from IT-focused startups to major international software and tech corporations from a variety of industry sectors like automotive/logistics, e-commerce, e-health, digital content, cloud services, software, smart home and IoT, finance, science and research.

Team & differentiation: The IT and data protection team in Berlin covers a broad range of legal topics in cooperation with other practice areas, namely employment, corporate M&A and anti-trust/competition law. Thomas Nietsch advised on the development of the first EU-wide privacy code of conduct for cloud service providers, alongside IT industry heavyweights such as Microsoft, Google, Cisco Systems and IBM.



HEALTHCARE & PHARMACEUTICALS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Baker McKenzie	Marc Gabriel, Thilo Räßle
Clifford Chance	Peter Dieners, Ulrich Reese, Gunnar Sachs
EXCELLENT	
CMS Hasche Sigle	Jens Wagner, Jörn Witt
D+B	Thomas Bohle, Ulrich Grau, Jan Moeck, Constanze Püschel, Martin H. Stellpflug
Gleiss Lutz	Reimar Buchner, Marco König, Matthias Sonntag
Hogan Lovells	Tanja Eisenblätter, Jörg Schickert, Arne Thiermann
NOVACOS	Maria Heil, Christian Stallberg
Sträter	Markus Ambrosius, Burkhard Sträter
Taylor Wessing	Manja Epping, Oliver Klöck, Michael Stein
HIGHLY RECOMMENDED	
1 Bird & Bird	Alexander Csaki, Boris Kreye
Covington & Burling	Adem Koyuncu
Dierks+Company	Christian Dierks
Ehlers, Ehlers & Partner	Alexander Ehlers
Freshfields Bruckhaus Deringer	Frank-Erich Hufnagel, Marcel Kaufmann
Harmsen Utescher	Rainer Kaase, Andrea K. Marx
Hengeler Mueller	Wolfgang Spoerr
KOZIANKA & WEIDNER	Wolfgang Kozianka
Maiwald	Dirk Bühler, Eva Dörner, Alexander Ortlieb, Marco Stief
Möhrle Happ Luther	Henning Anders
Preu Bohlig & Partner	Alexander Meier, Peter von Czettritz
2 GND Geiger Nitz Dauderer	Daniel Geiger, Gerhard Nitz
King & Spalding	Ulf H. Grundmann
Latham & Watkins	Henning C. Schneider
McDermott Will & Emery	Stephan Rau
Meisterernst	Christian Tillmanns
Rauc	Wolfgang Kuhla, Katharina Wodarz
SCHULTZ-SÜCHTING	Dirk Bruhn, Rolf Schultz-Süchting
Vossius & Partner	Jürgen Meier
WBH Wachenhausen	Thorsten Haslinde, Marc Wachenhausen

RECOMMENDED

1	von BOETTICHER	Claudia Böhm
	Dentons	Peter Homberg, Christof Kautzsch, Ilka Mehdorn
	GÖRG	John-Patrick Bischoff, Marc Schöffner
	GSK Stockmann	Philip Huperz, Markus Söhnchen
	GvW Graf von Westfalen	Nicolas M. Dumont, Birgit Lotz, Stephan Menzemer, Bettina Meyer-Hofman, Wolf Müller
	michels.pmks	Jens-Peter Jahn, Kerrin Schillhorn
	Oppenhoff	Gabriele Fontane, Peter Klappich
	OPPENLÄNDER	Timo Kieser
	Quass & Partner	Michael Quass
	Seufert Rechtsanwälte	Thomas Vollmöller
	Weickmann & Weickmann	Christian Heubeck, Hans Weickmann, Wolfgang Weiß
2	Ebner Stolz	Sarah Gersch-Souvignet
	Eversheds Sutherland	Tobias Maier
	EY Law	Heinz-Uwe Dettling
	Friedrich Graf von Westfalen & Partner	Hendrik Thies
	Fieldfisher	Cord Willhöft
	Hees	Stephan Hees
	Kaltwasser	Jan-Tobias Häser
	Luther	Oliver Kairies
	Noerr	Fabian Badtke
	Orth Kluth	Anja Doepner-Thiele, Philipp Mels
	Rehborn	Martin Rehborn
	Sander & Krüger	Carsten Krüger
	Schiweck Weinzierl Koch	Wolfram Schiweck
	Wigge	Peter Wigge
	wuertenberger	Thomas Wurtenberger

PREU BOHLIG & PARTNER: EXCELLENT ADVICE AND PROMPT AVAILABILITY



Peter von Czettritz

Key figure(s): Peter von Czettritz
Established: 1959

Track record: Preu Bohlig & Partner's expertise covers the clinical and technical development (including GCP and GMP) and subsequent approval of medicinal products in the German and European market authorization systems, with particular focus on orphan drugs, legal issues related to the pediatric regulation, pharmacovigilance and product liability issues.

Team & differentiation: Peter von Czettritz, head of the Munich life-science practice group, is a member of the German Medicine Manufacturers' Association and handles market authorization proceedings relating to the drug law and certification proceedings relating to the medical devices law. Alexander Meier is experienced in regulatory issues, authorization processes, advanced therapies and medical devices.



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LEADERS LEAGUE



ICELAND

INTELLECTUAL PROPERTY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
EXCELLENT	
Árnason Faktor	Ásdís Magnúsdóttir, Einar Karl Friðriksson, Sigurður Ingvarsson, Gunnar Örn Harðarson
Lex Law Offices	Erla S. Árnadóttir, Lára Herborg Ólafsdóttir, María Kristjánsdóttir
LOGOS Legal Services	Hjördís Halldórsdóttir, Áslaug Björgvinsdóttir, Árni Vilhjálmsson, Ragnar Tómas Árnason
Réttur – Adalsteinsson & Partners	Sigríður Rut Júlísdóttir, Sigrún Ingibjörg Gísladóttir
Sigurjónsson & Thor	Valborg Kjartansdóttir, Magnús Haukur Magnússon, Magnús Hrafn Magnússon
HIGHLY RECOMMENDED	
Juris	Andri Árnason, Stefán A. Svensson
Tego IP Attorneys	Lovísa Jónsdóttir, Bylgja Hrönn Björnsdóttir
BBA/Fjeldco	Haflíði Kristján Lárusson
Vík Lögmannsstofa	Tómas Thorvaldsson, Anna Tómasdóttir



IRELAND

IP PROSECUTION

Best IP Agencies

In each tier, the agencies are ordered alphabetically

AGENCY	KEY FIGURE(S)
LEADING	
1 FR Kelly	Mary Bleahene, Sumi Nadarajah, Shane Smyth
PurdyLucey	Barry Purdy, Michael Lucey, Mark Carmody
2 Murgitroyd	Joanne Lecky, Christian Finn, Anne Marie Carr
Tomkins	Christina Gates, Simon Gray, Cathal Lane, Olivia Catesby
EXCELLENT	
1 HGF	Craig Thomson
MacLachlan & Donaldson	Peter MacLachlan
Keltie	Sean Cummings
2 Anne Ryan & Co	Anne Ryan
Cruishckshank	Mary Rose O'Connor, Donal O'Connor

IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A&L Goodbody	John Whelan
McCann Fitzgerald	Paul Lavery, Fiona O'Beirne
William Fry	David Cullen, Laura Scott
EXCELLENT	
1 Mason Hayes & Curran	Gerard Kelly
Whitney Moore	Robin Hayes, Aoife Murphy
2 Acuatus	Alistair Payne
Arthur Cox	Olivia Mullooly
DFMG Solicitors	Patricia McGovern
Matheson	Anne-Marie Bohan
HIGHLY RECOMMENDED	
1 Beauchamps	Maureen Daly
LK Shields	Aideen Burke
2 Addleshaw Goddard	David Hackett
Byrne Wallace	Colin Sainsbury, Mark O'Shaughnessy
Eversheds Sutherland	Marie McGinley
Hayes Solicitors	David Phelan
Philip Lee	Anne Bateman
Pinsent Masons	Ann Henry
RDJ	Darryl Broderick, Diarmaid Gavin

ITALY

PATENT PROSECUTION

Best IP Agencies

In each tier, the agencies are ordered alphabetically

AGENCY	KEY FIGURE(S)
LEADING	
Buzzi Notaro & Antonelli D'Oulx	Franco Buzzi, Giancarlo Notaro, Luciano Bosotti, Tassilo Meindl, Cristina Freyria Fava, Paolo De Bonis, Stefano Frontoni
Jacobacci & Partners	Paolo Ernesto Crippa, Giuseppe Quinterno, Paolo Rambelli
SIB (Società Italiana Brevetti)	Elisabetta Papa, Claudio Germinario, Emanuele Concone, Gaetano Barbaro, Giuseppe Romano
Studio Torta	Simone Bongiovanni, Elena Cerbaro, Fabio D'Angelo, Mauro Eccetto, Francesco Fiussello, Luigi Franzolin, Matteo Maccagnan
EXCELLENT	
Barzanò & Zanardo	Carlo Luigi Iannone
Botti & Ferrari	Mario Botti, Barbara Ferrari, Rinaldo Ferreccio
Bugnion	Marco Lissandrini, Cristina Biggi
GLP	Gilberto Petraz, Davide Petraz, Stefano Ligi
Modiano & Partners	Micaela Modiano, Gabriella Modiano, Alessandro Sanchini
HIGHLY RECOMMENDED	
ChecacciPartners	Giorgio Checacci, Marco Tedeschi
De Simone & Partners	Maria Augusta Fioruzzi, Olga Capasso, Maria Paola Pace Napoleone, Elisa Turri, Nina Volf, Valeria Ghirardi
Dragotti & Associati	Gianfranco Dragotti, Roberto Pistolesi
Marietti, Gislone & Trupiano	Giuseppe Marietti, Gabriele Gislone, Federica Trupiano, Giuliano Valentini
Notarbartolo & Gervasi	Diego Pallini Gervasi, Antonio Mario Pizzoli, Elisabetta Cattaneo, Alessandro Coppo, Massimiliano Savi
PGA	Alessandro Galassi, Gianmarco Ponzellini
Porta & Consulenti Associati	Claudio Bottero, Paolo Castiglia, Simona Giannesi, Marco Sgobba
Praxi Intellectual Property	Edoardo Mola
Rapisardi Intellectual Property	Ugo Trojsi
TCBM (Bianchetti & Minoja with Trevisan & Cuonzo IPS)	Fabrizio Minoja, Silvia Bertuccio, Lorenzo Lualdi, Paolo Banfi
RECOMMENDED	
Cantaluppi & Partners	Stefano Cantaluppi, Stefano Fabris, Mario Leone, Davide Locas
Giambrocono & C.	Fabio Giambrocono
Luppi Intellectual Property	Pietro Crugnola, Marinella Molinari, Giampaolo Palma
Saglietti Bianco	Luigi Saglietti
VALUABLE PRACTICE	
DeosIP	Paolo Pelanda
Gregorj	Luca Fiorentino
Manzella & Associati	Giovanni Manzella
Studio Bonini	Ercole Bonini

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Bird & Bird	Giovanni Galimberti, Massimiliano Mostardini
Hogan Lovells International	Luigi Mansani, Giovanni Ghirardi
IP Law Galli	Cesare Galli, Mariangela Bogni
2 DLA Piper	Gualtiero Dragotti
Trevisan & Cuonzo	Luca Trevisan, Gabriel Cuonzo, Donatella Capelli, Daniela Ampollini, Vittorio Cerulli Irelli, Luca Pellicciari
EXCELLENT	
1 BonelliErede	Giovanni Guglielmetti, Tommaso Faelli
Herbert Smith Freehills	Laura Orlando, Sebastian Moore
Jacobacci e Associati	Fabrizio Jacobacci, Massimo Baghetti
Simmons & Simmons	Giulio Sironi, Stefania Bergia
2 EY	Daniele Caneva, Giovanni Casucci
Franzosi Dal Negro Setti	Mario Franzosi, Vincenzo Jandoli, Federica Santonocito, Vincenzo Piccarreta, Agata Sobol
LGV Avvocati	Luigi Goglia
Mondini Bonora Ginevra	Carlo Ginevra
HIGHLY RECOMMENDED	
1 Legance	Monica Riva
Orsingher Ortu	Matteo Orsingher, Fabrizio Sanna
Pavia e Ansaldo	Gian Paolo Di Santo, Gabriele Girardello
Portolano Cavallo	Lydia Mendola
Studio Legale Sena & Partners	Giuseppe Sena, Giancarlo Del Corno
2 De Berti Jacchia Franchini Forlani	Roberto Jacchia, Maria Cristina Franchini
De Simone & Partners	Filippo Calda Beccadelli
Gattai, Minoli, Partners	Licia Garotti
Gianni & Origoni	Massimo Sterpi
GR Legal	Luca Giove, Aurelio Richichi
Greenberg Traurig Santa Maria	Luigi Fontanesi
Spheriens	Pier Luigi Roncaglia, Francesco Rossi, Riccardo Perotti
Studio Ghidini, Girino & Associati	Gustavo Ghidini, Marco Mergati
Tornato Prado	Claudio Maria Prado, Alberto Tornato
RECOMMENDED	
ADVANT Nctm	Paolo Lazzarino
Chiomenti	Paolo Bertoni
Dentons	Federico Fusco
N&G Legal	Ignazio Gatto, Edoardo Barone
Nunziante Magrone	Luca Ferrari, Niccolò Ferretti
SIB LEX	Giovanni Antonio Grippiotti
VALUABLE PRACTICE	
CBA	Barbara Sartori, Mattia Dalla Costa
Corona Law	Sandro Corona
Studio Sindico e Associate	Eugenia Ravezzani

SPHERIENS: EXPERTS ON ALL KINDS OF IP CASES



Pier Luigi Roncaglia

Key figure(s): Pier Luigi Roncaglia and Noemi Parrotta

Established: 2009

Track record: The team is well known for its experience in all range of IP matters, with a focus on fashion. It assists a variety of national and international clients on patent issues, providing them with support on prosecution and filing, as well as on complex disputes.

Team & differentiation: Pier Luigi Roncaglia is particularly esteemed in the market for his work in the IP area. The firm has offices in Florence, Milan, Rome and New York, and is able to provide full assistance in copyright, patent and trademark, with a strong expertise on fashion trademark litigation.

IP LAW GALLI: TRACK RECORD OF HIGH-END PATENT DISPUTES



Cesare Galli

Key figure(s): Cesare Galli and Mariangela Bogni

Established: 2004

Track record: IP boutique composed of experts with impressive education and experience. The team is noted for handling high-level cases, especially in disputes on the originator side. With an impressive track record handling litigation cases, the team boasts specific experience in pharmaceutical and biotechnology patents.

Team & differentiation: Milan-based Cesare Galli is the name and founding partner and is esteemed for his impressive experience and for his involvement in the decision-making process of laws in the Italian IP sector. Mariangela Bogni has extensive experience in all aspects of IP and is the executive partner and is based in Brescia.



HEALTHCARE & PHARMACEUTICALS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bird & Bird	Massimiliano Mostardini, Giovanni Galimberti, Claudia Ricciardi, Mauro Turrini
Franzosi Dal Negro Setti	Francesco Setti, Stefano Giberti, Francesca Libanori
Hogan Lovells International	Francesca Rolla, Luigi Mansani, Christian Di Mauro, Giovanni Ghirardi
EXCELLENT	
Astolfi e Associati	Sonia Selletti
DLA Piper	Roberto Valenti, Marco de Morpurgo
Gitti & Partners	Paola Sangiovanni, Flavio Monfrini
Herbert Smith Freehills	Laura Orlando, Sebastian Moore, Sara Balice
LCA Studio Legale	Agostino Migone de Amicis, Leonardo De Vecchi, Alberto Mocchi
Portolano Cavallo	Luca Gambini, Elisa Stefanini
Trevisan & Cuonzo	Gabriel Cuonzo, Donatella Capelli, Daniela Ampollini, Luca Pellicciari, Francesca Ferrero
HIGHLY RECOMMENDED	
BonelliErede	Vincenzo Salvatore, Giovanni Guglielmetti, Andrea Carta Mantiglia
De Berti Jacchia Franchini Forlani	Roberto Jacchia, Antonella Terranova, David Maria Santoro
RP Legal & Tax	Paolo De Carlo
RECOMMENDED	
Chiomenti	Luca Liistro
IP Law Galli	Mariangela Bogni, Cesare Galli
GR Legal	Luca Giove, Aurelio Richichi
Greenberg Traurig Santa Maria	Luigi Fontanesi
Masotti Cassella	Luca Masotti
Pavia e Ansaldo	Gian Paolo Di Santo, Gabriele Girardello
Studio Legale Sena & Partners	Giancarlo Del Corno
Simmons & Simmons	Stefania Bergia

IT & OUTSOURCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Dentons	Giangiacomo Olivi, Chiara Bocchi
Hogan Lovells International	Marco Berliri, Massimiliano Masnada
Orsingher Ortu	Marco Consonni, Domenico Colella
EXCELLENT	
Baker McKenzie	Raffaele Giarda, Lorenzo de Martinis, Francesca Gaudino
Bird & Bird	Gian Marco Rinaldi
CMS	Italo de Feo
Cugia Cuomo & Associati	Fabrizio Cugia di Sant'Orsola, Silvia Giampaolo
DLA Piper	Giulio Coraggio, Alessandro Ferrari
E-Lex	Giovanni Maria Riccio, Ernesto Belisario
LGV Avvocati	Simona Lavagnini, Luigi Goglia, Tankred Thiem
Portolano Cavallo	Ernesto Apa, Laura Liguori
HIGHLY RECOMMENDED	
BonelliErede	Tommaso Faelli
Chiomenti	Gilberto Nava
CRCLEX	Carlo Rossi Chauvenet
Dike Legal	Maria Francesca Quattrone
emlex	Massimo Maggiore
Gattai, Minoli, Partners	Licia Garotti
Gianni & Origoni	Luca Rinaldi, Daniele Vecchi, Stefano Mele
ICT Legal Consulting	Paolo Balboni, Luca Bolognini
LCA Studio Legale	Gianluca De Cristofaro, Andrea Messuti, Giulio Vecchi
Martini Manna	Elena Martini, Luigi Manna
Osborne Clarke	Gianluigi Marino
Panetta Studio Legale	Rocco Panetta, Marco Lauricella
Simmons & Simmons	Edoardo Tedeschi
RECOMMENDED	
Cosmo Legal Group	Stéphanie Rotelli, Costantino Monteleone
EY	Daniele Caneva
GR Legal	Aurelio Richichi
Herbert Smith Freehills	Pietro Pouché
Lipani Catricalà & Partners	Roberto Ferraresi, Luigi Mazzoncini
Mondini Bonora Ginevra	Giacomo Bonelli
Prosperetti & Associati	Eugenio Prosperetti
Valli Mancuso & Associati	Andrea Valli
Withers	Jacopo Liguori

ORSINGHER ORTU: OUTSTANDING OUTSOURCING ADVISORS



Domenico Colella

Key figure(s): Domenico Colella and Marco Consonni
Established: 2007

Track record: Leader team distinguished for assisting clients in the IT sector, especially on the consumer side. Particularly well-versed in handling outsourcing deals, with extensive experience in new media, e-commerce, information technology development. It represents both national and international clients.

Team & differentiation: The firm has offices in both Milan and Rome. Domenico Colella is the key contact for all outsourcing matters and continues to handle the most delicate and biggest technology deals. Marco Consonni is an expert in all TMT issues, with particular strength in e-commerce and digital marketing.

LGV AVVOCATI: RELIABLE FOR INNOVATIVE AND COMPLEX CASES



Simona Lavagnini

Key figure(s): Simona Lavagnini, Luigi Goglia and Tankred Thiem
Established: 2003

Track record: LGV Avvocati enjoys a solid reputation as an outstanding IP boutique with a strong focus on IT and technology. It advises both Italian and international companies in complex leading cases, and it boasts a track record of successful disputes. Thanks to its language skills, it offers full assistance on the German-speaking countries.

Team & differentiation: Founding partner Simona Lavagnini is considered a leading expert in technology and copyright. Founding partner Luigi Goglia is an excellent litigation and is particularly known for handling complex patent cases. Tankred Thiem is a German-speaking partner adept at assisting in all IP matters, with notable experience in patents and design.



DATA PROTECTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
E-Lex	Giovanni Maria Riccio, Ernesto Belisario, Dario Reccia, Stefano Aterno
Hogan Lovells International	Massimiliano Masnada
ICT Legal Consulting	Luca Bolognini
Panetta Studio Legale	Rocco Panetta
Portolano Cavallo	Laura Liguori
EXCELLENT	
BonelliErede	Tommaso Faelli
Chiomenti	Gilberto Nava, Pierluigi Perri
Cugia Cuomo & Associati	Fabrizio Cugia di Sant'Orsola, Silvia Giampaolo
CRCLEX	Carlo Rossi Chauvenet
Dentons	Giangiacomo Olivi
DLA Piper	Giulio Coraggio
LCA Studio Legale	Giulio Vecchi, Edoardo Raffiotta
Gianni & Origoni	Daniele Vecchi
Osborne Clarke	Gianluigi Marino
HIGHLY RECOMMENDED	
ADVANT Nctm	Elsa Gentile, Marco Cappa, Virginia Paporozzi
Baker McKenzie	Francesca Gaudino
CMS	Matia Campo
emlex	Massimo Maggiore
Legance	Lucio Scudiero
Martini Manna	Luigi Manna
Orrick, Herrington & Sutcliffe	Ivan Rotunno
Orsingher Ortu	Fabrizio Sanna
Studio Previti	Vincenzo Colarocco
RECOMMENDED	
Bird & Bird	Debora Stella
Dike Legal	Maria Francesca Quattrone

TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Baker McKenzie	Raffaele Giarda
Bird & Bird	Federico Marini Balestra, Arturo Leone
Chiomenti	Gilberto Nava
Cleary Gottlieb Steen & Hamilton	Marco D'Ostuni
EXCELLENT	
ADVANT Nctm	Vittorio Nosedà
Cugia Cuomo & Associati	Fabrizio Cugia di Sant'Orsola
Dentons	Giangiaco­mo Olivi
DLA Piper	Alessandro Boso Caretta
Hogan Lovells International	Marco Berliri
Orsingher Ortu	Marco Consonni, Edoardo Cazzato
Studio Legale De Vergottini	Marco Petitto
HIGHLY RECOMMENDED	
Caravita Di Toritto & Associati	Roberto Santi
Cintioli & Associati Avvocati	Fabio Cintioli
LCa-amm (Lattanzi-Cardarelli Avvocati)	Filippo Lattanzi
LGV Avvocati	Simona Lavagnini
Mondini Bonora Ginevra	Anna Carabelli
Portolano Cavallo	Francesco Portolano
Prosperetti & Associati	Eugenio Prosperetti
RP Legal & Tax	Allegra Bonomo
Trevisan & Cuonzo	Mario Libertini
Valli Mancuso & Associati	Andrea Valli

LUXEMBOURG

IP PROSECUTION

Best IP Agencies

In each tier, the agencies are ordered alphabetically

AGENCY	KEY FIGURE(S)
LEADING	
Denemeyer & Associates	Olivier Lombardo, Stéphane Speich
Marks & Clerk	Martin Gutwillinger, Luca Polverari
EXCELLENT	
Aronova IP	Armand Schmitt, Mathis Bruck, Julien Dujardin
Ipsilon	Yves Schyns, Didier Lecomte, Mélanie Pellissard
Laidebeur & Partners	Olivier Laidebeur
Office Freylinger	Henri Kihn, Romain Lambert
HIGHLY RECOMMENDED	
Corax IP	Jean-Paul Wagner
Lavoix	Victoria Klecthka
Patent 42	Valérie Mellet, Peter Hensenne

IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Claw	Claire Léonelli, Elisabeth Guissart, Katia Manhaeve, Claire Denoual
Decker & Braun	Nicolas Decker, Marianne Decker
EXCELLENT	
DLA Piper	David Alexandre, Olivier Reisch
Elvinger Hoss Prussen	Gary Cywie, Emmanuèle de Dampierre, Linda Funck
NautaDutilh	Vincent Wellens
HIGHLY RECOMMENDED	
1 Allen & Overy	Catherine Di Lorenzo
Arendt & Medernach	Astrid Wagner, Faustine Cachera
Brucher, Thieltgen & Partners	Nicolas Thieltgen, Daniela Antona
Emmanuelle Ragot Lawyers & Associates	Emmanuelle Ragot
Loyens & Loeff	Véronique Hoffeld, Sabrina Martin, Emilia Fronczak
Molitor	Virginie Liebermann
PWC Legal	Audrey Rustichelli
2 Bonn & Schmitt	Alain Grosjean
BSP	Anne Morel
DSM Avocats À La Cour	Renaud le Squeren
Ethikos	Sylvain Elias
LG Avocats	Hervé Wolff
Themis Lex	Bertrand Moupfouma
Thewes & Reuter	Hicham Rassafi-Guibal, Pierre Reuter, Marc Thewes
Simmons & Simmons	Camille Saettel



IT, DATA PROTECTION & OUTSOURCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Allen & Overy	Catherine Di Lorenzo
Claw	Elisabeth Guissart, Cyril Pierre-Beausse, Claire Léonelli, Katia Manhaeve, Florian Poncin
Elvinger Hoss Prussen	Gary Cywie, Linda Funck, Elisabeth Omes
NautaDutilh	Vincent Wellens
EXCELLENT	
Arendt & Medernach	Astrid Wagner, Faustine Cachera
Clifford Chance	Charles-Henri Laevens, Albert Moro
DLA Piper	Olivier Reisch, David Alexandre
Dsm Avocats À La Cour	Renaud Le Squeren, Héloïse Cuche
PWC Legal	Audrey Rustichelli
HIGHLY RECOMMENDED	
1 Bonn & Schmitt	Alain Grosjean, Gabriel Bleser
Brucher, Thieltgen & Partners	Nicolas Thieltgen, Anne-Marie Ka
Emmanuelle Ragot Lawyers & Associates	Emmanuelle Ragot
LG Avocats	Hervé Wolff
Loyens & Loeff	Véronique Hoffeld, Emilia Fronczak, Sabrina Martin
Molitor	Virginie Liebermann
2 Baker McKenzie	Florence d'Ath
BSP	Anne Morel
Norton Rose Fulbright	Dorothee Ciolino
Pinsent Masons	David Maria
Simmons & Simmons	Camille Saettel
Themis Lex	Bertrand Moupfouma
Thewes & Reuter	Marc Thewes, Hicham Rassafi-Guibal

DSM AVOCATS À LA COUR: TOP NOTCH EXPERTISE IN IT MATTERS



Renaud Le Squeren

Key Figure(s): Renaud Le Squeren
Established: 2004

Track record: The IP/IT department has expanded its expertise in managing complex cases in the fund industry and has become particularly adept at providing outsourcing support. It addresses major issues such as GDPR regulation, and has proficiency in e-commerce, e-privacy, and free flow of data. The team regularly collaborates with DPOs from leading banks, assisting them during internal audits to ensure compliance.

Team & differentiation: Headed by Renaud Le Squeren, the team comprises four senior associates and two paralegals. Having secured European GDPR certification, DSM is now the second law firm to become a CARPA accreditor. The firm supports clients with contract updates and CZF internal audits, solidifying its position among the top industry players, including the Big 4.

BRUCHER, THIELTGEN & PARTNERS: DATA PROTECTION AND IT EXPERTS



Nicolas Thieltgen

Key Figure(s): Nicolas Thieltgen
Established: 2005

Track record: Highly regarded IT and data protection practice best known for their expert handling of complex, high-stakes IT litigation. They handle many matters for their banking and financial clients, from providing advice to going to court. The team are singled out for their advice on the latest regulations and helping clients address the new regulations of CCF.

Team & differentiation: Nicolas Thieltgen has longstanding litigation experience, including both IP and IT matters. He leads a cross-expertise team of four partners including the recently promoted Anne-Marie Ka who has in-depth knowledge of financial services, in addition to IT and data protection aspects. The partners deliver numerous training sessions and regularly feature at conferences on AI topics.

BONN & SCHMITT: CONSTANT DEVELOPMENT OF IT EXPERTISE



Gabriel Bleser

Key Figure(s): Gabriel Bleser
Established: 1988

Track record: Bonn & Schmitt is at the forefront of ensuring compliance with the European General Data Protection Regulation, helping key players in the Luxembourg financial sector meet the regulations set forth under the GDPR. IT related services include monitoring data processing audits, assessing risks, and implementing new internal procedures, in addition to navigating complex legal and technical landscapes.

Team & differentiation: Head partner Gabriel Bleser has been appointed an associate partner of the LHofT Foundation, an organization that serves as Luxembourg's dedicated fintech platform and fosters technological innovation in the country's financial services sector. With over two decades of experience, Bleser specializes in regulatory and competition matters related to telecommunication firms. The team contains four associates.

NETHERLANDS

PATENT PROSECUTION

Best Law Firms & IP Agencies

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Arnold & Siedsma	Petri Van Someren
De Vries & Metman	Arnt Aalbers, Ferry van Looijengoed, Erik Visscher
NLO	David Bot, Bart Swinkels, Arthur Meekel, Mari Korsten
V.O.	Herman Witmans, Leo Jessen, Bernard Ledeboer, Otto Oudshoorn
EXCELLENT	
AOMB	René Ridders
EP & C	Hendrik Jan Brookhuis, Walter Hart, Jordi Kox
Hoyng Rokh Monegier	Willem Hoyng
HIGHLY RECOMMENDED	
Patentwerk	Hein van den Heuvel, Bas Langenhuijsen, Daan Settels
Biopatents IP Consultancy	Tom Wittop Koning
Dentons	Alexander Odle
HGF	Achim Krebs
Vriesendorp & Gaade	Bas Peters, Franklin Geurts



IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Brinkhof	Remy Chavannes, Richard Ebbink, Mark van Gardingen, Gregor Vos, Dorien Verhulst
Hoyng Rokh Monegier	Bart van den Broek, Joris van Manen
2 AC&R	Anne Bekema, Laura Broers
De Brauw Blackstone Westbroek	Tobias Cohen Jehoram, Gertjan Kuipers
EXCELLENT	
Bird & Bird	Wouter Pors
Freshfields Bruckhaus Deringer	Rutger Kleemans
Houthoff	Thomas de Weerd
NautaDutilh	Anne Marie Verschuur
Simmons & Simmons	Bas Berghuis van Woortman, Paul Tjiam
HIGHLY RECOMMENDED	
AKD	Martin Hemmer
Allen & Overy	Frits Gerritzen
BarentsKrans	Jaap Bremer
DLA Piper	Niels Mulder, Paul Reeskamp
Hogan Lovells	Samantha Brinkhuis, Ruud van der Velden
Hoogenraad & Haak	Maarten Haak
Höcker Advocaten	Jacqueline Seignette
Kennedy Van der Laan	Alfred Meijboom, Maarten Schut
Leeway Advocaten	Remco van Leeuwen, Michiel Odink, Marga Verwoert
Taylor Wessing	Wim Maas, Maarten Rijks
Visser Schaap & Kreijger	Jacqueline Schaap, Dirk Visser
Vondst Advocaten	Ricardo Dijkstra, Arvid van Oorschot, Otto Swens
RECOMMENDED	
Boekx Advocaten	Diederik Stols
bureau Brandeis	Christiaan Alberdingk hijm, Hans Bousie
CMS	Rogier de Vrey
Dentons	Alexander Odle
Greenberg Traurig	Radboud Ribbert
Pels Rijcken	Sikke Kingma
Ploum	Willem Leppink, Sabin Tigu
Van Doorne	Kriek Wille
Van Kaam IP & Media	Bertil van Kaam, Remco Klöters

HEALTHCARE & LIFE SCIENCES

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 AKD	Klaas Meersma, Joris Rijken, Barbara Mutsaers
Hogan Lovells	Hein Van den Bos, Bert Oosting
Loyens & Loeff	Tom van Helmond, Kim Lucassen, Vincent van der Lans
2 NautaDutilh	Anne Marie Verschuur, Ruud Smits
EXCELLENT	
1 Allen & Overy	Christiaan de Brauw, Ellen Cramer-De Jong, Frits Gerritzen
Hoyng Rokh Monegier	Simon Dack
Van Doorne	Willemien Bischof, Dimitri van Hoewijk
2 Axon Lawyers	Carine van den Brink, Erik Vollebregt
BarentsKrans	Jaap Bremer
Bird & Bird	Marc van Wijngaarden, Michiel Wurfain
Houthoff	Huib Lebbing, Weyer VerLoren van Themaat
Leijnse Artz	Koosje van Lessen Kloeke
Nysingh Advocaten-Notarissen	Jaap Sijmons
Simmons & Simmons	Bas Berghuis van Woortman, Johan Renes
Vondst Advocaten	Ricardo Dijkstra, Arvid van Oorschot
HIGHLY RECOMMENDED	
CMS	Ellen Gielen, Gertie Lintjens
De Brauw Blackstone Westbroek	Tobias Cohen Jehoram, Reinier Kleipool, Lennard Keijzer
DLA Piper	Paul Reeskamp, Henk Arnold Sijnja
Kennedy Van der Laan	Fenna van Dijk, Maarten Schut, Joran Spauwen
Maverick Advocaten	Martijn van de Hel, Diederik Schrijvershof
Pels Rijcken & Droogleever Fortuijn	Marije Bating, Elisabeth Pietermaat, Wemmeke Wisman
Pinsent Masons	Judith Krens
Van Benthem & Keulen	Wouter Koelewijn
Velink & De Die Advocaten	Melita van der Mersch



IT & OUTSOURCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Brinkhof	Wieke van Angeren, Eliane de Vilder
Kennedy Van der Laan	Reinoud Westerdijk, Joost Linnemann, Patrick Wit
Van Doorne	Bart van Reeken, Louis Jonker, Elisabeth Thole
EXCELLENT	
Bird & Bird	Jeroen van der Lee, Roelien van Neck
DLA Piper	Daphne Bens
Houthoff	Thomas de Weerd
Loyens & Loeff	Pjotr Heemskerck
Pels Rijcken & Droogleeve Fortuijn	Meine Dijkstra
Project Moore Advocaten	Jeroen Koeter, Christian van Seeters, Lieneke Viergever, Eva Visser
Vondst Advocaten	Polo van der Putt
HIGHLY RECOMMENDED	
Allen & Overy	Frits Gerritzen, Kees Schillemans, Gijs Linse
CMS	Katja van Kranenburg-Hanspian
Dentons	Marc Elshof
Greenberg Traurig	Herald Jongen
Osborne Clarke	Coen Barneveld Binkhuysen
Van Benthem & Keulen	Robert Boekhorst
Van Rappard Minneboo Klingenberg	Helmer Klingenberg, Roald Minneboo, Godert van Rappard
RECOMMENDED	
Dirkzwager Legal & Tax	Ernst-Jan van de Pas
Hogan Lovells	Joke Bodewits, Ruud van der Velden
Taylor Wessing	Otto Sleeking
Whitebridge Advocatuur	Anja Dekhuijzen

NORWAY

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
HIGHLY RECOMMENDED	
Acapo AS	Elisabeth Ohm, Gunnar Nilsen Søndersrød, Stein Roar Gjøen, Bodil Sollie Hjelsvold
Bryn Aarflot	Kristine Rekdal, Jon D. Heggstad, Cécile Hermansen, Arild Tofting, Dag Thrane
Håmsø Patentbyrå	Rasmus Gjesing, Krister Mangersnes, Steven Van Dijk
Onsagers AS	Lars-Fredrik Urang, Per Reiner
Zacco	Anne Sønstevoid, Hans Langan, Rita Lillegraven



PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Advokatfirmaet Schjødt	Halvor Manshaus, Sigurd Holter Torp, Knut Sverre
BAHR	Are Stenvik
GjessingReimers	Ida Gjessing, Felix Reimers, Amund Brede Svendsen, Sigrid Toft Fløystad
Kvale Advokatfirma	Ingvild Hanssen-Bauer, Per Conradi Andersen
Thommessen	Camilla Vislie, Magnus Hauge Greaker, Eirik W. Raanes
EXCELLENT	
Acapo AS	Kjersti Rogne, Kristina Edén Johnsen
Arntzen de Besche	Tommy Dahlen, Andreas Nordby
Advokatfirmaet Haavind	Vebjørn Krag Iversen, Håkon Bleken
Wikborg Rein	Gunnar Meyer, Hanna Beyer Olaussen, Lars Erik Steinkjer
Zacco	Claus Chr. Schmidt, Thomas Rukin, Anne Sønstevoid

PORTUGAL

PATENT PROSECUTION

Best Law Firms & IP Agencies

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Inventa International	Vitor Palmela Fidalgo, Vitor Moreira
J. Pereira da Cruz	João Pereira Da Cruz
J. E. Dias Costa	José de Sampaio
RCF Protecting Innovation	Jorge Faustino, Andrea Pereira, Joao Jorge
EXCELLENT	
A.G. da Cunha Ferreira	Fernando Ferreira Magno
ClarkeModet	Adriana Esteves
Gastão Cunha Ferreira	Manuel Moniz Pereira
Simões, Garcia, Corte-Real & Associados	Alberto Tavares Dias



HIGHLY RECOMMENDED

Abreu Advogados César Bessa Monteiro, jr

BMA - Baptista, Monteverde & Associados Filipe Teixeira Baptista, Paulo Monteverde

Garrigues Francisca Ferreira Pinto

Morais Leitão, Galvão Teles, Soares da Silva & Associados Vasco Stilwell d'Andrade

RECOMMENDED

Cerejeira Namora, Marinho Falcão Eduardo Castro Marques, Gonçalo Cerejeira Namora, Nuno Cerejeira Namora

CMS Rui Pena & Arnaut Joao Figueiredo

Cuatrecasas Sónia Queiróz Vaz

PRA - Raposo, Sá Miranda & Associados Goncalo Gil Barreiros

RCF PROTECTING INNOVATION: PROTECTING CLIENTS' INTERESTS GLOBALLY



João Jorge

Key Figure(s): João Jorge, Pedro Alves Moreira, Patricia Rodrigues, Elsa Canhão, Cláudia Amorim and Madalena Pacheco
Established: 1929

Track record: RCF Protecting Innovation has stood out in Portugal's intellectual property market for over 90 years. Alongside safeguarding innovation, it provides invaluable guidance to its clients on their international expansion endeavors, ensuring they have the necessary protection and necessary product adaptations for new markets.

Team & differentiation: A team of professionals with broad experience in the field of intellectual property. The firm provides a variety of services, including portfolio management and a cutting-edge technological surveillance program designed to detect any third-party requests that may infringe on clients' IP rights or business activities. The firm is client-focused, committed to excellence and results-driven.

INVENTA: TAILORED SOLUTIONS FOR ALL IP NEEDS



Vítor Palmela Fidalgo

Key Figure(s): Vítor Palmela Fidalgo
Established: 1971

Track record: Inventa is renowned for its broad experience and expertise in trademark, patent, and design prosecution, as well as litigation, customs investigation, and copyright protection. The firm has an extensive presence in various regions including Africa and Europe. With its exceptional track record and range of services, Inventa is the go-to firm for clients seeking innovative and effective solutions to their IP challenges.

Team & differentiation: The team, led by Vítor Palmela Fidalgo, provides expert advice to a diverse clientele ranging from startups to multinationals. The firm advises clients in various sectors and has developed a strong reputation as a trusted firm for both startups and multinationals. With a tailored approach to each client's needs, the firm is well-equipped to provide comprehensive solutions to a wide range of IP challenges.

IP LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Abreu Advogados	Ricardo Henriques, António Andrade, Manuel Durães Rocha
BMA - Baptista, Monteverde & Associados	Filipe Baptista, Paulo Monteverde, Petra Fernandes
PLMJ	Hugo Monteiro de Queirós, Pedro Lomba
Sérvulo & Associados	Ana Rita Paíinho
VdA	António Magalhães Cardoso
EXCELLENT	
CCA Law Firm	Filipe Mayer, Martim Bouza Serrano
CMS Rui Pena & Arnaut	José Luís Arnaut, João Leitão Figueiredo, Miguel Quintans
Cuatrecasas	Sónia Queiróz Vaz
Garrigues	João Paulo Miranda de Sousa, Isabel Bairrão, Francisca Ferreira Pinto
Morais Leitão, Galvão Teles, Soares da Silva & Associados	António Pinto Leite, Vasco Stilwell d'Andrade
SRS Advogados	João Paulo Mioludo
HIGHLY RECOMMENDED	
Inventa International	Vítor Palmela Fidalgo, João Cabral
J. Pereira da Cruz	Nuno Cruz, Cláudia Freixinho Serrano
Linklaters	Carlos Pinto Correia
PRA - Raposo, Sá Miranda & Associados	Gonçalo Gil Barreiros
RCF Protecting Innovation	João Jorge
Simões Garcia Corte-Real & Associados	João Luís Garcia
Uría Menéndez-Proença Carvalho	Francisco Brito e Abreu
Yolanda Busse, Oehen Mendes & Associados	Manuel Oehen Mendes
RECOMMENDED	
Caiado Guerreiro	Ricardo Costa Macedo, Sandra Jesus
ClarkeModet	Adriana Eseteves, Manuel Gil Fernandes
DLA Piper	João Costa Quinta
Eversheds Sutherland FCB	Margarida Roda Santos
Miranda & Associados	Lidia Neves
RVA Sociedade de Advogados	Ana Teresa Pulido
Telles Advogados	Pedro Vidigal Monteiro, Fernando Pizarro Monteiro



DATA PROTECTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
DLA Piper	Daniel Reis
Morais Leitão, Galvão Teles, Soares da Silva & Associados	Tiago Félix da Costa, João Alfredo Afonso, Helena Tapp Barroso
PLMJ	Pedro Lomba
SRS Legal	Luís Neto Galvão
VdA	Magda Cocco, Fernando Resina Da Silva, Inês Antas de Barros
EXCELLENT	
Abreu Advogados	Ricardo Henriques, César Bessa Monteiro
CCA Law Firm	Martim Bouza Serrano, Filipe Meyer
CMS Rui Pena & Arnaut	José Luís Arnaut, João Leitão Figueiredo
Cuatrecasas	Sónia Queiróz Vaz, Joana Mota Agostinho
Sérvulo & Associados	Ana Rita Paíinho
HIGHLY RECOMMENDED	
Antas da Cunha ECIJA	Ana Bastos
Coelho Ribeiro & Associados	Mónica Oliveira Costa
Garrigues	Isabel Bairrão
João Ferreira Pinto & Associados	João Ferreira Pinto
PRA - Raposo Sa Miranda	Gonçalo Gil Barreiros
Raposo Bernardo	Joana Andrade Correia
Telles Advogados	Pedro Vidigal Monteiro
RECOMMENDED	
Alves Pereira & Teixeira de Sousa	Belén Granados
BAS	Cláudia Monge, Marco Aurélio Constantino
Eversheds FCB	Margarida Roda Santos
Gómez-Acebo & Pombo	Pedro Vilarinho Pires
Miranda & Associados	João Luís Traça
PBBR	Carina Branco
SPS Advogados	Sara Henriques
Uriá Menéndez-Proença Carvalho	Francisco Brito e Abreu

TECHNOLOGY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
PLMJ	Pedro Lomba
SRS Legal	Octávio Castelo Paulo, Luís Neto Galvão
VdA	Magda Cocco, Fernando Resina Da Silva, Margarida Couto
EXCELLENT	
Abreu Advogados	Ricardo Henriques, Martim Menezes
CCA Law Firm	Filipe Mayer, Martim Bouza Serrano
CMS Rui Pena & Arnaut	José Luís Arnaut, João Leitão Figueiredo
Cuatrecasas	Sónia Queiróz Vaz, Joana Mota Agostinho
DLA Piper	Daniel Reis, João Costa Quinta
Morais Leitão, Galvão Teles, Soares da Silva & Associados	João Alfredo Afonso, Gonçalo Machado Borges
HIGHLY RECOMMENDED	
Macedo Vitorino & Associados	João de Macedo Vitorino
Miranda & Associados	João Luís Traça
Sérvulo & Associados	Ana Rita Painho
Telles Advogados	Pedro Vidigal Monteiro
Uriá Menéndez-Proença Carvalho	Francisco Brito e Abreu
RECOMMENDED	
Alves Pereira & Teixeira de Sousa	João Pedro Alves Pereira, Belén Granados
Antas da Cunha ECJA	Nuno da Silva Vieira, Ana Bastos
Caiado Guerreiro	Ricardo Costa Macedo, Ricardo Rodrigues Lopes
Gómez-Acebo & Pomo	Pedro Vilarinho Pires
PBBR – Sociedade de Advogados	Carina Branco White
Pinheiro Torres, Cabral, Sousa e Silva & Associados	Nuno Souza e Silva
Travassos Albuquerque & Associados	João de Travassos, Inês de Almeida Albuquerque

TRAVASSOS, ALBUQUERQUE & ASSOCIADOS: CUSTOMER-CENTRICITY AT ITS BEST



João de Travassos

Key Figure(s): João de Travassos and Inês de Almeida Albuquerque
Established: 2014

Track record: Travassos Albuquerque provides legal services to a wide range of businesses including large corporations, small and medium-sized enterprises (SMEs), and startups. It has experience and expertise, from working in the early stages of company formation, to assisting with various contractual agreements necessary for conducting business activities. It advises companies such as Microsoft and SAP, and more recently, Outsystems.

Team & differentiation: Travassos Albuquerque's strength lies in its team of lawyers who stay up-to-date with the constant evolution in the technology sector. The firm's customer-centric expertise allows for quick adaptation to new technological advancements, EU regulations and the rapid growth of technology companies.



TELECOMS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
SRS Legal	Octávio Castelo Paulo, Luís Neto Galvão
VdA	Magda Cocco, Fernando Resina Da Silva, Margarida Couto
EXCELLENT	
Abreu Advogados	Ricardo Henriques
CCA Law Firm	Filipe Mayer, Martim Bouza Serrano
Cuatrecasas	Sónia Queiróz Vaz
Morais Leitão, Galvão Teles, Soares da Silva & Associados	Gonçalo Machado Borges, Nuno Peres Alves
PLMJ	Pedro Lomba
HIGHLY RECOMMENDED	
CS Associados	Jorge Silva Martins
DLA Piper	Daniel Reis
Servulo	Ana Rita Painho

RUSSIA

PATENT PROSECUTION

Best Domestic Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Gorodissky & Partners	Elena Nazina, Yury Kuznetsov, Sergey Dorofeev, Valery Medvedev, Vladimir Biriulin
Sojuzpatent	Svetlana Felitsyna, Tamara Fomicheva
EXCELLENT	
ARS-Patent & Trademark	Mikhail Khmara, Vladimir Rybakov, Kirill Osipov, Ilyana Lipatova
Euromarkpat	Maxim Vesselskiy, Yuri Belousov, Alexey Kulikov
HIGHLY RECOMMENDED	
Baranchikov Ip & It Attorneys	Oleg Abramenko
Patent & Law Firm Yus	Denis Levchuk
Patentica	Olga Galygina, Maria Nilova, Victor Lisovenko
Patentus	Alexey Mikhailov
Vakhnina & Partners	Alexey Vakhnin, Elena Utkina
RECOMMENDED	
A. Zalesov & Partners	Aleksey Zalesov
Mozhaisky Ip	Mikhail Mozhaisky
Schmitt & Orlov	Anna Kornilova
Vash Patent	Anna Grigorieva, Pavel Kostin

A. ZALESOV & PARTNERS: IP EXPERTS REPRESENTING INTERNATIONAL CLIENTS IN RUSSIA



Aleksey Zalesov

Key Figure(s): Aleksey Zalesov
Established: 2021

Track record: A Zalesov & Partners is a full-service IP law firm covering patents, trademarks, and designs, whether that be for litigation or prosecution. The team has 20+ years of experience representing international companies in Russia and abroad. Their clients come from a variety of sectors including pharmaceuticals, applied science, and electronics.

Team & differentiation: Aleksey Zalesov, the managing partner at the firm, leads 25+ experts in patent prosecution and litigation. Zalesov has 30 years of experience as a leading IP practitioner and has a background in physics. He has dealt with more than 350 patent and trademark litigations before Russian courts and administrative bodies.



PATENT LITIGATION

Best Domestic Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
A. Zalesov & Partners	Aleksey Zalesov
EXCELLENT	
ARS-Patent & Trademark	Mikhail Khmara, Vladimir Rybakov, Kirill Osipov
Gorodissky & Partners	Valery Medvedev, Vladimir Biriulin, Yury Kuznetsov, Evgeny Alexandrov
Sojuzpatent	Tamara Fomicheva, Svetlana Felitsyna
HIGHLY RECOMMENDED	
Baranchikov Ip & It Attorneys	Alexander Baranchikov, Galina Gavrilova
Egorov Puginsky Afanasiev & Partners	Pavel Sadovsky
Ivanov, Makarov & Partners	Mark Chizhenok
Patentus	Alexey Mikhailov
Vakhnina & Partners	Tatiana Vakhnina
RECOMMENDED	
Lidings Law Firm	Andrey Zelenin, Boris Malakhov
Patent & Law Firm Yus	Sergey Lovtsov, Robert Voskanyan
Vash Patent	Anna Grigorieva, Alexey Robinov

SOJUZPATENT: A CENTURY OF EXPERIENCE IN IP LAW



Svetlana Felitsyna

Key Figure(s): Tamara Fomicheva and Svetlana Felitsyna
Established: 1922

Track record: Sojuzpatent is the first IP law firm established in Russia and a recognized leader in intellectual property protection. The firm represents half of the 12 largest corporations in the Fortune Global 500 list and files thousands of patent applications each year. They represent startups and governments of major industrial countries.

Team & differentiation: With a team comprised of more than 160 highly-qualified specialists, including over 50 registered Russian and Eurasian patent attorneys and litigation lawyers, Sojuzpatent is managed by Svetlana Felitsyna. She has experience in inventions, utility models, industrial designs, trademarks, and appellations of origin of goods. She joined the firm in 1992.

SPAIN

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Miquel Montaña, Josep Montefusco
Elzaburu	Luis Beneyto, Alfonso Diez de Rivera Elzaburu, Luis Beneyto
Gómez-Acebo & Pombo	Gonzalo Ulloa, Jesús Muñoz-Delgado, Sofia Martínez-Almeida Alejos-Pita
Grau & Angulo	Alejandro Angulo, Ignacio Marqués, Javier Huarte
EXCELLENT	
AVQ Legal	Isabel Alcalde Giraudo
Balder	Patricia Koch, Juan Pedro Vallejo
Baylos Abogados	Pedro Merino, Juan Luis Gracia
Bird & Bird	Antonio Cueto, José Miguel Lissén Arbeloa
Cuatrecasas	Jorge Llevat, Albert Agustinoy, Álvaro Bourkaib, Rafael Sánchez Aristi
Eversheds Sutherland	Kiko Carrión, Marta González, José Mariano Cruz
Garrigues	Carolina Pina
Hogan Lovells	Ana Castedo
Perez Llorca	Eduardo Castillo, Rais Amils, Álvaro de Castro
Uría Menéndez	Ingrid Pi
Vidal-Quadras & Ramon	Miguel Vidal-Quadras
HIGHLY RECOMMENDED	
Baker McKenzie	José María Méndez
DWF-RCD	Ignasi Costas, Jordi Sánchez
Fieldfisher Jausas	Josep Carbonell
Herrero & Asociados	Marta Gimeno
Hoyng Rokh Monegier	Luis Fernández-Novoa
Jacobacci & Partners	Ignacio Temiño Cenicerros
Perez Llorca	Eduardo Castillo, Andy Ramos, Rais Amils
PONS IP	Jean Devaureix, Isabel Cortés
RECOMMENDED	
ABG Intellectual Property	Juan Arias Sanz
CMS Albiñana & Suárez de Lezo	Maria Gonzalez
Ecija	Carlos Pérez
Pintó Ruiz & Del Valle	Eva María Ochoa
Sol Muntañola Abogados	Mario A. Sol Muntañola



PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
ABG Intellectual Property	Fernando Prieto, Juan Arias
Balder IP	Juan Pedro Vallejo, Patricia Koch
Elzaburu	Patricia Salama
Galbaian IP	Ismael Igartua
ZBM Patents & Trademarks	Anna Barlocchi, Bernabé Zea
EXCELLENT	
AB Asesores	Miguel Veiga
Jacobacci & Partners	Ignacio Temiño, Salvador Diaz, Pedro Castiñeira, Carlos Baños
Curell Suñol	Santiago Jordá, Néstor Corominas, Robert Roser
Herrero & Asociados	Jesús González, Gustavo A. González, Tania Flores
PONS IP	Ana Herrera, Patricia Ramos, Esther Martínez, Almudena Diaz, Carmen Redondo
HIGHLY RECOMMENDED	
ClarkeModet	Paola Rúa, Ignacio Gómez-Acebo, Raquel Gómez-Limón, Laura Caba
Durán-Corretjer	Luis-Alfonso Durán
Isern	Javier Isern
Sugrañes	Luis Vilalta, Elia Sugrañes
Torner Juncosa i Associats	Jaume Juncosa
RECOMMENDED	
Arochi & Lindner	Guido Hackländer
Ballester IP	Rosalía Ballester
Carlos Polo & Asociados	Carlos Polo
ClarkeModet	Paola Rúa, Ignacio Gómez-Acebo, Raquel Gómez-Limón, Laura Caba
Cuatrecasas	Alejandro Negro, Enrique Sánchez-Quiñones
Hoffmann Eitle	Gustavo Fúster Olaguibel
Ungria, Patentes y Marcas	Javier Ungría

BALDER IP: INTERNATIONAL IP EXPERTISE



Olof Fickert

Key Figure(s): Olof Fickert
Established: 2012

Track record: A premier IP boutique with offices in Madrid, Bilbao, Barcelona, and Pamplona, renowned for its expertise in trademark and patent prosecution. Serving both domestic and international clients, the firm provides invaluable counsel to some of the world's most prominent companies, and delivers expert advice and efficient solutions to complex legal issues.

Team & differentiation: Balder's founder, Olof Fickert, leads the firm with over 30 years of experience in patent and trademark prosecution. The firm is comprised of a diverse team of international lawyers and patent attorneys to serve clients' business needs. The firm is a one-stop-shop for those looking for efficient advice.

JACOBACCI & PARTNERS: IMPRESSIVE IP TRACK RECORD



Eleonora Carrillo

Key Figure(s): Eleonora Carrillo, Ignacio Martínez, Pedro Castiñeira and Rafael Linage
Established: 1994

Track record: The group manages an impressive portfolio of trademarks for a range of clients in a variety of sectors in both Spain and Latin America. Jacobacci & Partners is equipped to handle any challenge with exceptional competence, offering premium professional services at competitive rates.

Team & differentiation: Eleonora Carrillo, the managing partner at Jacobacci, is a highly skilled expert in all aspects of trademark and design matters related to international registrations and domain name disputes. She has extensive experience in defending and protecting clients' IP rights both nationally and internationally.

TECHNOLOGY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Cuatrecasas	Albert Agustino, Álvaro Bourkaib, Rafael Sánchez Aristi
Ecija	Alejandro Touriño, Alonso Hurtado
Hogan Lovells	Gonzalo F. Gállego
Samaniego Law	Javier Fernández-Samaniego
Uría Menéndez	Pablo González-Espejo, Leticia López-Lapuente
EXCELLENT	
CMS Albiñana & Suárez de Lezo	Javier Torre de Silva, Jorge Sánchez, María González Gordon
DWF-RCD	Ignasi Costas, Judith Saladrigas, Oscar Alegre
Garrigues	Alejandro Padín Vidal, Carolina Pina, José Ramón Morales
Gómez-Acebo & Pombo	Almudena Arpón de Mendivil Aldama
Ramón y Cajal Abogados	Norman Heckh
Squire Patton Boggs	Bartolomé Martín
HIGHLY RECOMMENDED	
Bird & Bird	Manuel Lobato, Joaquín Muñoz Rodríguez
Deloitte Legal	Rodrigo González Ruiz
DLA Piper	Diego Ramos, Paul Gonzalez de Castejon Llano-Ponte
Ecix Group	Francisco Perez Bes
EY Abogados	Blanca Escribano
FinReg360	Javier Aparicio Salom, Maria Vidal
Osborne Clarke	Rafael García del Poyo
Pérez-Llorca	Andy Ramos Gil, Eduardo Castillo, Raul Rubio
Statim Legal	Jordi López Batet, Yago Vázquez Moraga
RECOMMENDED	
Baylos Abogados	Paloma Arribas, Juan Luis Gracia, David Gomez, Fernando Rodriguez
Broseta	Miguel Geijo
Ceca Magán Abogados	Ramón Mesonero Romanos
Ejaso ETL Global	Miguel Valdés Borruey, Luis M. Latasa Vassallo
Elzaburu	Mabel Klimt
Think Smart Law	Alexander Benalal



DATA PROTECTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Hogan Lovells	Gonzalo F. Gállego
Samaniego Law	Javier Fernández-Samaniego
Uría Menéndez	Leticia López-Lapuente, Borja Sainz de Aja
EXCELLENT	
Ecija	Alejandro Touriño, Jesús Yáñez
Cuatrecasas	Albert Agustinoy, Álvaro Bourkaib, Alejandro Negro, Jorge Llevat, Rafael Sánchez
EY Abogados	Blanca Escribano
FinReg360	Javier Aparicio Salom, Maria Vidal
Garrigues	Alejandro Padín Vidal
Ramón y Cajal Abogados	Norman Heckh
Squire Patton Boggs	Bartolomé Martín
HIGHLY RECOMMENDED	
Deloitte Legal	Rodrigo Gonzalez
DLA Piper	Diego Ramos, Paula González de Castejón
DWF-RCD	Ignasi Costas
Ecix Group	Francisco Perez Bes
Gómez-Acebo & Pombo	Almudena Arpón de Mendivil
KPMG Abogados	Noemi Brito
Osborne Clarke	Rafael García del Poyo
Pérez-Llorca	Andy Ramos Gil, Eduardo Castillo
Statim Legal	Jordi López Batet, Yago Vázquez Moraga
RECOMMENDED	
Baylos Abogados	Paloma Arribas
Broseta	Miguel Geijo, Agustín Puente
Ceca Magán Abogados	Ramón Mesonero-Romanos, Gustavo Pérez
DPO & it law	Fernando Ramos Suarez
Ejaso ETL Global	Miguel Valdés Borruey, Luis M. Latasa Vassallo
Herrero & Asociados	Marta Gimeno
Metricson	Teresa Miquel

LIFE SCIENCES & PHARMACEUTICALS

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Clifford Chance	Miquel Montaña, Josep Montefusco
Gómez-Acebo & Pombo	Jesús Muñoz-Delgado, Santiago Garrido de las Heras, Irene Fernández Puyol
Eversheds Sutherland	Kiko Carrión
Fieldfisher Jausas	Héctor Jausàs
Faus & Moliner	Jordi Faus, Xavier Moliner
Uria Menéndez	Teresa Paz-Ares
EXCELLENT	
AVQ	Isabel Alcalde Giraudo
Baker McKenzie	Cecilia Pastor, Montserrat Llopart, Ester Navas
Cuatrecasas	Jorge Robles
Simmons & Simmons	Raquel Ballesteros
Vidal Quadras & Ramon	Miguel Vidal-Quadras, Oriol Ramon Sauri
HIGHLY RECOMMENDED	
Bird & Bird	Manuel Lobato
DWF-RCD	Ignasi Costas, Judith Saladrigas, Oscar Alegre, David Villa
Garrigues	José Fernández-Rañada
Grau & Angulo	Javier Huarte
Hogan Lovells	Ana Castedo
Hoyng Rokh Monegier	Luis Fernández-Novoa
Pérez-Llorca	Eduardo Castillo, Rais Amils, Juan Manuel Rodriguez, Alvaro de Castro, Joaquín Rovira.
Ramón y Cajal Abogados	José Ignacio Vega

EVERSHEDS SUTHERLAND: LIFE SCIENCES & PATENT LITIGATION EXPERTS



Kiko Carrión

Key Figure(s): Kiko Carrión, José Mariano Cruz, Marta González
Established: 2009

Track record: Known for handling high-value patent and trademark disputes, Eversheds Sutherland is a leader in the pharmaceutical sector, representing high-profile national and multinational clients. The firm's Madrid office serves as the hub for its global IP group, with most clients directly engaging their services, attesting to the recognition and quality of their lawyers and their ability to handle complex, cross-border legal matters.

Team & differentiation: Eversheds Sutherland's practice has expanded into sectors such as life sciences, industrial engineering and retail. The firm participates with the CEFI foundation, which counts with the top 20 innovative pharmaceutical companies, to provide valuable insights to sector players. This demonstrates their commitment to staying at the forefront of their field and providing exceptional service to their clients.



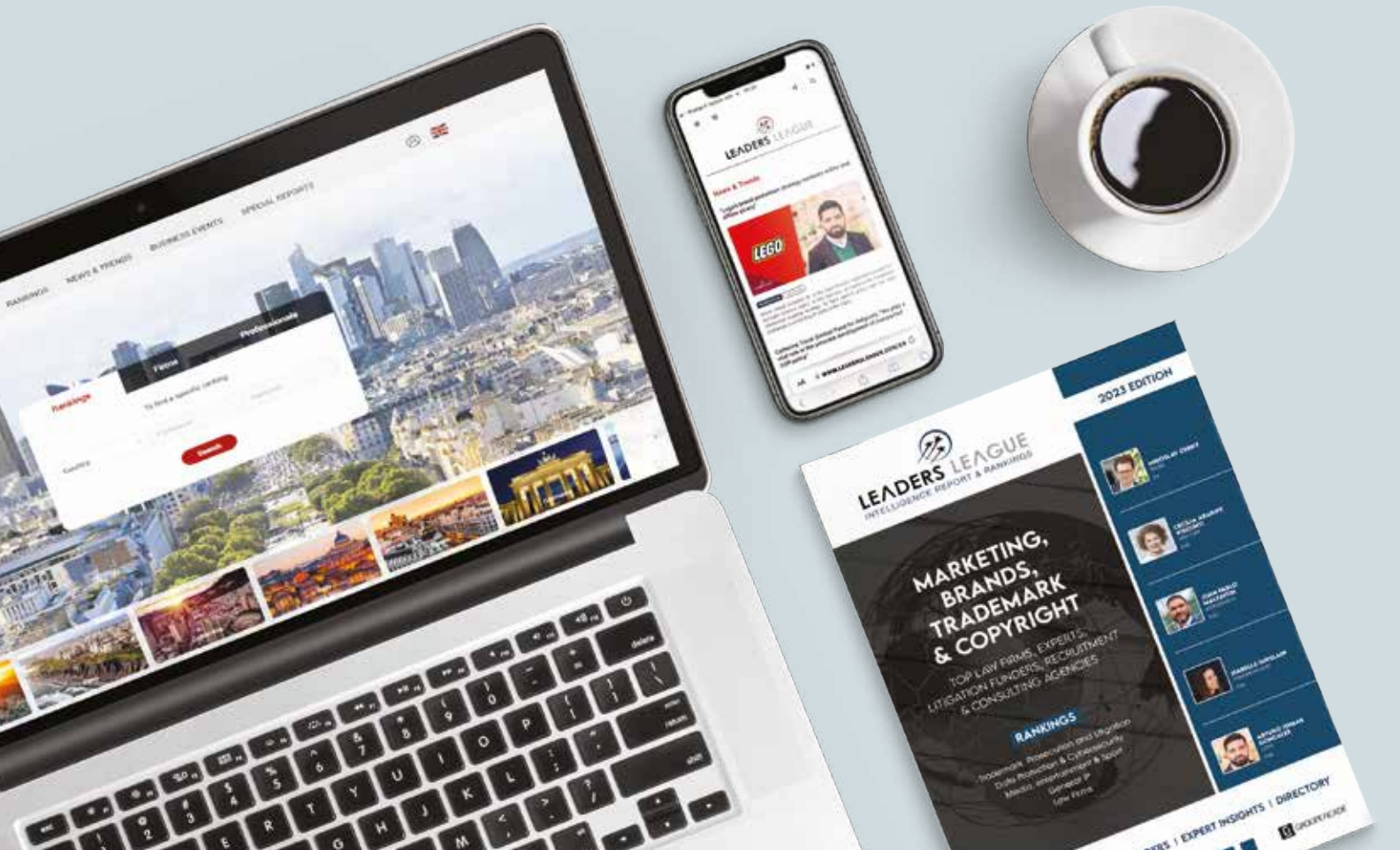
LEADERS LEAGUE

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LEADERS LEAGUE



GROUPE FICAIDE

SWEDEN

PATENT PROSECUTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
AWA	Niklas Mattsson, Mattias Pierrou, Anders Isaksson
Kransell & Wennborg	Anders Wirén, Johan Wennborg, Daniel Fritsche
Ström & Gulliksson	Rikard Roos, Björn Andersson, Magnus Berglund
Valea - a Rouse Group Company	Andrew Hammond, Anette Romare, Thomas Ernby
Zacco	Jörgen Linde, Michael Byström, Tomas Gustafsson, Tommy Somlo
EXCELLENT	
Bjerkén Hynell	Peter Kylin, Barry Franks
BRANN AB	Camilla Mörch, Annika Kilander
Groth & Co	Mathias Loqvist
Noréns Patentbyrå AB	Johan Örténblad, Anders Bratt, Heléne Strandin
HIGHLY RECOMMENDED	
Ehrner & Delmar	Åke Delmar
Hansson Thyresson	Anders Hansson
Lind Edlund Kenamets	Fabian Edlund, Urban Lind
Novitas Patent AB	Anders Berglund, Jarkko Korteesmaa, Renzo C. Verboom



PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Advokatfirman Vinge	Håkan Borgenhäll, Richard Wessman, Malin Malm Waerme
Sandart & Partners Advokatbyrå	Julia Ericsson, Dag Sandart, Karin Westerberg, Peter Sande, Anders Kylhammar
Setterwalls Advokatbyrå	Sophia Spala, Martin Levinsohn, Per Lidman
Westerberg & Partners	Jonas Westerberg, Ludvig Holm, Björn Rundblom Andersson
EXCELLENT	
Advokatbyrån Gulliksson	Per Svård, Ulrika Nordenvik, Hans-Anders Odh, Jens Olsson
AWA	Niklas Mattsson, Louise Jonshammar
Roschier	Erik Ficks, Mikko Manner
HIGHLY RECOMMENDED	
Cirio Law Firm	Hanna Tilus
Lind Edlund Kenamets	Peter Kenamets, Fredrik Luning
Mannheimer Swartling	Niklas Sjöblom, Oscar Björkman Possne
Zacco	Johan Hervius Löthman, Tomas Gustafsson, Martin Tranälv

SWITZERLAND

TMT M&A

Best Investment Banks

In each tier, the banks are ordered alphabetically

BANK	KEY FIGURE(S)
LEADING	
Crédit Suisse	Giuseppe Monarchi
Goldman Sachs	Marie-Ange Causse
Rothschild & Co Bank AG	Gian-Reto Conra, Nick Bossart
UBS Investment Bank	Thomas Sommerhalder
EXCELLENT	
Bank of America Merrill Lynch	Alexandre Gafsi
Citi	Marni McManus
Deloitte	Reto Savoia
EY	Stefan Rösch-Rütsche
Houlihan Lokey	Alexander Grünwald
J.P. Morgan	Reinout Boettcher
Lazard	Vincent Le Stradic
PwC	Martin Frey
HIGHLY RECOMMENDED	
Bank Vontobel	Herbert Scheidt, Andreas Utermann, Dr. Pascal Köppel
BDO	Thomas Studhalter
Goetz Partners	Herbert Werle
KPMG	Stefan Pfister
Morgan Stanley	Michael Maag
SOCIETE GENERALE PRIVATE BANKING	Denis de Paillerets, Enrico Vietti
The Corporate Finance Group	Urs Huber



TMT

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
VISCHER	David Rosenthal, Rolf Auf der Maur, Christian Wyss
Walder Wyss	Didier Sangiorgio, Hans Rudolf Trüeb, David Vasella, Mark A Reutter, Jürg Schneider, Michael Isler
EXCELLENT	
1 Homburger	Georg Rauber, Luca Dal Molin
Niederer Kraft Frey	Clara-Ann Gordon, Andrés Gurovits
Schellenberg Wittmer	Roland Mathys
2	
Bär & Karrer	Michele Bernasconi, Markus Wang, Corrado Rampin
Lenz & Stachelin	Astrid Waser, Lukas Morscher, Guy Vermeil, Marcel Meinhardt, Thierry Calame, Jürg Simon, Martin Burkhardt
MLL Meyerlustenberger Lachenal Froriep	Lukas Bühlmann, Nicola Benz
HIGHLY RECOMMENDED	
Baker McKenzie	Manuel Meyer, Julia Schieber
Bratschi	Simon Osterwalder, Reto Arpagaus
CMS von Erlach Partners	Dirk Spacek, Simone Brauchbar Birkhäuser
Id Est Avocats	Michel Jaccard
MME Legal	Michael Kunz, Caroline Gaul
Pestalozzi	Sarah Drukarch, Michèle Burnier
RECOMMENDED	
Epartners	Alexander Schmid
Gianni Fröhlich-Bleuler Attorney-at-Law	Gianni Fröhlich-Bleuler
HDC	Étienne Campiche, Sylvain Métille
Kellerhals Carrard	Daniel Alder, Daniel Emch, Nicolas Mosimann
Laux Lawyers	Christian Laux
Pestalozzi	Lara Dorigo, Sarah Drukarch, Michèle Burnier
Sigma Law	Kevin Guillet, Alain Alberini
SN&P - Suffert Neuwander & Partner	Peter Neuwander
Swiss Re	Carmen De la Cruz
Times Attorneys	Martina Arioli
Werder Viganò	Kai-Peter Uhlig

PATENT PROSECUTION

Best IP Agencies

In each tier, the agencies are ordered alphabetically

AGENCY	KEY FIGURE(S)
LEADING	
E Blum & Co	Kurt Sutter, Martin Münch
Hepp Wenger Ryffel	Dieter Hepp, Christoph Müller, Martin Wilming
Isler & Pedrazzini	Michael Liebetanz, Natalia Clerc, Tobias Bremi
Rentsch Partner	Louis Lagler, Alfred Köpf, Dany Vogel, Andrea Carreira
EXCELLENT	
Keller Schneider	Philipp Rüfenacht, Hannes Spillmann
SBMP - Schaad Balass Menzl & Partner	Christoph Fraefel, Cornelia Hoffmann
Troesch Scheidegger Werner	Alexandra Dieter
HIGHLY RECOMMENDED	
AWA	Joëlle van Malderen, Astrid De Ro, Emmanuel Jelsch
Bohest IP	Detlef Heinen
Bovard	Tarik Kapić
Braunpat	André Braun
Frei Patentanwaltsbüro	Alexandra Frei, Peter Walser, Markus A. Müller
Katzarov	Gilles Pfend, Matthias Kügele, Sophie Künzi
P&TS	Christophe Saam
RECOMMENDED	
Bugnion	Nicolas Scrivano
e-Patent	François-Régis Richard
Kasche & Partner	André Kasche
Kirker & Cie	Jean-François Léger
Latscha Schöllhorn Partner	Silvan Latscha, Andreas Schöllhorn, Martin Sperrle
Micheli & Cie	Bertrand Micheli
Novagraaf	Cyrille Poindron, Philippe Vigand
Reuteler & Cie	Raymond Reuteler, Isabelle Cornut
Schmauder & Partner	Peter Felder
Thomannfischer	Fabian Leimgruber



PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Homburger	Andri Hess, Roman Baechler
Lenz & Staehelin	Sevan Antreasyan, Peter Ling, Thierry Calame, Jürg Simon
MLL Meyerlustenberger Lachenal Froriep	Michael Ritscher, Simon Holzer, Louisa Galbraith
EXCELLENT	
1 Bär & Karrer	Markus Wang
Kasser Schlosser	Ralph Schlosser, Maud Fragnière
Pestalozzi	Thomas Legler, Michèle Burnier, Lara Dorigo
2 Bianchischwald	Christoph Gasser
Fmp - Fuhrer Marbach & Partners	Peter Widmer, Cyrill Rieder
IPrime	Rudolf A. Rentsch, Moritz Kälin
Rentsch Partner	Christian Hilti, Demian Stauber
Schellenberg Wittmer	Philipp Groz, Lorenza Ferrari-Hofer
Times Attorneys	Michael Noth, Andrea Mondini
VISCHER	Stefan Kohler, Jonas Gassmann
HIGHLY RECOMMENDED	
Baker McKenzie	Michael Treis, Urs Zenhäusern
Ducor Law	Philippe Ducor
Niederer Kraft Frey	Nicolas Birkhäuser
Walder Wyss	Roger Staub, Markus Frick
RECOMMENDED	
CMS von Erlach Partners	Simone Brauchbar, Christoph Willi
EBD Rechtsanwälte	Felix Grether
House Attorneys	Frédéric Serra
Id Est Avocats	Juliette Ancelle
Junod, Muhlstein, Lévy & Puder	Laurent Muhlstein
Nater Dallafior	Mathis Berger, Reto M. Hilty
Python Avocats	Felix Locher
Thomannfischer	Fabian Leimgruber, Daniel Plüss
Troller Hitz Troller & Partners	Olivier Troller
Weinmann Zimmerli	Alban Shabani, Fabian Wigger

LENZ & STAEHELIN:
RENOWNED PATENT LITIGATION PRACTICE

Thierry Calame

Key Figure(s): Thierry Calame, Jürg Simon, Sevan Antreasyan and Peter Ling
Established: 1917

Track record: Lenz & Staehelin, located in Geneva, Zurich, and Lausanne, is known for its longstanding intellectual property practice. The group has a particularly strong reputation in the pharmaceutical, medical device, and watch-making industries. Some clients include Abbott, Merck & Co., Prada, and Swatch Group.

Team & differentiation: With 6 partners and 14 lawyers, the team is headed by Thierry Calame, Jürg Simon, and Sevan Antreasyan. Calame is a leading expert in IP law and has 25+ years of experience. Simon is known for his IP-related arbitrations and currently represents Apple Inc. Antreasyan became partner in 2022 and has significantly strengthened the IP capabilities in the Geneva office.

HOMBURGER:
BREAKING GROUND IN PATENT LITIGATION

Andri Hess

Key Figure(s): Andri Hess and Roman Baechler
Established: 1957

Track record: Homburger, located in Zurich, is known for breaking new ground in landmark cases related to IP/IT. The team has clients such as Nestlé-Nespresso, Novartis, Illumina, and Sanofi, among others. Most recently, they were involved in a patent litigation case concerning a counterclaim for a compulsory license before the Swiss Federal Patent Court.

Team & differentiation: With 5 partners and 14 qualified lawyers, the IP/IT department is led by Andri Hess. The team regularly represents blue-chip clients whether that be related to IP, life sciences, or litigation matters. Hess has more than 20 years of experience in patent litigation and is the editor of the only commentary on the Swiss Federal Act on the Federal Patent Court.

LIFE SCIENCES: REGULATORY

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
HIGHLY RECOMMENDED	
Bär & Karrer	Markus Schott, Markus Wang, Claudia Götz Staehelin, Philippe Seiler
Bratschi	Felix Kesselring
Ducor Law	Philippe Ducor
Homburger	Gregor Bühler, Marcel Dietrich, Luca Dal Molin, Andri Hess
Kellerhals Carrard	Thomas Eichenberger, Claudio Helmle
Lenz & Staehelin	Thierry Calame, Stephan Erni, Andreas Rötheli, Guy Vermeil
MANGEAT	Fabien Aepli
Niederer Kraft Frey	Janine Reudt-Demont, Philipp Haas, Samuel Hochstrasser
Pestalozzi	Christian Roos, Franz Schubiger
Reuteler & Cie	Raymond Reuteler, Isabelle Cornut
Schellenberg Wittmer	Philipp Groz, Lorenza Ferrari Hofer
VISCHER	Christian Wyss, Michael Waldner, Matthias Staehelin
Walder Wyss	Andreas Wildi, Michael Isler
Wenger Plattner	Carlo Conti, Tobias Meili

LIFE SCIENCES: IP

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Bär & Karrer	Markus Wang, Claudia Götz Staehelin
Lenz & Staehelin	Thierry Calame
MLL Meyerlustenberger Lachenal Froriep	Simon Holzer
EXCELLENT	
Homburger	Andri Hess, Gregor Bühler, Luca Dal Molin
Kellerhals Carrard	Christoph Zimmerli, Nicolas Mosimann
Pestalozzi	Lara Dorigo
Schellenberg Wittmer	Philipp Groz, Lorenza Ferrari Hofer
Times Attorneys	Andrea Mondini
VISCHER	Stefan Kohler
Walder Wyss	Alexander Gutmans
HIGHLY RECOMMENDED	
Baker McKenzie	Peter Reinert
Bratschi	Christian Wind
Ducor Law	Philippe Ducor
IPrime	Anne-Catherine Hahn
MANGEAT	Fabien Aepli
Niederer Kraft Frey	Nicolas Birkhäuser, Jacques Bonvin
Reuteler & Cie	Raymond Reuteler, Isabelle Cornut



IT & OUTSOURCING

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Homburger	Georg Rauber, Gregor Bühler, Luca Dal Molin
Lenz & Staehelin	Guy Vermeil, Lukas Morscher
Niederer Kraft Frey	András Gurovits, Clara-Ann Gordon, Grégoire Chappuis
Schellenberg Wittmer	Roland Mathys, Samuel Klaus
VISCHER	Rolf Auf der Maur, David Rosenthal
Walder Wyss	Didier Sangiorgio, Hans Rudolf Trüeb, Mark Reutter, Michael Isler, David Vasella
EXCELLENT	
Bär & Karrer	Lukas Stocker, Christian Kunz, Markus Wang
Id Est Avocats	Michel Jaccard, Juliette Ancele
Laux Lawyers	Christian Laux
MLL Meyerlustenberger Lachenal Froriep	Michael Reinle, Nicola Benz
Pestalozzi	Michèle Burnier, Thomas Legler
HIGHLY RECOMMENDED	
Bratschi	Adrian Bieri
CMS von Erlach Partners	Dirk Spacek
Epartners	Alexander Schmid
HDC	Sylvain Métille
RECOMMENDED	
burckhardt	Katia Favre
Fmp - Fuhrer Marbach & Partners	Cyrill Rieder
GIANNI FRÖHLICH-BLEULER ATTORNEY-AT-LAW	Gianni Fröhlich-Bleuler
House Attorneys	Frédéric Serra
Kellerhals Carrard	Nicolas Mosimann, Cornelia Stengel
Meili Pfortmüller	Herbert Pfortmüller
MME	Martin Eckert
Probst	Julia Bhend
Sigma Law	Adrien Alberini, Kevin Guillet
SN&P - Suffert Neuenschwander & Partner	Peter K. Neuenschwander
Times Attorneys	Markus Kaiser, Andrea Mondini
Wenger Plattner	Peter Mosimann, Damian Schai, Tobias Meili

DATA PROTECTION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Laux Lawyers	Christian Laux, Thomas Steiner, Alexander Hofmann
MLL Meyerlustenberger Lachenal Froriep	Lukas Bühlmann
Niederer Kraft Frey	Clara-Ann Gordon, András Gurovits, Jacques Bonvin
VISCHER	David Rosenthal, Rolf Auf der Maur
Walder Wyss	Hans Rudolf Trüeb, David Vasella, Jürgen Schneider, Michael Isler
EXCELLENT	
Bär & Karrer	Christian Kunz, Corrado Rampini, Rehana Harasgama, Jonas Bornhauser
Bratschi	Adrian Bieri
Homburger	Gregor Bühler, Luca Dal Molin
Lenz & Staehelin	Lukas Morscher, Rayan Houdrouge, Guy Vermeil
MME Legal	Martin Eckert, Caroline Gaul, Noémi Ziegler
Pestalozzi	Michèle Burnier
Schellenberg Wittmer	Roland Mathys, Lorenza Ferrari-Hofer, Samuel Klaus
HIGHLY RECOMMENDED	
Bonnard Lawson	Philippe Meier, Florian Ducommun
HDC	Sylvain Métille, David Raedler
Id Est Avocats	Juliette Ancelle, Alexandre Jotterand
Quinze Cours Des Bastions Avocats	Nicolas Capt
Sigma Law	Adrien Alberini, Stéphanie Chuffart-Finsterwald
Steiger Legal AG	Martin Steiger
Times Attorneys	Martina Arioli
RECOMMENDED	
CMS von Erlach Partners	Dirk Spacek
Epartners	Stefan Eichenberger, Marius Vischer
Gianni Fröhlich-Bleuler Attorney-at-Law	Gianni Fröhlich-Bleuler
HÄRTING	Nicole Beranek Zanon
Kellerhals Carrard	Nicolas Mosimann
Probst	Julia Bhend
Thouvenin Rechtsanwälte	Marco S. Meier, Anna Neukom Chaney, Arlette Pfister
Zulauf Partner	Rena Zulauf

TURKEY

PATENT PROSECUTION

Best Law Firms & IP Agencies

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Deriş	Okan Can, Oya Yalvaç
2 Stock Intellectual Property AS	Pinar Sen
EXCELLENT	
Ankara Patent	Gonca Adalı Başmakçı, Ekin Karakuş Öcal
Gün + Partners	Ugur Aktekin, Ozge Karakulak
Istanbul Patent & Trademark Consultancy	Erkan Sevinç
HIGHLY RECOMMENDED	
Alfa Patent	Selda Arkan, Baris Atalay
Erdem Kaya Patent	Erdem Kaya
Invokat	Aydin Mutlu
Moroğlu Arseven	Gökçe Izgi, Ezgi Baklacı Gülkökar
NSN Law Firm	Gülay Göksu
Yalçiner Patent	Ugur Yalçiner, Irmak Yalçiner

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Deriş	Oya Yalvaç, Mehmet Deriş, Emre Yardımcı
Gün + Partners	Ozge Karakulak, Selin Erciyas, Mehmet Gün
EXCELLENT	
Kenaroğlu	Yasemin Kenaroglu
NSN Law Firm	Gülay Göksu
HIGHLY RECOMMENDED	
Istanbul Patent & Trademark Consultancy	Erkan Sevinç
Moroğlu Arseven	Isik Özdogu, Gökçe Izgi
Ofo Ventura	Özlem Futman
Suluk Intellectual Property Law Firm	Cahit Suluk, Bahattin Carkaci

DERİŞ: ONE-STOP-SHOP FOR IP SERVICES



Emre Kerim Yardımcı

Key Figure(s): Oya Yalvaç, Mehmet Deriş and Emre Yardımcı
Established: 1912

Track record: Deriş is known for its patent litigation expertise for cases regarding infringement, invalidity, and unfair competition. The team is formed by litigation and technical experts, whether that be national or European. As a one-stop-shop, the team works with clients from sectors such as pharmaceuticals, new technologies, textiles, and luxury goods.

Team & differentiation: Being one of the largest and internationally recognized IP prosecution and advisory team, Deriş has 16+ experts offering patent services to Turkish and international clients. Emre Kerim Yardımcı is a highly experienced IP attorney and an active panelist for the Uniform Domain Name Dispute Resolution Policy (UDRP).

UK

PATENT PROSECUTION

Best Law Firms & IP Agencies

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
Boulton Tennant	Adrian Hayes, Nina White, Tessa Bucks
Carpmaels & Ransford	John Brunner, Hugh Goodfellow, Mark Chapman
D Young & Co	Jonathan Jackson, Charles Harding, Simon O'Brien, Garreth Duncan, Kirk Gallagher
Dehns	Hanna Dzieglewska, Louise Golding, Elizabeth Jones, Alexander Piésold, John Tohill
J A Kemp	Mark Roberts, Patrick Campbell, Ravi Srinivasan, John Leeming, Nigel Price, Samuel Smith
Kilburn & Strode	Richard Howson, Gwilym Roberts, Nick Lee, Nick Shipp
Mewburn Ellis	Simon Kremer, Stephen Gill, Robert Watson, Simon Kiddle
Potter Clarkson	Charlotte Crowhurst, Caroline Marshall, Stephen Smith
EXCELLENT	
1 Gill Jennings & Every	Stephen Haley, Michael Lord
Marks & Clerk	Simon Mounteney, Daniel Talbot-Ponsonby
Withers & Rogers	Dave Croston, Nick Wallin, Karl Barnfather
2 CMS Cameron McKenna Nabarro Olswang	Robert Stephen
Haseltine Lake	Alex Rogers, Ashley Giles, Richard Kempner, Simon Rees
HGF	Kate Taylor, Andrew Wells
Mathys & Squire	Chris Hamer, Martin MacLean, Jane Clark, Alan MacDougall
Maucher Jenkins	Hugh Dunlop, Philip Treeby, Holly Whitlock
Reddie & Grose	Jan Vleck
Venner Shipley	Jan Walaski, Pawel Piotrowicz, Paul Derry
HIGHLY RECOMMENDED	
1 Appleyard Lees	Bobby Smithson, David Clark
EIP	Jerome Spaargaren, Heather McCann, Matt Lawman
Keltie	Shakeel Ahmad
2 AA Thornton	Adrian Bennett, Mike Jennings, Craig Turner
Barker Brettell	John Lawrence
Cleveland	Adrian Bradley, Tom Faulkner
Elkington & Fife	Richard Gillard, Nick Ertl
Forresters	Jon Gowshall
Slingsby Partners	Philip Slingsby
RECOMMENDED	
Abel & Imray	Paul Brady
Alembia Intellectual Property	Nonny Jones
Beck Greener	Avi Freeman, Ben Muir, James Stones
Lewis Silkin	Tom Gaunt
Murgitroyd Group	Jamie Allan, Paul Andrews
Page White And Farrer	Peter Jenkins
Schlich	George Schlich
Secerna	Jason Boakes, Charlotte Watkins
Simmons & Simmons	Kevin Cordina
Wilson Gunn	James Robey

PATENT LITIGATION

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Allen & Overy	Jim Ford, David Stone, Marjan Noor
Bristows	Myles Jelf, Andy Bowler, Matthew Warren, Brian Cordery
Powell Gilbert	Penny Gilbert, Zoë Butler, Tim Powell
2 Bird & Bird	Robert Williams, Katharine Stephens, Morag Macdonald
Hogan Lovells	Stephen Bennett, Paul Brown
EXCELLENT	
1 Kirkland & Ellis	Nicola Dagg
Pinsent Masons	Clare Tunstall
Taylor Wessing	Nigel Stoaate, Simon Cohen, James Marshall, Matthew Royle
2 Gowling WLG	Huw Evans, Paul Inman, Kate Swaine
Herbert Smith Freehills	Sebastian Moore
Marks & Clerk	Dafydd Bevan, Mike Gilbert, Michael Moore
Simmons & Simmons	Michael Gavey, Michael Burdon
HIGHLY RECOMMENDED	
Baker McKenzie	Hiroshi Sheraton
Browne Jacobson	Mark Daniels, Giles Parsons
Carpmaels & Ransford	David Wilson, Ian Kirby, Hugh Goodfellow, Jake Marshall
CMS	Sarah Hanson
EIP	Gary Moss
Freshfields Bruckhaus Deringer	Christopher Stothers
Linklaters	Ian Karet
Mishcon de Reya	David Rose
Osborne Clarke	Arty Rajendra
Stephenson Harwood	Alexandra Pygall
Wiggin	Sara Ashby
WilmerHale	Justin Watts
RECOMMENDED	
Arnold & Porter	Beatriz San Martin
Charles Russell Speechlys	Mary Bagnall
Dentons	Justin Hill
DLA Piper	Richard Taylor
Fieldfisher	Tommy McKenna
Haseltine Lake Kempner	Matthew Howell
Norton Rose Fulbright	Mike Knapper
Potter Clarkson	Ian Dee
Reed Smith	Jonathan Radcliffe
Venner Shipley	James Tumbridge



UK

HEALTHCARE & LIFE SCIENCES

Best Law Firms

In each tier, the firms are ordered alphabetically

FIRM	KEY FIGURE(S)
LEADING	
1 Bird & Bird	Mark Hilton, Marc Martens
Hogan Lovells	Stephen Bennett, Matthew Felwick, Jane Summerfield
2 Allen & Overy	Jim Ford
Arnold & Porter	Ian Dodds-Smith
Covington & Burling	Grant Castle
EXCELLENT	
1 Bristows	Liz Cohen
CMS	Sarah Hanson, Robert Stephen, Candice Blackwood
Herbert Smith Freehills	Sebastian Moore
2 Baker McKenzie	Hiroshi Sheraton, Jane Hobson
Gowling WLG	Patrick Duxbury
Pinsent Masons	Clare Tunstall, Joanne Ellis
Taylor Wessing	Simon Cohen, Matthew Royle, Nigel Stoate, Alison Dennis
HIGHLY RECOMMENDED	
Anderson Law	Mark Anderson
Clifford Chance	Stephen Reese
Clyde & Co	Ralph Cox, Simon Gamblin, Claire Petts
Cooley	John Wilkinson, Nicola Maguire
Fieldfisher	Janita Good
Goodwin	Malcolm Bates, David Mardle
Kirkland & Ellis	Nicola Dagg
Linklaters	Ian Karet
Osborne Clarke	Simon Hancock, Will James
Powell Gilbert	Penny Gilbert
Simmons & Simmons	Michael Gavey, Alexandre Regniault
Slaughter and May	Duncan Blaikie
Stephenson Harwood	Alexandra Pygall
RECOMMENDED	
Carpmaels & Ransford	Hugh Goodfellow, Jake Marshall
Hill Dickinson	Jamie Foster
Latham & Watkins	Robbie McLaren
Mishcon de Reya	Sarah Houghton, Jeremy Hertzog, David Rose, Adam Rose
Morgan, Lewis & Bockius	Mike Pierides
RPC	Dorothy Flower
Squire Patton Boggs	Andrew Wilkinson
Stevens & Bolton	Charlotte Tillet

IT & TELECOMS

Best Law Firms

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FIRM	KEY FIGURE(S)
LEADING	
1 Baker McKenzie	Steve Holmes
Bird & Bird	Ronald Hendrikx, Mark Leach
DLA Piper	Kit Burden, Mike Conradi
2 Ashurst	Nick Elverston, Amanda Hale, Christopher Bates
Bristows	Toby Crick, Mark Watts, Myles Jelf
CMS	Clive Gringras, Chris Watson
Fieldfisher	Robert Shooter
Herbert Smith Freehills	Nick Pantlin, Andrew Moir
EXCELLENT	
1 Dentons	Andy Lucas, Dan Burge
Latham & Watkins	Andrew Moyle, Gail Crawford
Linklaters	Richard Cumbley, Iain Fenn, David Martin
Norton Rose Fulbright	Sean Murphy, Oliver Stacey, James Russell
Pinsent Masons	Simon Colvin
Slaughter and May	Rob Sumroy
2 Clifford Chance	André Duminy
Cooley	Chris Coulter
Deloitte Legal	Paul Hinton
Freshfields Bruckhaus Deringer	Natasha Good
Milbank	Tom Canning, Julian Stait
Mills & Reeve	Jagvinder Singh Kang, Kevin Calder
Osborne Clarke	Mark Taylor, John Buyers
Simmons & Simmons	Alexander Brown
Taylor Wessing	Graham Hann, Josef Fuss, Mark Owen
Towerhouse	Paul Brisby, David Stewart
HIGHLY RECOMMENDED	
Addleshaw Goddard	Damon Rosamond-Lanzetta
Allen & Overy	Tom Levine
Charles Russell Speechlys	Mark Bailey, Megan Paul
Codified Legal	Jeremy Newton, Gavin Wakefield
Eversheds Sutherland	Simon Gamlin
Hogan Lovells	Peter Watts
Mayer Brown	Mark Prinsley, Richard Page, Andrew Stewart
Morrison & Foerster	Alistair Maughan
Preiskel & Co LLP	Daniel Preiskel
Reed Smith	Cynthia O'Donoghue, Gregor Pryor, Delphine Currie
RPC	Jeremy Drew, Mark Crichard
Squire Patton Boggs	Francesco Liberatore, Andrew Wilkinson
RECOMMENDED	
Alden Legal Limited	Joanne Wheeler
Browne Jacobson	Declan Cushley, Anthony Nagle
Bryan Cave Leighton Paisner	Marcus Pearl
Gowling WLG	Jocelyn Paulley
Harbottle & Lewis	Anthony Littner, Sacha Wilson
Kemp IT Law	Richard Kemp
Lewis Silkin	James Gill, David Willbe
Morgan, Lewis & Bockius	Mike Pierides
Stephenson Harwood	Dan Holland
TLT	James Touzel, Daniel Lloyd
Travers Smith	Dan Reavill
Wiggin	Gordon Moir

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LEADING	
Bird & Bird	Ruth Boardman, James Mullock
Bristows	Mark Watts
Fieldfisher	Hazel Grant
Hogan Lovells	Eduardo Ustaran
EXCELLENT	
1 Linklaters	Richard Cumbley, Julian Cunningham-Day, Georgina Kon
2 Covington & Burling	Daniel Cooper
Dentons	Nick Graham
Eversheds Sutherland	Paula Barrett, Liz Fitzsimons
Hunton Andrews Kurth	Bojana Bellamy, Aaron Simpson
Latham & Watkins	Gail Crawford
HIGHLY RECOMMENDED	
Allen & Overy	Nigel Parker, Jane Finlayson-Brown
Baker McKenzie	Paul Glass
Clifford Chance	Jonathan Kewley
CMS	Emma Burnett
DLA Piper	Ross McKean, Andrew Dyson
Norton Rose Fulbright	Marcus Evans, Ffion Flockhart
Osborne Clarke	Mark Taylor
Pinsent Masons	David Barker, Jonathan Kirsop, David McIlwaine
RPC	Jon Bartley, Rupert Cowper-Coles, David Cran
Sidley Austin	William Long
Simmons & Simmons	Alexander Brown
Taylor Wessing	Victoria Hordern, Chris Jeffery, Jo Joyce
RECOMMENDED	
Ashurst	Rhiannon Webster
Bryan Cave Leighton Paisner	Kate Brimsted
DWF	JP Buckley, Stewart Room
Farrer & Co	Henry Sainty
Herbert Smith Freehills	Miriam Everett, Andrew Moir, Christine Young
Mishcon de Reya	Adam Rose
Paul Hastings	Suzanne Horne, Christian Parker
PwC Legal	Chris Cartmell, Fedelma Good
Reed Smith	Cynthia O'Donoghue, Elle Todd
Travers Smith	Dan Reavill
White & Case	Tim Hickman
Womble Bond Dickinson	Andrew Kimble
VALUABLE PRACTICE	
Bates Wells	Melanie Carter
DAC Beachcroft	Hans Allnutt, Jade Kowalski
Deloitte Legal	Cavan Fabr
Lewis Silkin	Bryony Long, Alexander Milner-Smith
Mills & Reeve	Gary Attle, Peter Wainman, Jagvinder Singh Kang



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LEADING	
CCPIT Patent & Trademark Law Office	Chuanhong Long, Zhongqi Zhou
China Patent Agent	Yuhe Wu
King & Wood Mallesons	Wenping Chen, Tina Tai
Liu Shen & Associates	Lily Changxin Lei, Michelle Ma, Allen Tao, Perry Wu Yang
EXCELLENT	
1 NTD Intellectual Property Attorneys	Wen Cao, Jonathan Miao
Unitalen Attorneys at Law	Deshan Li, Bradley Yu
2 AFD China Intellectual Property	Xia Zheng
China Science Patent & Trademark Agent	Bin Ni, Wei Zhao
China Sinda	Jinhua Lu
Kangxin Partners	Samson Yu, Gary Wu
Linda Liu & Partners	Linda Liu, Nancy Song, Peter Zhang
Lung Tin Intellectual Property Agent	Qinghong Xu, Jacob Zhang
Scihead	Xu Wen
Zhongzi Law Office	Bonan Lin, Gesheng Huang
HIGHLY RECOMMENDED	
1 Advance China IP Law Office	Chong He, Jie Hu, Minhui Zeng
Beijing Sanyou Intellectual Property Agency	Hui Li
Chang Tsi & Partners	Spring Chang
Shanghai Patent & Trademark Law Office	Frank Liu
Wanhuida Intellectual Property	Gang Bai
2 An, Tian, Zhang & Partners	Xiaodi An, David Tian
Beijing East IP	Yan Zhang
Beijing Gaowo Law Firm	Lidong Du
Co-Effort Law Firm	Minjian You
DEQI Intellectual Property Law Corporation	Yanling Zhou
Foridom IP Law Firm	Dong Shao
IP March	Nina Li, Stephen Yang
Jeekai & Partners	Yongwei Wang
Watson & Band	Shenmin Xu
RECOMMENDED	
Anjie Law Firm	Qinghui Liu
Han Kun Law Offices	Lili Wu
Hylands Law Firm	Andrew Liu
Jiaquan IP Law	Jacky Yingqiang Tan
Panawell & Partners	William Yang
PC & Associates	Wei Dong
Zhong Lun Law Firm	Helen Cheng, Dongxiao Ma



PATENT LITIGATION

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1 King & Wood Mallesons	Yusheng Shi, Mao Jin
2 Fangda Partners	Alexandra Yang, Fang Qi
Lifang & Partners	Bin Zhang, Flora Li
EXCELLENT	
1 CCPIT Patent & Trademark Law Office	Hao Ma, Zhongqi Zhou
LexField Law Offices	Hongyi Jiang
Liu Shen & Associates	Qing Ge, Hongbo Jia
Unitalen Attorneys at Law	Deshan Li
2 AFD China Intellectual Property	Hong Long
China Patent Agent	Dapeng Wen, Yanfeng Xiong
Wanhuida Intellectual Property	Gang Bai, Hui Huang
HIGHLY RECOMMENDED	
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AnJie Law Firm	Nick Liu
Chang Tsi & Partners	David Lee, Simon Tsi
Jincheng Tongda & Neal	Decheng Li, Wang Yong
JunHe	Zhaohui Wang, Chumeng Xu
Kangxin Partners	Samson Yu, Shirley W. Dong
Lung Tin International Intellectual Property Agent	Qinghong Xu
NTD Intellectual Property Attorneys	Christopher Shaowei
Zhong Lun Law Firm	Helen Cheng, Dongxiao Ma
Zhongzi Law Office	Bonan Lin
RECOMMENDED	
Beijing East IP	Jian Li
China Science Patent & Trademark Agent	Xinhua Wang
China Sinda	Gary Zhang
Han Kun Law Offices	Lili Wu
Watson & Band	George Fu, Shenmin Xu
ZY Partners	Hong Ai, Jingbing Li

INDIA

PATENT PROSECUTION

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FIRM	KEY FIGURE(S)
LEADING	
Anand and Anand Advocates	Pravin Anand, Archana Shanker, Vaishali Mittal, Dhruv Anand, Neeti Wilson
K&S Partners	Ravi Bhola, Amrish Tiwari, Goutam Bhattacharyya, Namrata Chadha, Durgesh Mukharya, Deepa Tiku
Lakshmikumaran & Sridharan (L&S)	Malathi Lakshmikumaran, Prashant Phillips, Ankur Garg
R K Dewan & Co	Mohan Dewan, Niti Dewan
Remfry & Sagar	Pankaj Soni, Shukadev Khurajam, Ranjna Mehta-Dutt, Ashwin Julka
EXCELLENT	
1 S. Majumdar & Co	Subhatosh Majumdar
2 Krishna & Saurastri Associates	Manish Saurastri
Rahul Chaudhry & Partners	Rahul Chaudhry, Anuradha Salhotra
Singh & Singh	Saya Choudhary, Bitika Sharma
Subramaniam & Associates	Hari Subramaniam
HIGHLY RECOMMENDED	
Altacit Global	Sudhir Ravindran
Chadha & Chadha	Chetan Chadha, Tarun Gandhi, Shivarpita Nailwal
De Penning & De Penning	David Solomon
Groser & Groser	Francis Stewart Groser
Inttl Advocare	Mamta Jha, Hemant Singh
Jupiter Law Partners	Sujit Thakur
Kan & Krishme	Sharad Vadehra
Khaitan & Co.	Adheesh Nargolkar
Khurana & Khurana	Tarun Khurana
Lall & Sethi	Anju Khanna
Lexorbis	Manisha Singh, Abhai Pandey, Joginder Singh
LS Davar & Co.	Joshita Khemani
Obhan & Associates	Essenese Obhan
PatentWire	Lalit Ambastha, Shruti Kaushik
S.S. Rana & Co	Vikrant Rana
Sagacious IP	Vivek Singh
Saikrishna & Associates	Saikrishna Rajagopal, Garima Sahney
SKS Law Associates	Sunita Sreedharan



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FIRM	KEY FIGURE(S)
LEADING	
1 Anand and Anand Advocates	Pravin Anand, Archana Shanker, Vaishali Mittal, Dhruv Anand, Neeti Wilson
Singh & Singh	Saya Choudhary, Bitika Sharma
2 Remfry & Sagar	Pankaj Soni, Shukadev Khurajam, Ranjna Mehta-Dutt, Ashwin Julka
EXCELLENT	
K&S Partners	Ravi Bhola, Amrish Tiwari, Goutam Bhattacharyya, Namrata Chadha, Durgesh Mukharya, Deepa Tiku
Lakshmikumaran & Sridharan (L&S)	Malathi Lakshmikumaran, Prashant Phillips, Ankur Garg
Rahul Chaudhry & Partners	Rahul Chaudhry, Anuradha Salhotra
S. Majumdar & Co	Subhatosh Majumdar
Saikrishna & Associates	Saikrishna Rajagopal, Garima Sahney
HIGHLY RECOMMENDED	
1 Krishna & Saurastri Associates	Manish Saurastri
R K Dewan & Co	Mohan Dewan, Niti Dewan
2 Inttl Advocare	Mamta Jha, Hemant Singh
Khaitan & Co.	Adheesh Nargolkar
Lall & Sethi	Anju Khanna
Obhan & Associates	Essenese Obhan
Perfexio Legal	Sanjay Kumar
Subramaniam & Associates	Hari Subramaniam
RECOMMENDED	
Lexorbis	Manisha Singh, Abhai Pandey, Joginder Singh
Rajeshwari & Associates	Rajeshwari Hariharan

JAPAN

PATENT PROSECUTION

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FIRM	KEY FIGURE(S)
LEADING	
Nakamura & Partners	Kei Iida, Yoshio Kumakura, Shinichiro Tanaka, Koichi Tsujii, Kazuhiko Yoshida
Shiga International Patent Office	Shinya Jitsuhiro, Yasuhiko Murayama
TMI Associates	Yoshiyuki Inaba
YUASA AND HARA	Minako Matsuyama
EXCELLENT	
1 Aoyama & Partners	Sanae Genba
Sugimura & Partners	Haruo Awano, Tatsuya Sawada
2 Abe, Ikubo & Katayama	Hiroshi Kobayashi, Mami Hino
Fukami Patent Office	Yoshitake Kihara
HIGHLY RECOMMENDED	
1 Hiroe & Associates	Satoshi Hashimoto, Takenori Hiroe
Kyowa Patent and Law Office	Manabu Miyajima
Ryuka Ip Law Firm	Aki Ryuka
Seiwa Patent & Law	Kimikazu Ito, Nobuo Sekine
Shobayashi International Patent & Trademark Office	Masayuki Shobayashi
SOEI Patent & Law Firm	Yoshiki Hasegawa
2 Anderson Mori & Tomotsune	Yasufumi Shiroyama, Yoshikazu Iwase
Asamura Patent Office	Yoichi Inoue, Yoshiteru Mizumoto
ITOH International Patent Office	Tadashige Itoh
Saegusa & Partners	Masaki Morishima
Shusaku Yamamoto Law Offices	Shusaku Yamamoto
Sonderhoff & Einsel Law & Patent Office	Felix-Reinhard Einsel, Hiroshi Morita
Sonoda & Kobayashi	Toshiyasu Ishioka



PATENT LITIGATION

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FIRM	KEY FIGURE(S)
LEADING	
Abe, Ikubo & Katayama	Eiji Katayama, Makoto Hattori, Naho Ebata
Anderson Mori & Tomotsune	Yoshikazu Iwase, Yasufumi Shiroyama
Nakamura & Partners	Kazuhiko Yoshida, Yoshio Kumakura
TMI Associates	Yoshiyuki Inaba
YUASA AND HARA	Minako Matsuyama
EXCELLENT	
Kubota	Eiichiro Kubota
Mori Hamada & Matsumoto	Yutaka Miyoshi
Ohno & Partners	Seiji Ohno
HIGHLY RECOMMENDED	
Nagashima Ohno & Tsunematsu	Shunji Matsuda
Nishimura & Asahi	Hitomi Iwase
Oh-Ebashi Lpc & Partners	Takamitsu Shigetomi
Sakurazaka Law Offices	Harumi Kojo
Uchida & Samejima Law Firm	Masahiro Samejima

TECHNOLOGY, INTERNET & TELECOMS

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FIRM	KEY FIGURE(S)
LEADING	
Atsumi & Sakai	Chie Kasahara
Nishimura & Asahi	Yoshiyuki Miyashita, Hitomi Iwase
TMI Associates	Mihoko Shintani, Atsushi Igarashi
EXCELLENT	
Anderson Mori & Tomotsune	Akihito Nakamachi, Masayuki Yamanouchi
Mori Hamada & Matsumoto	Atsushi Okada, Hiromi Hayashi
Nagashima Ohno & Tsunematsu	Soichiro Fujiwara
Ushijima & Partners	Shin Ushijima, Osamu Inoue
HIGHLY RECOMMENDED	
City-Yuwa Partners	Arata Nomoto
Iwata Godo	Akira Matsuda



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Striking a Delicate Balance: Moderating free speech online and the case of Twitter

European authorities are concerned about the statements of Twitter's boss as well as Twitter's drastic cuts in its means of moderating online content, particularly in the shadow of the Digital Services Act¹ and the legal accountability of online platforms regarding their policies to fight misinformation and hate speech.



**CONSTANTIN
PAVLEAS**

ABOUT THE AUTHOR

Constantin Pavleas is a lawyer practicing new technologies law. He is the founder and head of the law firm Pavleas Avocats as well as the coordinator of the Digital Law & Intellectual Property program and the head of teaching at the Hautes Études Appliquées du Droit School (HEAD). With his team, he advises French and foreign companies and organizations in the information technology sector and more generally in the innovation sector on their intellectual property strategy, the valuation and exploitation of their intangible assets, and the protection of personal data. The firm also assists its clients in the negotiation of complex contracts.

Since the takeover of Twitter by libertarian billionaire Mr. Elon Musk in October 2022, the company announced several cuts in its workforce, including the mass dismissal of 4,400 service providers, out of a total of 5,500. Among the service providers fired are the online media's content moderators, a category already considered understaffed with less than 2,000 agents for the whole world before the dismissals.²

This situation has caused the French public authority for audio-visual and digital communication regulation (ARCOM) to sound the alarm. Despite Elon Musk's claims that hate speech had decreased by a third since he bought the platform, ARCOM reminded Twitter of its legal obligations to monitor online content. In particular, the French regulator requested Twitter to declare as soon as possible what "human and technological" resources were devoted to fighting disinformation. ARCOM judged Twitter's answer to be very vague and underlined Twitter's ambiguity in the fight against disinformation. Thus, the French authority expressed its regret for the platform's "very limited transpar-

ency concerning digital data"³.

At the European level, the Commissioner for the Internal Market, Mr. Thierry Breton, expressed his concerns to the new Twitter boss during an interview regarding the implementation of the Digital Services Act ("DSA"). Breton warned Musk about breaches of the new regulation and that the European Union (EU) will not hesitate to exercise its sanction power. Underlying all of this are conflicting values between Europe and Twitter's new boss.

It will be necessary to prevent platforms from exercising systematic censorship for fear of potential sanctions

A need for moderation of online content

On the one hand, the "libertarian" Mr. Musk sets up freedom of expression as an absolute principle, which must take precedence over any potential censorship. On the other hand, the EU advocates the need to establish a safe online environment in which people can move and express

themselves freely within the limits of any abusive behavior that would compromise the freedom and safety of others. In these conditions, effective moderation of online content is necessary to fight against misinformation that presents a real danger to our democratic systems, but also against hate speech or threats that can undermine people's safety. The choice of the European legislature is to leave the responsibility of this moderation to online platforms, in compliance with the requirements set by EU regulations.

In France, the government wished to anticipate the entry into force of the DSA with the French Law of August 24, 2021, reinforcing in its Article 42 the compliance with the principles of the French Republic^{4,5}. This law imposes on platforms with more than 15 million monthly visitors a set of requirements concerning cooperation with law enforcement agencies, the implementation of notification and repression systems for illegal, hateful content as well as transparency concerning the moderation of such content. ARCOM is the authority with sanctioning powers of up to 6% of the operator's worldwide turnover. For very large online platforms

KEY POINTS

- Like ARCOM, the French authority for regulating online content, European authorities have expressed concern about the mass dismissal of moderators within the social network Twitter
- Online moderation of hateful content and "fake news" is crucial to maintaining a safe and trusted online environment
- The advent of the Digital Services Act aims to make online platforms more accountable by imposing new obligations, including moderation and transparency
- In case of non-compliance with their obligations, platforms can be fined up to 6% of their worldwide turnover

(VLOPs), the requirements imposed by the law combatting online hate are even more important (such as the assessment of the risks of spreading illegal hate content as well as the obligation to take measures to fight against this dissemination, while preserving freedom of expression). In Germany, the NetzDG law enacted in 2017 proposes a penalty regime against social network hosts with fines that can range from €5 million to €50 million.

How the DSA is changing the rules

One of the foundations of the DSA is to make online behavior that would be illegal offline just as illegal online⁶. The objectives are clear: to better protect European Internet users and their fundamental rights, but also to help small European businesses to develop while making the VLOPs more responsible. By extending legal liability to the latter, the EU wishes to mitigate systemic risks, such as the manipulation of information or misinformation. The DSA will make it easier for users to report illegal content and will oblige online platforms to cooperate with "trusted reporters". The VLOPs will also have to be transparent in terms of content moderation, including an internal system for handling complaints, but also regarding their advertising algorithms. "Digital services coordinators" are planned to enforce these obligations in all EU countries (ARCOM in France). In case of non-compliance

with these obligations, the coordinators or the European Commission may impose fines of up to 6% of the global turnover of the offenders. The regulation came into force on November 16, 2022, for all online platforms (except the smallest) and will be applicable as of February 17, 2024. However, the DSA will apply to VLOPs as early as August 25, 2023⁷.

Of note, the European Commission notified a list of qualified VLOPs which includes Twitter.

One of the difficulties in applying the new regulation will be to control the quality of moderation, both in its failures and in its excesses. It will be necessary to prevent platforms from exercising systematic censorship for fear of potential sanctions. Several French and foreign politicians have been censored by having their accounts deactivated or their publications deleted. To avoid the opposite excess, it will be necessary to think about instituting a control on the extremes of moderation, so that the moderation does not go too far and does not justify Elon Musk's libertarian theories... A delicate balance must be found that respects European values in the search for our European digital sovereignty. ♦

*With the help of Edouard Lambert, Master of Law and Business Practice - Hautes Études Appliquées du Droit School (HEAD) and LL.M at the University of California Los Angeles (UCLA).

1. Regulation (EU) 2022/2065 of 19 October 2022 on a single market for digital services and amending Directive 2000/31/EC (Digital Services Regulation)
2. https://www.lemonde.fr/pixels/article/2022/11/14/twitter-supprime-une-grande-partie-de-ses-capacites-de-moderation_6149773_4408996.html
3. https://www.challenges.fr/high-tech/france-l-arcom-regrette-la-transparence-tres-relative-de-twitter-sur-les-fake-news_837051
4. <https://www.culture.gouv.fr/Presse/Communiqués-de-presse/Entree-en-vigueur-des-nouvelles-obligations-des-plateformes-en-ligne-en-matiere-de-lutte-contre-les-contenus-haineux-illicites>
5. These statutory provisions will remain into force until December 31, 2023.
6. <https://www.vie-publique.fr/eclairage/285115-dsa-le-reglement-sur-les-services-numeriques-ou-digital-services-act>
7. Section 92 of DSA.

The EU legislator is planning a multitude of new digital, data & cyber laws



Interview with
PHILIPP MELS
Managing Partner
ORTH KLUTH

"The Data Governance Act, which will apply starting 24 September 2023, aims to strengthen trust in data sharing"

Dr Philipp Mels comments on the current state of digital & cyber legislation, the challenges of introducing cloud-based solutions and the recent ECJ ruling on employee data protection.

LEADERS LEAGUE: What digital and cyber legislation will companies have to observe in the future?

Philipp Mels: There are currently a large number of new legal provisions regulating digital services, the provision and use of data and the use of artificial intelligence that are still in the legislative process, have already been passed or have already come into force and must be observed by companies. The Digital Services Act, which will be applicable starting 17 February 2024, regulates digital services such as online platforms, social networks or search engines with regard to the topics of provider liability, fines and due diligence.

The Digital Markets Act, which will apply starting 2 May 2023, regulates the respective markets in terms of competition law or antitrust law. It aims to ensure the smooth functioning of the EU single market in the digital sector by preventing gatekeepers active in the digital sector from making fair market access difficult or even impossible for all companies. In case of infringements, fines of up to 20 percent of the total worldwide turnover achieved in the preceding business year may be imposed.

Currently in the legislative process is the Data Act, which is expected to apply 12 months after its promulgation (probably from mid-2024 at the earliest) and focuses on access to and use of non-personal data in connection with products and services.

The Data Governance Act, which will apply starting 24 September 2023, aims to strengthen trust in data sharing and mechanisms to increase data availability and overcome technical barriers to the re-use of data.

What do companies have to consider regarding artificial intelligence?

Cloud solutions are indeed still by far the No. 1 IT topic for companies. In most cases, the advantages of cloud solutions outweigh

those of on-premise solutions, especially with regard to cost reduction, IT security, scalability as well as maintenance and care. Unfortunately, the importance of the content of the SaaS contracts to be concluded is often underestimated by companies.

What is the significance of the March 30th ruling by the European Court of Justice on employee data protection?

The ECJ's ruling is a drumbeat and could have the consequence that the central legal provision on the processing of employee data (Section 26 BDSG) in the German Federal Data Protection Act may no longer be applicable due to the violation of the General Data Protection Regulation (GDPR).

Although the ECJ's decision was based on Section 23 of the Hessian Data Protection and Freedom of Information Act (HDSIG), its wording is almost identical to the wording of Section 26 of the BDSG, so that the ECJ's evaluations can be applied to Section 26 BDSG. According to the ECJ, the German legislator did not sufficiently take into account the requirements and limits of Article 88 of the GDPR when enacting the national provision. Article 88 is an opening clause according to which EU member states may, under certain conditions, enact more specific provisions to ensure data protection in the employment context through national legislation.

The German legislator has made use of this with Section 26 BDSG. The inapplicability of Section 26 of the BDSG would consequently no longer be used by companies as an effective legal basis for the processing of its employee data. The analogous processing of personal employee data that is not stored in a file system would no longer require justification. Additionally, it is questionable whether work agreements can continue to be used as a legal basis under data protection law. ♦



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The principles of trademark law for the metaverse should be the same as those of trademark law in real life



Interview with

IRINA OZOLINA

Senior Partner

A.ZALESOV & PARTNERS

"Court prohibition is allowed in trademark and patent cases, but monetary compensations are much higher in trademark and copyright cases because of the differences in the ways of their calculations"

Senior Partner, Irina Ozolina, from A.Zalesov & Partners speaks to Leaders League about ground-breaking Russian IP cases, challenges and opportunities in the patent, trademark, and copyright domains, the importance of legal events participation, and the possible consequences of IP in the metaverse.

LEADERS LEAGUE: You have been practicing IP law with a focus on IP litigation since 2003. What has been your most groundbreaking case to date?

Irina Ozolina: It's really difficult to sort out only one. Since 2003, the IP litigation practice has been developing rapidly. After 2013, the IP Court was established in Russia, which tremendously changed the level of expertise in IP litigation. Then, the Supreme Arbitration Court was substituted by the Economical Panel of the Supreme Court – and every stage brought its own groundbreaking case for our team.

Of course, most of the cases I'm not handling alone. Dr. Alexey Zalesov has the highest level of expertise in patent disputes and is now a managing partner at our firm. Additionally, we have Maria Makhlina, who heads our Patent Department. Both are always very supportive.

Many of our mutual cases were considered ground-breaking: the first case on infringement of a pharmaceutical patent for a new application of untiol, the first case on the compensation of moral harm for a patent infringement – both in the early 2000s, the first two cases on the standard essential patent in 2012 – 2014, the first case on infringement of a three-dimensional trademark, where the shape of the product was imitating the trademark, in 2008. We were the first to appeal the analog of a supplementary protection certificate before the IP Court since the patent protection was prolonged due to the marketing authorization (which was not the first).

The most important cases were managed on behalf of major multinational companies, but my personal best is the one I handled for a Russian regional manufacturer of municipal equipment. It was a case about

patent infringement, and I was representing a defendant. I managed to prove to the court the lack of equivalency, despite the fact that the expert nominated by the court found equivalency, in other words, patent infringement. It was one of the first cases where the judge took a decision contrary to the findings of an expert thus giving the judge's own argumentations about equivalency.

You represent clients in matters of patent, trademark, and copyright enforcement. What are some current opportunities in the IP sector?

IP enforcement is really effective in Russia. Court prohibition is allowed in trademark and patent cases, but monetary compensations are much higher in trademark and copyright cases because of the differences in the ways of their calculations. I do not see that anything has changed in 2022 in comparison to 2021 or earlier, at least for our clients. The courts tend to satisfy IP claims, and I do not see any changes depending on the place of residence of the claimant.

There were a lot of rumors and talks that IP protection was canceled in my jurisdiction, but in fact, real amendments touched only a very specific article about compulsory licensing for the state needs (the article is quite old, but only two licenses have ever been granted) and parallel importation. Some brands and some types of goods are now allowed for parallel importation, provided that they are legally sold by the trademark owner somewhere in the world. One odd court decision about Peppa Pig, which made a lot of noise, was overruled, but we didn't witness anything similar in other cases.

You are an active speaker for a variety of IP events in Russia. Tell us more about your past speakership experiences and why event participation is important to the legal community.

I would sort out three main types of events I'm participating in as a speaker:

- Events for different industries, where I speak about IP law to businesses
- Practical legal events with IP lawyers and general lawyers, where we discuss IP issues among colleagues, mostly from a practical point of view
- Academic legal events, where the basics of IP laws can be discussed, and some new concepts worked out and suggested

During the past calendar year, our firm was deeply involved in the preparation of the Russian Patent Congress with more than 1,000 participants, and our partner Maria Makhlina and I organized and moderated a round table devoted to IP in Fashion. We managed to gather designers, clothing manufacturers, organizers of fashion exhibitions, and representatives of the Russian and Eurasian patent offices.

In April, I returned from a Baltic Legal Forum, where I spoke about recent court practices related to parallel imports regulation, and almost immediately after that, I took part in a Congress on the International Private Law organized by the Moscow State Academy of Law. At this event, I was invited to discuss the legal issues of multinational inventions.

The same is done by my partners. For example, Alexey Zalesov is frequently invited to speak about patent disputes in the pharma field.

These events give us a better overview of recent legal developments and help to work out joint opinions with colleagues and regulators, such as RU PTO and the Eurasian Patent Office, to make our IP system protection better.

You have served as the Executive Secretary to the Russian National Group of AIPPI since 2014. How has this affected your professional experience as an attorney?

First, involvement in the substantial work of AIPPI (preparing submissions on Study Questions for the next congress and working in the discussion of Resolutions) gives a very wide overview of different legal concepts in difficult IP issues. For example, when there is a minor difference in the legal concept of the same issue in your

jurisdiction and another jurisdiction, you can foresee your foreign client's needs and challenges in IP protection, and then offer them the best solutions in advance.

This is, of course, a great opportunity for cross-border work with IP colleagues, and it's really impossible to overestimate. It's also a mutual exchange of opinions and teamwork within the national group, which helps to constantly be on top of IP developments.

What are some types of unfair behavior, such as law evasion, you are witnessing in the market and how do you combat this on behalf of your clients?

Unfair behavior in IP is the same all over the world, and I do not think that my jurisdiction has some specialties on this. Dating back to the late 90s – early 2000s, trademark and patent squatting (registration of foreign trademarks and patents not protected in Russia, in the name of NPEs or even competitors) became a real challenge for the Russian IP system. But the court and administrative practice managed to cope with this, and then the amendments of the laws were introduced, which limited possibilities of this unfair behavior. For example, one of the first patent cases when our clients faced such squatting was based on unfair patenting of a device as a utility model. It is important to note that before 2015 in Russia a utility model was considered novel if it was not known by publications worldwide, or from open use in Russia (relative worldwide novelty). Since open use abroad was not considered a bar to novelty, it triggered unfair market players to patent minor technical amendments of competitors, and then prevent competitors from importing these modifications into Russia. After a row of quite famous cases, the law was amended, and now utility model patents should have a worldwide novelty.

We also have a wide number of rules of laws to prevent this type of behavior from both sides. For example, unfair trademark registration can be challenged before RU PTO as a registration misleading consumers, or before Russian Antimonopoly Service as an unfair competition behavior.

Establishing the IP Court and bringing invalidation and infringement cases to this court (the IP Court is a cassation instance for infringement cases) does not allow the parties to play with a different con-

struction of patent claims or trademark scope of protection in these two types of dispute, which was possible before due to the bifurcated system used in Russia.

At the same time, we witness some worrying lacunes in the laws and court practice, thus allowing some to evade the law from time to time. Now, there's no stable concept of permitted descriptive use of a trademark and no clear court test for equivalency in patent disputes. There are also still other issues that allow unfair behavior of rightful owners and their counterparts. However, the practice is still developing.

What are your thoughts on the implementation of trademarks and copyright in the metaverse?

In my opinion, no matter what instruments humanity creates, the law is supposed to structure and govern relationships between people, and the basics of these relationships still remain the same. For example, trademarks are used to distinct one source of goods or services from all the others, and in the metaverse, they still will be used for the same purpose. If the idea of the metaverse is going to be implemented as it is intended, and it becomes an integral part of our life, trademarks in the metaverse and in real life will be perceived by the same consumers, and consumers should not be misled. Therefore, the principles of trademark law for the metaverse should be the same as the principles of trademark law in real life. The most important impact will be in definitions: what should be meant by "goods"? What does it mean to "place a trademark on goods"? Obviously, placing a trademark on some good in the metaverse is an illusion created by software means. Who will be considered an infringer if a trademark is "placed" on goods in the metaverse? I'm sure all these matters will sooner or later be solved by national court practices or even by minor amendments to the current laws (or may be based on international conventions devoted to the digital world). However, based on the current principles of IP law, no revolution is needed. It will be more or less the same with copyrights, but we should also keep in mind that the metaverse itself will be copyrighted to some extent (as a software), and there should not be any confusion on this point. ♦

I have no doubt that we may soon be witnessing a new industrial revolution



Interview with
JOÃO DE TRAVASSOS
 Partner
**TRAVASSOS,
 ALBUQUERQUE
 & ASSOCIADOS**

"We study and are always learning to keep up with the fast pace of innovation. We have a culture of constant training in our office"

João de Travassos, Partner, Travassos, Albuquerque & Associados discusses the need for continual training and learning in technology, the complexity of contracts related to ERP systems, and the importance of transmitting legal certainty in emerging technology.

LEADERS LEAGUE: How do you advise clients on drafting and negotiating contracts related to ERP systems, such as software licenses, maintenance agreements, and service level agreements?

João de Travassos: The answer involves a multitude of issues for each of the aforementioned contractual realities. A software licensing contract has a greater focus on the protection of use, whether in terms of guaranteeing the protection of the creator's intellectual right, but which may have added a set of services, whether cloud or on-premises, which in turn can invariably have aggregated a service level agreement. A software implementation contract, on the other hand, invariably has a licensing contract attached, and may or may not also have a maintenance component, which may also have a service level agreement. This reality can even be exponentiated when other modules and components are added to the ERP in question, including software, and they can also follow the mentioned contractual path. This is a complex legal reality that requires an effort to make it simple, but essentially to be adequate and adaptable. This is always our concern: clarify the terms and assert contractual adequacy to its object and

the legal position of the client in the business, whether who acquires the solution, who distributes it, who implements it, or who manufactures it. What we usually witness is, unfortunately, the opposite, whether working on a national or international level. This lack of adequacy, often complete absence, based on the widespread standardization of drafts, raises a number of problems, not only with regard to the specificities of the law applicable in each legal system (just look at the profound differences between the Anglo-Saxon and the Roman-Germanic systems), as well as the specificities of the contractual object, such as the contractual subjects, which is completely counterproductive, as we cannot have a standard contract when we want customized software.

How do you ensure that your clients' ERP contracts are in compliance with applicable laws and regulations, such as GDPR and consumer's law?

Depending on the ERP, the applicable laws and regulations are different, depending specifically on the business area for which the ERP is designed or developed. This is the wonder of working with the legal component of the software. Software is present



in our lives everywhere, for everything. This multiplicity of solutions necessarily involves a multiplicity of legal and regulatory situations for which we must attend. ERP is no exception. For example, an invoicing ERP necessarily has a large component of compliance with tax regulations, including a certification process with the authorities. In an ERP for human resources management, the adequacy component, in addition to tax, is labor, and of course, as stated, GDPR. It always involves a case-by-case analysis and an adaptation study of the computer system that we are working with. But this adaptation is constant because legislative updates are constant. Most of the technological updates of an ERP are due to legislative changes. That's the challenge.

How do you handle the fast pace of innovation in the technology sector and the protection of your clients' rights?

We study and are always learning to keep up with the fast pace of innovation. We have a culture of constant training in our office. The youth of the entire team also give us a predisposition to better navigate these matters. We have this learning experience with our clients as we learn a lot from them. It is mandatory to know the systems from a technical-computer point of view, to be able to apply the technical-legal component. The constant evolution is an exciting challenge.

How do you help clients navigate the legal and ethical considerations involved in emerging technologies, such as AI, blockchain, and others?

Our goal is to transmit legal certainty to the situations presented to us. This process also involves a process of demystifying ideas whose specific legal framework is (still) non-existent. Based on what already exists, we extend it to these new solutions. However, not all emerging technologies are (yet) eligible and not all are good or revolu-

tionary. Not everything that is fashionable is necessarily good or useful. Only a greater degree of maturity of some solutions will decisively influence a legislative production that harmonizes them with the legal systems, and necessarily with the moral and ethical principles that underlie them. This is the case with AI. I have no doubt that we may soon be witnessing a new industrial revolution, but with an even greater impact than this one. This path, although quicker than in the past – also a result of technology – is not done overnight, it is done in an empirical way and with systemic adequacy. By doing so, we will succeed and we will make the most of its advantages, in a cross-cutting way, and not just sectoral. ♦

The use of health-related AI will conflict with the law



Interview with

FRANCISCO J. (KIKO) CARRIÓN

Partner in the Litigation and Intellectual Property Department

EVERSHEDS SUTHERLAND

Francisco J. (Kiko) Carrión, Partner in the Litigation and Intellectual Property Department at Eversheds Sutherland, talks about the reforms in Spanish Pharma Law and examines the effects of attribution of responsibility of healthcare professionals due to new technology development such as AI.

LEADERS LEAGUE: What new developments have you seen in the healthcare industry over the last year?

Francisco J. (Kiko) Carrión: The main novelty in this regard is the entry into force of the Royal Decree 192/2023, regulating medical devices, which became effective on March 21. This Royal Decree, which replaces those in force since 2019, adapts the national regulations on medical devices according to what is dictated by the European Union Regulation, that's been in force since 2021.

Also, it is important to mention the Agreement on a Unified Patent Court (UPC) that entered into force in March 2023. The Unified Patent Court (UPC) will officially open for business on June 1, 2023. The UPC provides proprietors with a means of avoiding the high costs and risk and complexity associated with multiple litigation in different jurisdictions. Its specialized and highly qualified judges will establish harmonized case law and increase legal certainty. So far, all EU Member States

except Croatia, Poland and Spain have adhered the Agreement.

How will the reform of the Pharma Law impact Spain?

This reform presents important changes and regulatory developments in relation to the legislation governing pharmaceutical laboratories and healthcare. In Spain, the Ministry of Health has proposed three laws and three regulations, including the modification of the law on guarantees of medicines and medical devices (The Medicines and Medical Devices Act), the decree on pricing, and the decree on the assessment of health technologies. In addition, as a result of this reform, Spain is also planning to make substantial changes in the early access to drugs - before and after the corresponding marketing authorization - in order to establish and guarantee rapid decision-making procedures for drugs that offer the greatest potential for improvement as well as mechanisms to manage uncertainty in access to financing and price.

"Pharmaceutical labs are now in disputes over patent infringement of COVID vaccines"



As AI and other technology tools are advancing in the healthcare industry, how does that impact clients from a legal perspective?

As innovations in artificial intelligence (AI) evolve, healthcare professionals from multiple disciplines are expressing their concern about AI as it relates to healthcare, since legal responses will likely be required to ensure necessary protections for patients. Hasty adoption of these systems may result in errors by healthcare professionals and cause harm to patients if they are used directly as substitutes for personal care. This harm could result in a significant number of patient complaints.

The use of health-related AI will conflict with the law in a number of ways, and it will be necessary to consider, for example, whether medical device regulation, medical malpractice laws, product liability laws, and professional self-regulation and accreditation will adequately address the possibility of error by AI. In this regard, how liability should be attributed between healthcare professionals and AI developers and manufacturers will need to be considered.

What have been the most challenging IP disputes?

After several years of a global pandemic due to COVID-19 that was finally brought under control by investment in vaccine research, pharmaceutical labs are now in disputes over patent infringement of COVID vaccines.

Moderna sued Pfizer and BioNTech for infringing patents Moderna filed between 2010 and 2016 on its mRNA technology. Moderna filed its own lawsuit over Pfizer and BioNTech's Comirnaty vaccine, seeking damages for alleged infringement of its patents. Pfizer, BioNTech and Moderna are also litigating in Germany, the Netherlands and the United States. Pfizer and BioN-

Tech are in counterclaims proceedings in the United States and, in parallel, all three companies are involved in U.S. patent disputes with other companies over vaccines. CureVac, which also develops mRNA technology, is involved in patent lawsuits with Pfizer and BioNTech in Germany and the United States, as well as in the High Court in London, where a trial is expected to take place in July 2024. ♦

"Hasty adoption of AI systems may result in errors by healthcare professionals and cause harm to patients if they are used directly as substitutes for personal care"

We are extremely sensitive to innovation and to new initiatives



Interview with
ENRICA ACUTO JACOBACCI
 Deputy Chair and Managing Director
JACOBACCI & PARTNERS

"Our concept of sustainability not only includes environmental sustainability, but above all, attracting and retaining our future and current talent"

Enrica Acuto Jacobacci, Deputy Chair and Managing Director of Jacobacci & Partners, discusses the firm's response to the influence of groundbreaking innovations and emerging technologies as well as the core values of the firm.

LEADERS LEAGUE: Given the growth of the firm, what is biggest goal you have set for the upcoming year?

Enrica Acuto Jacobacci: Innovation is key in the IP market. Jacobacci & Partners is consistently investing in the process of digital transformation and sustainability. We are extremely sensitive to innovation and to new initiatives: for example, we have created a new branch of digital services and online brand protection to comply more effectively with new clients' needs to be safe on the internet and on social media. Our team consists of experienced professionals who specialize in computer science, marketing, and telecommunications and who have backgrounds in various international societies, in addition to experience in cyber-security innovation and research. Using the most advanced technology on the international stage, we take prompt action to resolve or to minimize online problems and to provide optimum solutions in digital marketing of trademarks and online promotion.

What are the core values and missions of Jacobacci, and how do you ensure that they are reflected in the work that you do, given the changes the firm has experienced?

The company's strength lies in its committed staff of over 400 people, whose experience allows us to manage every single aspect of our work with clarity and efficiency. Right from the start, Jacobacci & Partners distinguished itself through the high quality of its professional and innovative approach, working closely with its clients.

Each and every one of our clients can rely on our vast wealth of knowledge and well-established global network. The results achieved by Jacobacci & Partners on behalf of its clients' stem from best practices, specialized expertise in all the sectors where the company operates, and from the

commitment of registered patent professionals, all provided with a specific legal or scientific competence and a particular focus on innovation, electronic, new materials and biotechnology.

How do you see the legal industry, in the IP market specifically, evolving over the next couple of years, and what steps is your firm taking to prepare for these changes?

IP has evolved a lot in recent years and the pandemic has also favoured these changes. We don't just deal with companies in our industry but have for years been pursuing issues that affect all companies and many of our clients. So, topics such as ESG are an integral part of our strategy, whereby the topic of sustainability is not only environmental but also growth with people in mind, all with an eye on sustainable future generations in the way we do business.

Our concept of sustainability not only includes environmental sustainability, but above all, attracting and retaining our future and current talent by offering them a stimulating, engaging and motivating working environment. To do this, it is important to have governance that is able to define strategies to pursue over time despite the uncertainties of the market in which we operate.

Could you tell us about the notable achievements or milestones your law firm has accomplished over the past year?

In addition to being at the top of all industry benchmarks, i.e. MIP, Forbes, etc., we are happy to have been certified as a Great Place to Work company.

Our code of ethics, regularly updated respecting and enhancing the concept of diversity, states that all of the group's activities must be carried out in compliance with the law and in a framework of fair competition, with honesty, integrity, ac-

curacy and good faith, in accordance with the legitimate interests of customers, employees, commercial and financial partners and communities in which the group participates through its activities.

Among the achievements of these last few years, we chose to become the ambassador company of the second and third edition of the Ingenio al Femminile Thesis Award in 2022 and 2023, organized by the National Council of Engineers with the collaboration of Cesop Communication. This award aims to enhance the profile of the technical field graduate and intends to reward the best engineering dissertation.

Numerous corporate social initiatives have been set up in view of a company policy that harmonizes economic objectives with the social and environmental ones of the reference territory, with the aim of preserving the environmental, social and human heritage for present and future generations.

What differentiates Jacobacci from other IP firms?

Jacobacci & Partners stands as a gold standard in Italy for its professional competences, its team and its infrastructure. All this is reflected in our clients' prestige and the overall numbers and dimension of our business.

Given the many offices the firm has across Europe, how do you ensure that your clients' intellectual property rights are protected across different jurisdictions and cultural backgrounds?

In addition to the countries where we have a direct presence with our offices in Europe, as an acknowledged leader in an industry which globalised a long time ago, Jacobacci & Partners has increased its presence all over the world with a network of qualified correspondents. Clients can, therefore, be sure that they are safeguarded to the fullest extent possible, from protection to the enforcement and defence of their IP rights, be it for trademark counterfeiting, patent infringement or unfair competition. ♦

"It is important to have governance that is able to define strategies to pursue over time despite the uncertainties of the market"



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POSITIONING

De Clercq & Partners is your partner for personalized Intellectual Property protection and enforcement. We have extensive experience in assisting clients in building up, evaluating and maintaining a relevant intellectual property portfolio which will both maximize your company's competitive advantage as well as ensuring optimal use of intellectual property assets.

Based on the concrete needs of each client, our services may extend from assisting in addressing specific intellectual property issues, to ensuring the complete development of an intellectual property strategy. Where necessary, we help our clients to understand and feel comfortable with all aspects of intellectual property processes and their requirements. We aim to give our clients complete peace of mind in relation to all intellectual property issues and strive to provide advice tailored to clients' specific requirements.

The firm thrives on a highly specialized and experienced group of over forty enthusiastic experts. Our attorneys have strong academic and technological credentials with PhD degrees in science and/or LL.M. degrees in intellectual property law. The combination of high level scientific skills and strong expertise in IP law enables us to provide you with the highest standards of service in all aspects of IP practice in Belgium, Europe and across the globe at a very competitive price. Thanks to the international diversity of our professionals, we can offer our services in at least 7 different languages.

BUSINESS

Patent

- Identifying optimal protection strategy
- Developing an appropriate IP portfolio, tailored to the product and market with a clear view on costs involved
- Advising on tax benefits related to innovation income in Belgium
- Providing strategic advice on the acquisition, maintenance, exploitation and valuation of IP as part of the company's overall business strategy
- Drafting, filing and prosecution of Belgian, European and PCT patent applications
- Validations of European patents in Belgium
- Oppositions and appeal proceedings before the EPO
- Conducting oral proceedings before the EPO in examination and opposition
- Filing and prosecuting SPCs in Belgium and advising on SPCs in general
- Legal IP advice on Belgian Patents
- IP litigation
- Opinions regarding patentability, freedom-to-operate, infringement and validity of intellectual property rights
- IP due diligence
- Drafting of technology transfer, licensing, confidentiality and related agreements
- General strategic and legal advice in IP matters

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POSITIONING

Created in 2009, Tripoz is a human-sized firm of Industrial Property Attorneys that offers its clients a high value-added service in all areas of Industrial Property, from the protection of intangible assets to their defense in case of infringement and/or unfair competition, including their valuation.

The firm is located between the Rhône and Saône rivers, in the heart of the Lyon Confluence district.

The patent team, headed by Inès Tripoz, is composed of engineers specialized in chemistry, pharmacy, biology and/or cosmetics.

The Trademarks and Contracts department, supervised by Benjamin Dubuis, completes the firm's field of expertise for the benefit of its clients with a constant concern for quality and responsiveness.

The firm stands out for its specialization in litigation and the support of highly innovative SMEs in their international development strategy and is particularly involved in litigation concerning generic drugs and cosmetic products.

The commitment of the team and its specialization allows the firm to adapt and respond to the most demanding requirements imposed in the highly competitive fields of the health products and cosmetics industries.

BUSINESS

Acquisition of rights

- Patent registration (France, Europe and International),
- Patent examination procedures,
- Trademark, design and model registration,
- Domain names

Exercise of Rights

- Searches, studies, consultations, contracts,
- Oppositions, litigation, management of disputes,
- Protection of inventors' rights,
- Audits,
- Assistance in decision making,
- Advice to start-ups, assistance in raising funds.

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Vanessa Darbouret



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POSITIONING

The future of any industrial firm is dependent upon its creativity and its ability to serve sophisticated, evolving needs of global markets. Nowadays there is no growth without innovation. Intellectual property rights are powerful tools in support of strategic development.

Innovation raises complex strategic and legal issues: obtaining the most efficient protection at a reasonable price, creating economic value through IP rights and knowhow, avoiding infringement of third party IP rights, resolving conflicts related to IP rights in the most efficient way.

Development costs are so high that an early assessment of the future right to practice is of paramount importance prior to deciding to allocate major resources. Appropriate protection strategies must be designed at an early stage in the innovation process.

IXAS Conseil provides a synthesis of legal accuracy and strategic thinking. IP assets are viewed as business assets which need, directly or indirectly, to generate a competitive advantage to their owner, and to create value.

IXAS Conseil is admitted to represent directly before the EPO, EUIPO, INPI (France) and DPMA (Germany), and can work directly in English, French and German for patent drafting, legal counseling and negotiations as well as for oral proceedings. For court litigation we cooperate with the attorneys-at-law chosen by the client or with a limited number of specialized attorneys selected by us, ensuring premium litigation service at a reasonable price.

OFFICES

- Lyon (Head office)
- Marseille
- Paris
- Besançon

BUSINESS

Intellectual Property Rights

- Patents : prior art search, right-to-use studies, filing and prosecution of patent applications, post-grant procedures (in English, German and French languages)
- Trademarks, domain names : trademark clearance search, filing prosecution and registration of applications, opposition and appeal proceedings
- Design protection and copyrights
- Technical watch, surveys and monitoring (state of the art, freedom to operate, areas of patentability)
- Identification and analysis of the scope of third party rights

Strategic and legal counseling

- Strategic analysis of IP related aspects of innovation, due diligence audits
- Audit, assessment, management and development of intellectual property assets
- Formulation of strategy to obtain competitive advantage by means of legal protection (including patents, know-how and contracts)
- Technology transfer: Strategic analysis and legal implementation
- Litigation of IP rights (including alternative dispute resolution)
- Legal advice and counseling in the field of IP law (French, German and European law)

Intellectual Property training

German law in IP matters – Direct representation before the German Office (DPMA); direct representation before the Federal Patent Court

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noetar

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POSITIONING

Noetinger & Armando (N&A) provides expert advice to clients on patents, trademarks and IP litigation, as well as on other complex IP matters, Consumer Law, Dispute Resolutions and Complex Litigation.

The firm has been working in the Intellectual Property and Patent field for Argentina, and the entire Latin American Region, for more than 25 years. Throughout these years, it has developed a proven track record and a strong cross-border expertise in portfolio management.

This regional practice has enabled N&A to maximize the efficiency of their services and IP management. Clients benefit on the possibility of centralizing their patent, trademark and design portfolios thus to have a one contact person, a uniform approach on every matter and a consistent management of their portfolio in a very cost-efficient way. They also value partners and team members availability and the quality of their work, always focused on obtaining cost-efficient results.

Besides IP Prosecution, the firm has a very strong practice on enforcement and complex IP litigation cases in particular related with enforcement of IP rights, cancellation actions and nullity actions that came from different industries and implicated all types of IP rights. Many of them have become leading cases that are still considered by the Federal Courts when deciding in present cases.

More than legal advisors, Noetinger & Armando intends to be strategic partner for its clients accompanying them in a personalized way, in order to ensure an adequate knowledge of their needs and provide accurate and precise answers to every issue.

Noetinger & Armando's team includes lawyers, technicians and other professionals with a recognized track record in their respective areas of specialization. Committed to providing an excellent service to their clients, N&A is an innovative team working towards efficient results focused on customer needs and requirements

BUSINESS

- Industrial & Intellectual Property
- Trademarks
- Copyright
- Patents
- Data Protection
- New technologies
- Consumer Law
- Class Actions
- IP litigation
- Unfair Competition
- Anticounterfeiting Actions
- Publicity
- Entertainment Law
- Media
- Sports Law

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**Federico Augusto
Aulmann**



**Juan Martin
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POSITIONING

Founded in 1889, Obligado & Cia. has devoted itself actively to the protection of its clients' interests and rights for more than 130 years.

Professional integrity is our letter of introduction. Talent, creativity and determination are key factors that have developed our firm since its founding.

We are highly experienced, forward-looking, with sound knowledge in all aspects of Intellectual Property, from registration of rights and portfolio handling, to transactional IP work and complex litigation. Our teams are selected by a variety of clients, from individuals and emerging businesses to renowned multinational companies, in order to protect and enforce their most valuable IP assets.

Understanding clients' needs and providing quality services are essential in the current business world. And we know it.

Obligado & Cia. is one of the leading Intellectual Property firms in Argentina, a point of reference for Intellectual and Industrial Property rights. Our extensive experience supports our commitment.

BUSINESS

- Trademarks
- Patents
- Models & Designs
- Legal Department
- Internet domain names

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Daan De Jaeger



Kristof Zadora

POSITIONING

Monard Law is an independent full-service business law firm in Belgium.

Established more than 30 years ago, the firm currently includes over 110 lawyers forming multi-disciplinary sector teams. Our clientele ranges from private individuals, governmental authorities,

small or medium sized companies to major multinationals. We are recognized in the market for our pragmatic, no-nonsense approach coupled with a strong commitment to deliver concrete and pragmatic

solutions to help clients reach their objectives. We handle our clients' legal challenges at both local and cross-border levels. We collaborate closely with other standalone top-tier firms in their respective local markets allowing us to bring a seamless service to our clients.

The firm also embraces and collaborates on a myriad of innovative technological solutions for the legal and commercial practice, such as contract management and drafting services, innovative billing solutions and many other pilot projects and legal tech associations.

Monard Law has partnered up with KBC Bank as its go-to legal partner, through the firm's collaboration under the KBC Start-It program and presence on the KBC Banking App. Clients are able to obtain tailor-made legal advice simply via their banking app.

Monard Law has developed regional Chinese, French and Polish desks, which serve as knowledge hubs for clients' in- or outbound investments. During the COVID-19 pandemic, the firm started a COVID-19 helpdesk service, which was highly praised and even recommended by the Belgian government.

BUSINESS

- Administrative Law
- Banking, Finance & Capital Markets
- Commercial/Contract
- Corporate
- Data Protection / Privacy
- Dispute Resolution / Arbitration, Mediation
- Environment
- Fraud, White-Collar Crime
- Government Relations and Public Affairs
- Insolvency
- IP, TMT
- IT
- Employment & Pensions
- Insurance
- M&A, Private Equity
- Construction / PPP
- Private Estates
- Real Estate
- Tax
- Transport Law
- Competition Law
- Criminal law & defence in criminal cases
- Healthcare
- International Civil Service
- Non-profit Organizations & Trade Associations
- Media & Entertainment

OFFICES

- ANTWERP
- BRUSSELS
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POSITIONING

MVVP is an independent, full service business law firm located in Brussels. With a strong commercial tradition at MVVP, we are committed to offering high quality business law services at attractive rates. We distinguish ourselves with our pragmatic, results-driven approach and our commitment to understand the commercial interests of our clients.

We represent both Belgian and international clients in strategic advice, negotiations and transactions, as well as proceedings before the Belgian courts and European Union courts. Our clients range from start-ups, to medium-sized companies, to large multinational organizations. All our lawyers are fluent in English, French and Dutch, and the firm also works in German and Spanish.

Intellectual Property, Information Technology & Media

Our IP/IT & Media practice group is active in all matters related to the protection of creative works. Our services encompass advising on and litigating copyright, trademark and patent, databases, models and designs, as well as trade secrets, technology licensing and outsourcing of IT services, software, multimedia and telecom.

We are recognized for our extensive experience in the advertising sector where we act mainly for advertising agencies, in media law, and in the entertainment industry where we assist principally clients from the TV, the motion picture and the music sector as well as from the design sector.

Our team is also very active in data protection since many years; we advise clients on all issues related to data protection, and assist them in their GDPR-compliance processes. We also act as DPO for various clients.

Corporate and Tax

Our corporate team assists a broad range of clients – from international corporations to growing and start-up businesses – throughout their entire corporate life, from incorporation and setting-up businesses, financing their activities, to corporate governance and restructurings. Our team members have a large experience in local and international M&A work. We draft and negotiate merger, purchase and sale agreements in various forms and we assist our clients in setting up shareholder agreements and establishing joint ventures.

Our tax team advises both individuals and companies with regard to international and domestic issues of company tax, income tax and VAT. We also advise on special tax schemes for investment in the entertainment sector (tax shelter) and on tax treatment of IP-rights.

We represent our clients in filing applications for advance tax rulings, obtaining the special tax regime for foreign executives, and in tax litigation.

BUSINESS

- Commercial Law
- Corporate
- Employment and Social Security
- Environmental Law
- Finance
- Intellectual Property, Information Technology & Media
- Public Law
- Tax

SECTORS

- Consumer Goods
- Energy
- Food & Beverage
- Healthcare & Pharmaceuticals
- Media, Entertainment and Advertising
- Public Procurement
- Real Estate
- Sports & Leisure
- Technology

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Leo Peeters



Koen De Puydt

POSITIONING

Seeds of Law is a full-service law firm providing legal consultancy and advocacy. Our mission statement “All the flowers of tomorrow are in the seeds of today” is put into practice by our team every day.

We help businesses start up, and provide support during their operation, because this allows us to help entrepreneurs achieve their dreams.

We make a point of fully familiarising ourselves with our client’s company and sector, which allows us to strategically think together. Our client portfolio and expertise also range from small and medium sized enterprises up to listed companies and entrepreneurs, operating throughout the world and in a wide variety of sectors, as well as government services and other administrations.

By far, the most important value for Seeds of Law when it comes to human resources is inclusion, i.e. fairness and equality. That is why we keep working to maintain within our team diversity, cultural equality and gender equality.

The diversity we have achieved in our team allows us to better understand our customers and their concerns, to assist them in a broad array of matters and to offer services in 9 different languages.

Other core values for Seeds of Law are: trust, respect and integrity. We respect our clients and their (business) needs, but we also respect our teams and their professional needs and duties.

That is also how we build trust. As for integrity, we make sure to honour the ethics and morals of our stakeholders, clients, colleagues, partners and suppliers, in order to provide honest services and reach a high level of solidarity and always a win-win situation.

Seeds of Law also contributes to society in various ways. We support DiA positive (a project of the Bar of Brussels to stimulate diversity in the legal profession), the “Maggie-program” (that builds pop up schools around the world with maggie-shelters) and Make-a-Wish Belgium-Flanders by providing legal support for free.

Moreover, we work together on sustainable business which translates into paperless work, telework and the use of public transport.

Innovation, Technology

Seeds of Law’s intellectual property team is dedicated to protecting all clients’ creations. We understand that innovating ideas provide sustainability and growth for businesses and that intellectual property rights are some of their most valuable assets. Our IP-team has extensive experience in registering, protecting and enforcing intellectual property rights, in analysing and reducing IP-related legal risks and in advising on intellectual property transactions.

- IP portfolio management and strategy
- Registration of trademarks and trade names
- Protection of trademarks, patents, brand image, domain names, know-how, software, designs, models and other intellectual property rights from breaches and piracy
- Copyright infringement
- Trade secret protection and enforcement
- Analysis and reduction of IP-related legal risks
- Litigation in matters of infringement and violation of Intellectual Property rights

BUSINESS

- Corporate Law and M&A
- Commercial and Economic Law
- Insolvency Law
- Finance and Banking
- Employment Law
- Construction Law
- Real Estate, Renting and Co-ownership
- Liability and Insurance
- Administrative Law and Public Procurement
- Urbanism and Environmental Law
- IP - Data Protection Law
- Tax Law
- Litigation and Arbitration
- Sustainability
- Sports Law
- Art Law

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POSITIONING

Established by Gaston Landivar Iturricha in 1962, Landívar & Landívar is a pioneer in the field of Intellectual Property in Bolivia. Our international reputation was gained through a legal service very prominent in our area of expertise, as well as an excellent professional team.

Our firm has grown, adding new experts in different areas of Intellectual Property and Corporate Law, with the aim of offering our customers a plus in every field of our work.

Our offer has evolved into a chain of Corporate Legal Services and Integral Consulting, aiming to guide entrepreneurs and national and international entrepreneurs to success in their activities.

Landívar & Landívar focuses on personalized service to each of its customers, constantly modernizing to maintain a dynamic and organized information to allow faster and more effective responses.

BUSINESS

- Intellectual Property
- Patent and Utility Models
- Designs and Trade Secrets
- Trademarks and Service
- Names and Slogans
- Web Domains
- Renovations, Annuities
- Changes of Name and Address
- Transfers, Mergers
- Oppositions and Defenses
- Administrative Resources
- Annulments, Cancellations

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POSITIONING

Backed by an experienced team with outstanding academic and professional know-how, b/luz is Brazil's full-service legal powerhouse for innovative, cutting-edge, tech-based businesses.

We are a complete firm for the media, technology, and innovation sectors, and large companies that engage us to help their digital transformation paths. We are also proud to work with more than half of the Brazilian unicorn startups and, simultaneously, with more than 30 public companies.

Our Data Protection, Media, Tech Transactions, Venture Capital, and Fintech practices specialize in advising complex transactions involving the most innovative, cutting-edge businesses in Brazil and have been recognized by important publications and clients as a reference and guiding light to the sector.

In Data Protection, we stand out as one of the most experienced teams in Brazil, having worked with over a hundred different compliance programs in the last two years. In Media, Advertising & Entertainment, we are one of the digital media trailblazers in Brazil, being the most requested law firm in the sector.

Venture Capital is also one of our most renowned practices, with more than 80 transactions each year, also helping startups growth path through our full-service approach. Finally, our Fintech practice has a long experience in complex deals and structures, and we also set up a specific practice for Crypto Economy challenges.

Our portfolio and track record also include advising startup associations in their public policy initiatives and helping foreign startups set up their business in Brazil with all legal certainty. We also support large public companies in their R&D challenges, being on the frontline of the most advanced trends in the industry, such as gaming, crypto economy, and virtual realities.

BUSINESS

- IP & Tech Transactions
- Startups, Innovation & Venture Capital
- Media, Advertising & Entertainment
- Tech Regulation

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Tiago Moura



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POSITIONING

BVA - Barreto Veiga Advogados is a Brazilian law firm with a unique service profile, being one of the few Brazilian firms focused on the middle market, while also serving large national and foreign corporations.

The client list includes foreign and national companies listed in Fortune 500, NYSE, Nasdaq and B3 (the Brazilian stock exchange), as well as many other companies from over 70 countries. BVA Advogados is one of the most recognized law firms, included in Leaders League, for matters related to M&A, Venture Capital, Private Equity, Startups, Tech and Innovation, Corporate Law and Intellectual Property, having straight ties with technology, internet, mobile, software and hardware (including VC's, investment funds, and angel investors). The firm is also considered a transactional powerhouse and a leading law firm in Venture Capital and M&A in Brazil with more than 200 transactions, adding up to more than R\$ 6.7 billion.

BVA Advogados also assists several foreign law firms doing business for their clients in Brazil, as well as Brazilian companies doing business abroad, mostly in Europe, the Americas and Asia.

The firm is well-known for its legal services that provide clear and objective solutions, focused on getting the deal and results, whether for simple or complex matters, allowing secure decisions when doing business, even facing the complex legal framework from Brazil. To provide such solutions, BVA Advogados team is comprised of experienced, talented, creative and diligent professionals.

BUSINESS

- M&A, Private Equity and Venture Capital
- Corporate Law
- Privacy & Data Protection
- Contracts
- ADR, Contentious & Dispute Resolution
- Secondment & Legal Ops
- Labor & Social Security
- Investment Funds, Fundraising & DCMs
- Environmental, Social & Governance
- Wealth Planning
- Banking & Capital Markets
- Digital Law & Information Technology
- Intellectual Property & Adlaw
- Tax
- Legal Due Diligence
- Timberland Investment & Cross-Border Transactions

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Carmen Tiburcio



Eduardo Nunez



Márcio Reis



**Kostantinos
Andreopoulos**



Irapuã Santana

POSITIONING

We are recognized for being a leader in strategic law solutions, especially at higher courts. Our team manages broad experience and technical expertise to meet the specific requirements of each client. Many of our lawyers are law professors and well-renowned authors of books and articles on academic legal issues. Our unique proposition derives from the continual exchange between legal academia theory and law practice.

BFBM also provides advice on other spectrum of dispute resolution issues and acts on both judicial and administrative proceedings. It also works on regulatory, tax, labor, corporate, and public law litigation cases. The firm has specialized teams in banking, telecom, digital, data privacy and technology. It represents clients from a wide range of sectors, including oil and gas, transportation and infrastructure, food and beverage, insurance, and entertainment.

The firm has an outstanding reputation and focuses on customizing services by putting together the right team for each case, on amalgamating creativity, top quality professionalism, and experience in various industry sectors to fulfil the client's needs. The team frequently tackles the most complex cases for its client's portfolio.

Always in line with legal and ethical standards that rule the practice of law, BFBM keeps an up to date compliance program and has 4 formal Committees dedicated to our Society, that we are proud to work for the plurality, social inclusion, solidarity and well-being of our employees.

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BUSINESS

BFBM's primary practice is litigation, advising and representing clients before several courts and governmental agencies in Brazil, in cases related to private, corporate, and administrative law.

- Administrative & Regulatory Law
- Arbitration
- Banking
- Business Labor Law
- Data Protection and Compliance
- Digital & Technology
- Dispute Resolution
- Higher Courts
- Legislative Consulting
- Oil & Gas
- Tax
- Telecommunications

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- São Paulo

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Ana Paula Bialer

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 **POSITIONING**

BFA is a firm that specialises in legal and public policy advice. BFA was established in São Paulo in 2009 as a boutique firm to address the needs of stakeholders in the technology, media and telecommunications industries and has since then expanded to provide support in the privacy arena, as compliance spreads through all sectors. BFA provides not only legal but also regulatory and policy consulting services to key players in the telecommunications, media and internet industries, with outstanding results and a sizeable network. The firm also has offices in Brasília to ensure proximity with regulators, policy makers and a quick turn around for client's needs.

 **BUSINESS**

- Technology
- Telecommunications
- Audiovisual
- Data Protection and Information Security
- Corporate Law
- Government Affairs
- Intellectual Property
- Digital Law

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Caio Sanas



Matheus Henrique dos Santos

POSITIONING

Caio Sanas Law Firm combines innovation, technology and inter-disciplinarity for complex legal solutions for companies. Acting in the field of Business Law, especially in Corporate Law, Mergers and Acquisitions, Interlocution with public bodies (Consultation with the CVM, Central Bank, among others), Business Contracts, Credit Securities, Crisis Management and Regulation. The office assists companies that seek innovative and efficient solutions.

With the growth of the blockchain, cryptoassets, web3 market, the firm focuses on this market, without losing the dynamics and knowledge necessary to work for technology-based companies and other branches of the economy.

Our office assisted the National Congress in Brazil in drafting Law No. 14,478/22 which regulates the crypto market.

In addition, he advises the main national and international companies in the cryptoeconomy and fintechs sector, having carried out approximately 30 transactions in 2 years with venture capital in the sector.

The objective of the office is to help the crypto market develop with legal certainty for entrepreneurs and market participants.

BUSINESS

- Procedure at the Central Bank
- Procedure at the Securities and Exchange Commission
- Initial Coin Offering Structure
- Regulatory Arbitration
- White Paper
- Legal Opinion
- Public consultation at CVM
- Regulatory Sandbox
- Contracts
- M&A
- Venture Capital
- Corporate Strategy
- Business model assistance

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Filipe Starzynski



Juliana Sene Ikeda



Ana Caroline da Silva



Deborah Monnerat



Eugênia Liberman



Gabriela Diniz



Giulia Sokolowski Sgarioni



Liege Torques



Rafael Passos



Rafael Pereira



Thaisa Lencastre

POSITIONING

Campos Thomaz & Meirelles Advogados is a law firm focused on the technology industry, with a wide range of activities in various areas of law and providing top-notch legal services to national and international clients. The law firm works in transactional, regulatory, and litigation matters, offering unique expertise in topics such as regulation of new technologies, privacy and data protection, venture capital, mergers and acquisitions, corporate, fintech, tech transactions, public policy, law enforcement, in addition to regulatory topics such as artificial intelligence, social media, e-commerce, online services, telecommunications, information technology, and intellectual property. Campos Thomaz & Meirelles Advogados' representative clients are in the technology, banking and finance, and healthcare sectors.

After structuring the firm's governance with one of the best consulting firms in the market, the firm adopted a collaborative governance and management model between partners, applying the best practice in corporate governance used by first-tier law firms in the United States and Europe. This model promotes the multidisciplinary and joint work of professionals from various teams. For each client or subject matter, a team with the best expertise on the topic is allocated. Campos Thomaz & Meirelles Advogados' mission is to advise clients on strategic business decisions and compliance with legislation based on a business-oriented and assertive approach.

BUSINESS

- Technology and Digital Business
- Mergers and Acquisitions
- Venture Capital
- Privacy, Data Protection and Cybersecurity
- Fintechs, payment institutions and cryptocurrencies
- Secondment & Legal Department Outsourcing
- Intellectual Property
- Digital Litigation, Arbitration and Law Enforcement
- Life Sciences and Healthcare
- Public, Policy & Advocacy
- Contracts
- Tech Transactions
- Corporate
- Information Technology and Telecommunications
- Tax Planning
- Real Estate
- Family & Wealth Management
- Media and Entertainment
- Gaming, Gambling & E-sports
- Agriculture and food (Agritech)

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Fernanda Fernandes

POSITIONING

Denis Borges Barbosa Advogados is a boutique IP and business law firm. Since 1990s, the firm have been active in some of the most significant court and consulting cases regarding Intellectual Property and High Technology industries that were disputed during such period of time. Patents, trademarks, trade names, unfair competition, industrial designs, copyright, fashion law, trade secrets, plant variety protection, semiconductor chip registration, domain name issues: those are some of the most current legal problems in our daily practice.

The firm has Intellectual Property as a particular area of activity, either in litigation, advising clients for the best way of protecting their creations, helping the negotiation on licenses and development contracts, or just doing what the usual IP firm does: representing the client's interests before the Patent Office or other agencies. The firm is not, however, the usual IP Firm. There are times when the matter is to propose new legal thesis; in other cases, public contract law, patent basis. Sometimes the IP expertise is brought in to help the evaluation of a company, to support due diligence, or to propose strategic market approaches.

This combination of Business Law, Public Contract Law, expert litigation, Corporate Finance structuring and long-range competition goals is probably a valuable professional asset that gives our firm its particular character.

BUSINESS

- Patents Litigation and Prosecution
- Trademarks Litigation and Prosecution
- Design Model Litigation and Prosecution
- Copyright
- Software
- Fashion Law
- Trade Secret
- Plant Variety Protection
- Unfair Competition
- IP and Commercial Contracts
- Regulatory
- Antitrust

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Claudio Barbosa



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Nancy Caigawa



Patrícia Lopes



Priscila Kashiwabara



Rafael Lacaz



Ronaldo Varella



Rosane Tavares



Tatiana Silveira



Tarso Machado



Viviane Trojan

POSITIONING

FOR OVER 100 YEARS WE HAVE BEEN BUILDING THE FUTURE.

INNOVATORS BY NATURE, WE SEEK TO APPLY CREATIVITY AND MULTIDISCIPLINARY APPROACH TO VARIOUS PROJECTS.

We combine our knowledge and experience in various fields of intellectual property with a highly qualified team of partners, associates and IP specialists, further backed by a broad network of correspondent firms around the globe.

Together, we labor tirelessly to create personalized solutions that protect the innovations propelling the world forward. Because protecting your innovation requires continuous innovation on our side as well.

BUSINESS

- Anti-Piracy & Brand Protection
- Digital Anti-Piracy & License Compliance
- Biodiversity
- Litigation
- Plant Varieties
- Industrial Designs
- Copyrights
- Fashion Law
- Sports Law
- Digital Law
- Marketing & Entertainment Law
- Regulatory Law in the Health Area
- Geographical Indications
- Life Sciences
- Trademarks
- Patents
- Trade Secrets
- Technological Transfer, Licensing and Franchising

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Enrique Tello Hadad



Bibiana Peres

POSITIONING

Loeser e Hadad Advogados is a leading transactional and litigation law firm, founded in 1989, specializing in personalized services and innovative solutions. The firm represents clients in Brazil and abroad, and its international network of lawyers allows it to provide legal services in the face of complex globalization challenges.

The privacy and data protection team at Loeser e Hadad Advogados has extensive experience in data privacy and personal data protection related laws and regulations, including in the context of the Brazilian General Personal Data Protection Law (LGPD). The team's expertise comes from its relationships with companies, authorities, and lawmakers involved in the privacy and data protection debate. Moreover, the team has experience in personal data privacy projects across various markets, including retail, financial institutions, education, aviation, healthcare, insurance, technology, chemical industry, utilities, automotive, energy, among others.

This vast experience across multiple sectors allows Loeser e Hadad Advogados to provide personalized and tailored data protection services to meet each client's specific needs.

Furthermore, the firm invests in the digital upskilling of its professionals, offering training programs in cutting-edge technology to improve the efficiency and quality of its services.

BUSINESS

- Corporate
- Mergers & Acquisitions
- Tax
- Corporate Governance, Regulatory and Compliance
- Privacy and Data Protection
- Infrastructure
- Labor
- Civil
- Judicial and administrative litigation
- Contracts

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**Marianna Furtado de
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Ana Paula Brito

POSITIONING

A specialist in complex IP litigation, IP prosecution, and enforcement, Montaury Pimenta, Machado & Vieira de Mello is one of Brazil's top IP law firms, working across national and international markets. It offers technical expertise in the areas of electrical engineering, electronics, mechanical engineering, physics, life sciences and healthcare, biotechnology, chemicals and pharmaceuticals, software and computer sciences, telecommunications, and nanotechnology, with a strong patent litigation practice. Montaury's reputation for resolving disputes before the Brazilian IP courts is one of the firm's distinguishing features. The litigation practice is very active and combative, always focused on efficiency and obtaining results. The firm handles complex domestic and international patent litigation and counselling, with a high rate of successful decisions in federal and state courts.

The firm's ability to meet its client's needs and commitment to the issues brought to it, together with the high success rate in the cases handled, are undoubtedly the firm's core strengths. The firm has an integrated structure of correspondents throughout Brazil and abroad, providing local support and consequent agility and security to clients who demand services in other regions or countries. Its professionals are members of several national and international IP associations. This engagement ensures that the firm's professionals are always up to date with the practices adopted not only in Brazil but also abroad and in relation to current jurisprudence on the main issues of intellectual property in Brazil and in the world. This contributes to delivering effective services to clients.

Furthermore, the firm's life sciences practice has been steadily growing over the past few years. Apart from patent filings, prosecution, and litigation work, the team also provides prior art searches and freedom-to-operate reports. The life sciences department also offers consulting services about the protection of plant varieties encompassing all phases of the process, from the request for protection for plant varieties with the Ministry of Agriculture to the issuance of the plant variety protection certificate, as well as the maintenance of such protection. The head of the life sciences department, Gabriela Salerno, is the current chair of the Patent Committee of the Brazilian Intellectual Property Association. Roberto Vieira de Mello, one of the firm's founding partners, leads the patent team, which is made up of a large group of engineers, lawyers, and pharmacists.

BUSINESS

- Patents
- Utility Models
- Industrial Designs
- Freedom-to-Operate opinions
- Plant Varieties
- Patent Litigation
- IP Litigation
- Trademark Management
- Geographical Indications
- Copyright and Software
- Anti-piracy Programs
- Domain Name Disputes
- Digital Law
- Fashion Law
- Licensing
- Trade Dress
- Unfair Competition
- Advertising Law
- Life Sciences
- Payment of Annuities
- Patent Transactions;
- Patent Licensing; and
- Know-How Licensing

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**Fabio Renato
Vieira**



Emerson Drigo



Roberto Vasconcellos



**Daniel de Paiva
Gomes**



**Eduardo de Paiva
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POSITIONING

Vieira, Drigo, Vasconcellos e Paiva Gomes Advogados is focused on structuring, fostering and promoting business and productive activities (industry, commerce, services and digital economy). Our portfolio also extends to the non-profit sector, underlining our commitment to social and philanthropic endeavors. By providing measured legal guidance to aid in business planning, we aim to play a supportive role in our clients' ongoing development. Our team of interdisciplinary professionals strives to provide our clients with innovative, tailored, and high-quality solutions. This effort aligns with the core values that our firm holds dear: integrity, respect, ethics, responsibility, commitment, and transparency.

BUSINESS

Operating on both national and international fronts, we focus on preventive consulting and expertise in administrative and judicial litigation. We provide our clients a comprehensive array of services in numerous domains: Digital Law and Economy, Blockchain and Cryptocurrencies, Digital assets and Tokenization, E-Sports and Games, Mergers & Acquisitions and Capital Markets, Equity and Corporate Debt Issuance, Corporate Governance and Compliance, Corporate Law, Succession Planning, Family and Business Law, Tax Law, Civil Law, Contractual Law, Real Estate, and Agribusiness Law. Additionally, we offer assistance in International Law, Intellectual Property and Intangible Asset Management, as well as advisory and consulting for structuring operations in the Third Sector, including non-profit entities with social and philanthropic goals.

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Enrique Dellafiori



Mauro Dellafiori



Cristian Carril



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POSITIONING

Founded by Enrique Dellafiori in 1986, Dellafiori Abogados actively recognizes that Intellectual Property is a vital mechanism for Chile's progress, along with the need to protect innovations based on the creative capacity of individuals and society.

For over 35 years, the firm has been renowned for delivering a personalized, exclusive and efficient service with highly competitive rates. Our expertise in IP and IP related matters covers the food, pharmaceutical, automobile, wine, agriculture, technology and the fashion industries.

Dellafiori Abogados is dedicated solely to providing services in the area of Intellectual Property and Industrial Property in the broadest sense, including: trademarks, patents, drawings and industrial designs, utility models, copyright and related rights, trade secrets, Internet, contractual issues, new technologies, unfair competition, data protection and other related matters.

Dellafiori offers a wide range of IP protection and IP services around the world due to their broad correspondents network that has been fostered professionally for over 30 years. Therefore making it the law firm's conviction to endure as a competitive and reliable choice for its national and international clients regarding the surveillance of their Intellectual Property Assets.

Our firm strives on keeping a professional and healthy relationship with our clients. One of our firm's primary goals is to maintain a high level of client confidentiality, engage in transparent practices and deliver an efficient and superior legal service.

BUSINESS

- Brands
- Litigation
- Industrial Design
- Copyright
- Domain Names
- Patents & Design
- Consultations
- Contracts
- Infringement

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Claudio Magliona



Juan Pablo Montiel



Nicolás Yuraszeck



Giovanni Donati

POSITIONING

Magliona Abogados provides legal services of excellence both to local and multinational companies. We specialize in corporate matters, tax services, complex business litigation and finance structures, telecommunications, technology law, intellectual and industrial property and management of government relations and public policies, including, among others, corporate structuring, due diligence planning, mergers and acquisitions, financial assistance, syndicated loans, liability restructuring and leasing.

We are experts in licensing and software development agreements, technological platforms, franchises, data protection, computer crimes, distribution, production and financing of film and television.

The firm advises its clients in the registration of trademarks, patents and industrial designs, as well as in matters relating to copyright and the internet.

The protection of intellectual property is an area of special relevance for companies as they continue to expand and protect their technologies, brands, products, data and services.

Magliona Abogados is a leading firm in the Intellectual Property market, providing strategic, commercial and litigation advice in the area.

BUSINESS

- Intellectual Property
- Internet
- Data Protection
- TMT
- Trademarks
- Patents
- Industrial Designs
- Copyright
- Media & Entertainment
- Consumer Protection
- Venture Capital
- Banking & Finance
- Corporate / M&A
- Labour & Employment
- Litigation & Arbitration
- Public Law
- Real Estate
- Project Financing
- Engineering, Consulting and Related Services Agreement

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Antonio Marinovic



Luis Olmedo

POSITIONING

The Marinovic y Cia. law firm was founded by Antonio Marinovic in 1987 and its initial activity was the defense of the Intellectual and Industrial Property through the implementation of domestic Anti-Piracy Campaigns for different industries. As a consequence of their clients' needs, both Chilean and foreign, it currently offers a wide variety of legal counseling services, achieving domestic and international recognition for the excellency and high quality of its services.

The firm's main focus is the Intellectual and Industrial Property field, specifically, the protection of trademarks and copyrights for the most important industries in the world through the implementation of efficient, long term domestic anti-piracy campaigns.

Likewise, in order to provide a wider coverage for the needs of its clients, the firm has specialized in the administration of tax matters associated to the development of economic activities, both from natural and legal persons, foreign and domestic. For that purpose, it has a highly qualified team to face the challenges brought by new legislations.

BUSINESS

- Anti-piracy
- Trademarks Prosecution
- Patents Prosecution
- Lawsuits

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POSITIONING

Morando Legal is a law firm focused on serving people, small and medium-sized companies, both Chileans and foreigners.

Its origin has been determined by the need of our clients to have a range of comprehensive solutions to their diverse needs, which has effectively been materialized, achieving an adequate complementation of the diverse skills of its partners and, wisely combining the concepts that characterize us: experience and being avant-garde.

Morando Legal is currently present not only in Chile, but also in Spain, Argentina, Peru, Colombia, Panama, and Mexico.

The Firm is characterized by providing timely attention, aimed at delivering personalized solutions to its clients, which are analysed and designed according to each case, need or particular situation, providing legal advice of excellence and with exclusive dedication to its clients.

Morando Legal offers the elaboration of audits and constancy on web law and e-commerce, legal assistance on cyber-crime and electronic evidence, technological labour law, legal advice on governance matters, risk, and compliance, as well as the implementation of contractual and/or legal solutions in matters of copyright, data protection and processing, internet, technology transfer, etc.

BUSINESS

IP

- E-commerce
- Cyber Crime
- Computer Law
- Copyright
- Data Protection
- Innovation
- Internet
- Technology Transfer

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POSITIONING

Villaseca/Abogados aims to deliver a service of excellence in the field of intellectual property, promoting innovation and development of organizations through adequate protection and safeguarding their commercial identity.

In our more than 100 years of professional experience, we have distinguished ourselves by our commitment to national and foreign clients, attending to their needs in a timely and personalized manner, with a strict adherence to professional ethics.

We build long-term relationships with our clients and seek to add value to their businesses from an innovative view of intellectual property, which combines the value of our experience with a commitment to proof with the growth and sustainable development of companies, entrepreneurs and brands with whom we work with.

BUSINESS

• Industrial & Intellectual Property:

- Trademarks
- Patents
- Copyrights
- Enforcement of Rights and Disputes
- Innovation
- Vegetal Varieties
- Free Competition
- Licensing
- Franchising
- Technology Transfer Agreements
- Consumer Law

• Corporate:

- Consultancy in the Constitution and Modifications of Companies.
- Consultancy on Commercial and Financial Matters.
- Investments Funds
- Negotiations
- Contracts
- Consultancies to Directories
- M&A of Societies and Companies
- Investment Development
- Free Competition and Antitrust Law

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Camila Vásquez
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Entertainment Coordinator



Juan Martínez
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POSITIONING

THE FIRM: Founded in 2003, OlarteMoure is a highly specialized intellectual property, antitrust and unfair competition, and business law firm formed by recognized leaders in their fields and academic circles, that combine legal and technical expertise.

OlarteMoure strives to provide practical, proactive, and timely counsel that is based on comprehensive legal analysis and a thorough understanding of their clients' business environment, under a competitive pricing and cost structure, and all under a rewarding work environment that promotes and stimulates constant pro-professional development and excellence in client service. OlarteMoure has consolidated a regional IP practice throughout the Latin American region. Through a tight-knit alliance of local firms with outstanding relationships with the local IP office and impressive enforcement litigation experience, OlarteMoure is able to provide an unparalleled regional prosecution and litigation service.

Persevering in this mission has allowed OlarteMoure to quickly claim and maintain top-tier status as an IP and competition law firm in Colombia. In addition, it has grown sustainably and disruptively in many areas. For example, there are just a few firms that are pursuing legal tech initiatives and expanding their market intelligence practice to reach many of local and regional innovation clients. More recently, OlarteMoure launched a venture capital initiative. OMGrow's mission is to transform the Deep Tech ecosystem in LATAM through the acceleration and seed investment of science-based ventures to solve real problems in the market. Last year, OlarteMoure made its first seed investment in a biotech venture and accelerated two additional Deep Tech ventures in order to facilitate their capital raising and go-to-market strategy.

An important percentage of the firm's client base is represented by Global 100 companies in the TMT and R&D pharmaceutical industries. Other important category includes local universities and R&D centres. Rounding off the representative clients are local Colombian and regional companies in the finance, industrial manufacturing, transportation, retail and consumer goods industries.

In addition to its Bogotá office, the firm has offices in Medellín, Barranquilla, Bucaramanga and Cali. Olarte-Moure also has a representative office in Tokyo, Japan.

LANGUAGES: Spanish, English, French.

BUSINESS

- Patents
- Trademarks
- Innovation Protection & Technology Transfer
- Copyright and Entertainment Law
- Anticounterfeiting and Antipiracy
- Health Regulatory Law
- Antitrust
- Unfair Competition
- Corporate & Transaction
- Publicity & Consumer Protection Law
- Data Privacy
- Compliance
- Plant Variety Protection
- Litigation and ADR
- Legal Design
- Translation

OFFICES

- Bogotá
- Medellín
- Barranquilla
- Bucaramanga
- Cali
- Tokyo

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Tenorio**



**Gustavo Blanco
Pinto**



**Álvaro Valladares
Aldás**



**Lina Marcela Londoño
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POSITIONING

Vera Abogados was founded in 1972, to attend the legal needs of the business sector in the area of Intellectual Property. Currently the firm provides its services to all fields of the law.

The firm is a reference in the Andean community, it's partner of PRAGMA, International Network of Law Firms, and it's an authorized law firm to promote the Colombia Country Brand. Also, Vera Abogados is part of important international associations such as INTA, ASIPI, ABPI and ASPI.

The team is made up of specialized lawyers in each of the legal areas and expert multilingual professionals (Spanish, English and French) that respond with efficiency and competitiveness to the needs and demands of our customers around the world.

OFFICES

- Bogotá D.C., Colombia
- Quito, Ecuador

BUSINESS

- Trademarks
- Patents
- Copyrights
- New Technologies
- Industrial Designs
- Disloyal Competition
- Commercial Practices
- Domain Names
- Regulatory Law
- Community Law
- Administrative Law
- Tax Law
- Corporate Law
- Trademark Valuation
- Personal Data Policy
- Consumer Rights
- Foreign Investment

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José Luis Bazallo



Miguel Maldonado



Elías Barzallo

POSITIONING

BARZALLO Abogados is a law firm that specializes in traditional law, intellectual property, personal data protection, electronic commerce, information technology and telecommunications law.

Our fundamental objective is to offer services focused on total quality. The standards of BARZALLO Abogados are based around the constant training of its team members and efficiency in service, which are both basic characteristics of Legal practice.

The permanent use of technology in professional work, along with direct contact between our lawyers and our clients develop an ideal combination that allows for understanding the legal affairs more closely and allows for a timely response.

This dynamic and personalized service surpasses traditional consulting services and unites the emerging needs of a digital society. Electronic Commerce and the Internet have been constituted as a vital focal point for the economy in all countries, which in turn requires specialized legal consulting.

The experience of the team of lawyers at BARZALLO Abogados in the information technology and intellectual property field, dealing with international and national information, telecommunications, commerce and consumers has pushed them to the forefront of integral advisory services in our digital society.

BUSINESS

- Information technology law
- Telecommunication
- Intellectual property
- Antitrust law
- Corporate law
- Litigation law
- Public law
- Data Protection

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José Antonio Fabara



Daniel Castelo



Esteban Dávila



Andrés Becdach

POSITIONING

BUSTAMANTE FABARA INTELLECTUAL PROPERTY is renowned not only for the breadth of its team in all aspects related to intellectual property, but also for its professionalism, personalized service and accessibility. Our counsel is frequently sought after for its well-recognized litigation expertise in all intellectual property related matters, especially in cases associated with trademarks, patents, plant breeders' rights, copyrights and unfair competition. It has and relies on the most comprehensive private trademark application and registration database in Ecuador, which allows adequate and accurate management of its clients' portfolio, as well as to have direct and timely access to information for the defense of the interests of its clients.

The Firm is also recognized for having a robust and very experienced, active and professional multidisciplinary team (more than 25 professionals) specialized in the management and protection of trademarks, both locally and worldwide. The Firm also specializes in life science matters, patents preparation and prosecution, including engineering fields, such as bio-chemical, chemical, pharmaceutical, among other specialized areas, and is very well known for its relevant experience in technology transfer, negotiation and execution of license and franchising agreements, utility models, plant breeders' rights, e-commerce and data protection.

In 2023, José Antonio Fabara joined the Firm to reinforce our Intellectual Property practice, leading the Sports and Entertainment Law Department. He has more than 10 years of experience, focusing his practice in the areas of sports, entertainment, intellectual property and corporate law, and has a Master's Degree in Sports Law and Management granted by the Instituto Superior de Derecho y Economía (ISDE), located in Madrid, Spain.

BUSINESS

- Industrial Property: Trademarks and Patents
- Copyright and related rights
- Plant breeding rights
- New technologies
- Unfair competition
- Anticounterfitting
- Litigation and conflict resolution
- Life Science
- Data protection
- Sports and Entertainment Law

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international standards, local vanguard

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Maria Cecilia Romoleroux



Francisco Gallegos R.



Felipe Samaniego



Xavier Rosales



Ana Samudio



Rafael Serrano

POSITIONING

CorralRosales is a full-service law firm in Ecuador with over 40 years' experience advising national and international clients in a broad range of matters.

Xavier Rosales heads the firm, while Maria Cecilia Romoleroux and Francisco Gallegos co-head the IP department, all offering decades of experience in their respective areas.

In IP, we advise local firms and multinationals of all sizes, providing comprehensive portfolio management, strategies, and solutions to all of their IP challenges in Ecuador and throughout Latin America. We have for several years been the number one filer of both patents and trademarks in Ecuador.

The CorralRosales IP team has a significant litigation pedigree, handling some of the most contested matters affecting IP law in Ecuador in recent times, with a proven track record of successful outcomes.

We are considered an industry leader in the area of anti-counterfeiting, with a proactive approach to working with the relevant authorities seeking out counterfeits, conducting raids, and seizing goods. Our dedicated infringements and anti-counterfeiting team will litigate when necessary, obtaining criminal sentences where appropriate.

CorralRosales has the only full-time, full-service, in-house patent department in Ecuador, with a team of lawyers, engineers and technicians working on patent prosecution, enforcement and litigation. The patent department is led by Gabriel Kuri, widely considered to be the leading authority in this field.

We have the largest most comprehensive regulatory practice in Ecuador. Led by partner Felipe Samaniego, we advise clients not only on legal matters but on technical aspects as well. With a team of full-time in-house technicians, we are able to deftly navigate through the complex bureaucracy necessary to actually operate, advertise, market and sell in Ecuador. Our regulatory team also works closely with our IP department, making sure that all requirements for companies to get their goods and services to market are met with agility.

We also have significant strength in the media & entertainment fields, offering expert advice on securing permits and authorizations before the relevant entities. CorralRosales also represents clients in administrative procedures, relationship and regulatory management, and contract negotiation. Senior associate Ana Samudio is another key figure to our offering in this area.

Data protection is another key area; led by senior associate Rafael Serrano, we have advised and continue to train national and international companies on the effects of implementing national and international data protection legislation. CorralRosales is at the forefront of this fledgling legal area for Ecuador.

The key to our firm's achievements stem from our ability to promptly deliver the highest quality results that clients can depend on, with guaranteed response times, accuracy, and precision.

BUSINESS

- Trademarks
- Patents & Utility Models
- Industrial Designs
- Copyright
- Anti-counterfeiting
- Regulatory
- Technology
- Media
- Data Protection

OFFICES

- Quito
- Guayaquil

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Felipe Samaniego, Partner: felipe@corralrosales.com

Xavier Rosales, Partner - Head of Department Media & Entertainment

Ana Samudio, Associate - Media & Entertainment

Rafael Serrano, Associate - Data Protection

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Bruce Horowitz



Mónica Cortez



Verónica Chiriboga



**Ana Martina Romero
Cordero**

POSITIONING

As a global firm, we understand that innovation and technology are valuable assets that help our clients meet the constant market demands. In an increasingly competitive business environment, you can count on Dentons Paz Horowitz's Intellectual Property and/or Privacy and Cybersecurity and/or Technology team to deliver innovative, practical, and cost-effective legal services that will give your business a competitive edge.

As our client's strategic partners, we focus on protecting your investments, whether it's a new tech device, software, product, formula, brand, etc. Our Intellectual Property area is famous for its creative legal and consulting work, including the first sound brand registration in South America, the first recognition of an Ecuadorian Denomination of Origin, the first registration in the world of a Tactile Trademark, and the use of new criminal procedures in enforcing IP rights against pirates and counterfeiters.

To provide an outstanding experience to our clients, we offer an integral legal approach strategy to deliver the best solutions tailored to your business priorities and needs. Our service portfolio includes legal advice on innovation, patents, and technology transfer; software, cybersecurity, telecommunications, and data protection; trademark applications and trademark rights; as well as recognizing, protecting, and negotiating IP assets.

We are the first legal firm in the region that has an area focused on delivering innovation and technology transfer solutions services to help companies, universities, and entrepreneurs add value to their research and products. The area specializes in advising and supporting organizations to develop products with high added value using cutting edge technology.

Our Intellectual Property team has received international recognition as a leader in the field. This success stems from our meticulous involvement in registration processes and litigation, creative dispute resolution strategies, and clear communication with our clients.

BUSINESS

Our key services:

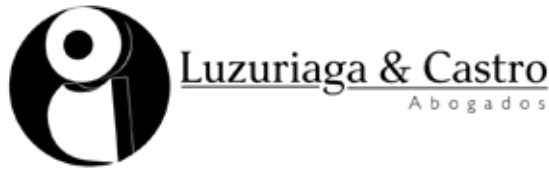
- Due Diligence, audits, and management of intellectual property assets.
- Watch service and Trademarks Portfolios management.
- Data protection and trade secrets.
- Structuring, design, and training in franchises.
- Licensing agreements.
- Drafting of management and technology transfer agreements.
- Legal Branding (working directly with marketing and design groups within the client companies to develop strong trademarks).
- Negotiation of IP assets with some jurisdictions.
- Analysis of patentability requirements.
- Patent drafting, Innovation analysis.
- State of the art search.
- Research analysis to lead to patent generation.
- Mentoring intellectual property issues.
- Feasibility analysis of innovations.
- Analysis of software protection, licenses, and data privacy in digital markets.
- Advise our clients at the launch of technological products and/or services in the country.

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Gonzalo Luzuriaga

POSITIONING

Luzuriaga & Castro Abogados is a pioneering law firm in the defense of intellectual property in Ecuador. Since its foundation at a time when IP protection was in its infancy and a pressing need, the firm has led several important initiatives in the country. For example, it has carried out the first criminal action in defense of IP rights, the first border action, the first ruling against an IP infringer, and the first destruction of illegal goods. The firm's extensive experience translates into a wide variety of legal strategies for the protection and defense of intellectual property rights, based on a deep knowledge and study of local, Andean, and international legislation, and a close relationship with state institutions, which the firm trains on a permanent basis.

The team at Luzuriaga & Castro Abogados consists of high-level professionals, experts in the application of intellectual property. Trained at the firm, they inherit the tradition of innovation and avant-garde that characterizes the firm. Together, they develop and implement appropriate strategies for each client and each case, providing legal advice and defense that meet increasingly demanding quality standards. This allows clients to maintain efficient management and protection of their intellectual property rights.

The firm specializes in criminal protection and border actions, providing comprehensive advice on intellectual property matters. This includes trademark registration, patents, copyright protection, contracts, licenses, administrative appeals, annulment, cancellation, and related administrative actions. With a comprehensive approach, it complements IP practice in response to other corporate matters required by its clients, such as commercial law, energy, and government contracting and acquisitions.

In addition, Luzuriaga & Castro Abogados has promoted several actions in recent years, from the destruction of counterfeit products to collaboration in the dismantling of criminal organizations in Ecuador. This type of action supports the protection of intellectual property rights in the country and demonstrates the firm's commitment to its mission and values.

BUSINESS

- Intellectual Property Law
- Competition
- Data Protection
- Copyright
- Trademark
- Industrial Design
- Patents

CONTACT

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José Meythaler



Margarita Zambrano



Karina Loza

POSITIONING

Meythaler & Zambrano, founded in 1995, is an Ecuadorian firm highly specialized in Intellectual Property, Life Sciences, Dispute Resolution, Antitrust, Public Procurement, and Litigation advising an impressive portfolio of national and international clients, mostly pharmaceutical and agrochemical, cosmetics, food & beverage, and telecommunication companies.

To provide comprehensive, practical, and timely advice, we have a team of 35 lawyers specializing in various areas of law. The scope of our professional resources translates into a comprehensive, efficient, and high-quality professional service with a competitive price and cost structure.

We have recently achieved jurisprudential precedents in foreign trade, test data and patent protection, drug pricing, and collusion in public procurement processes. Our success is based on efficient and prompt communication with our clients, strict compliance with the law and ethics, and the effective defense of our client's individual and corporate rights and needs.

Meythaler & Zambrano has offices in the main cities of Ecuador: Quito and Guayaquil, belonging to a wide network of correspondents in America, Asia, and Europe.

BUSINESS

- Antitrust & Unfair Competition
- Arbitration & Mediation
- Civil & Commercial Law
- Compliance
- Corporate Law
- Data Protection
- Intellectual Property
- Labor
- Life Science
- Litigation
- Regulatory Affairs
- Tax & Customs
- Telecommunications

OFFICES

- Quito
- Guayaquil

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Pedro Córdoba



María José Peñaherrera



Daniel Robalino

POSITIONING

Robalino has a successful team of lawyers, engineers, biochemists and others, who provide creative solutions to issues arising from the different departments of IP, Telecommunications and New Technologies, as well as Data Protection.

Intellectual Property

The Intellectual Property area of ROBALINO provides consulting services to local and international companies in different industries.

We advise on issues regarding the protection of intangible assets, which are critical to the success of our clients. Our highly experienced professionals specialize in defending and monitoring the assets, to be able to safeguard them from attempts to copy or infringe. Likewise, our team has advised several companies on their creations and inventions, providing them with legal defence in situations that merit it. We have an experienced anti-piracy team that has been widely recognized for the results it has achieved.

ROBALINO has provided consulting services on obtaining and maintaining sanitary registrations and notifications, operating permits, processes for certifying good manufacturing practices, inspections carried out by regulatory authorities, sanction proceedings, and the use of cannabis, among other services.

Telecommunications and New Technologies

Robalino's Telecommunications and New Technologies industry, has a multidisciplinary team that works on cases from all different aspects and areas of the firm. We manage some of the most iconic technological clients in this industry located in Ecuador. We work closely with the Intellectual Property, Corporate, Public Law and Dispute resolution departments.

Data Protection

ROBALINO is a pioneer in the defence and protection of personal data in Ecuador, providing consulting services to large multinationals for their businesses in the country.

We have performed several Data Protection audits for companies that have requested this service to fulfill international laws and guidelines.

BUSINESS

- Personal Data Protection
- Life Sciences
- IP Litigation
- Trademarks
- Copyright

OFFICES

- Quito
- Guayaquil
- Cuenca
- Manta
- Machala

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Juan Carlos Solines



Ximena Moreno



Pablo Solines



Santiago Solines



Yael Fierro



Diego Beltrán



Sofía Román

POSITIONING

Ever since 1973, and based on the vision of its founding partners, Carlos Solines Coronel y Ximena Moreno Echeverría, **SOLINES & ASOCIADOS Abogados** has been consolidating itself in the country as a comprehensive business-centered law firm for which ethics, knowledge, and innovation are the basis for providing legal counsel at the very highest quality standards. We offer our services throughout the nation's largest cities, with an extensive network of correspondent firms in LATAM, the USA, and Europe.

The firm has been expanding its scope of services to include areas that have seen accelerated growth in the country in recent years; namely, telecommunications and technology, energy, entertainment, compliance, and sports, becoming one of the fastest growing firms in the areas of intellectual property, data protection, and corporate law.

Our Intellectual Property Department has mainly focused its work on the area of brands, copyrights, and related rights.

Technological advances, the pervasive use of the internet, and development of new types of business ventures and services on digital platforms has created a whole new paradigm in social and business relationships, safety, and privacy, impacting banking, how the world does business, communicates, informs, and even exercises rights. We are the leading firm in Ecuador in the area of TICs and Digital Law, providing specialized legal counsel, strategy, and representation in areas that include New Technologies, Telecommunications, Internet Law, Personal Data Protection, Cyber Security, and Electronic Government.

Our Corporate Law Department is one of the firm's largest and fastest growing areas, providing legal counsel to major national companies and multinational corporations, as well as to small and medium enterprises, ventures, and start-ups, providing advising and legal counsel in major mergers and acquisitions, capitalizations, share purchases and bylaws reform.

In the areas of tax, labor and employment, migratory, and commercial law, along with arbitration and mediation, securities law, real estate, and other traditional areas, the firm has become one of the nation's most important firms thanks to its team of highly qualified professionals and the excellence of its services.

BUSINESS

- Intellectual Property
- Technology
- Data Protection & Privacy
- Telecoms
- Internet, Information & Communication
- Corporate
- Tax
- Labor & Employment
- Migratory
- Compliance
- Energy
- Real Estate
- Entertainment & Sports

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Julien Fréneaux



**Dominique Dupuis-
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Axel Munier



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Lionel Vial



Céleste Dufournier



Chloé Nicolas

POSITIONING

As one of the largest IP firms in Europe, BARDEHLE PAGENBERG offers full service in all fields of Intellectual Property, including all procedures before the patent and trademark offices as well as litigation before the relevant courts.

Teams of attorneys-at-law and patent attorneys provide services tailored to the clients' particular needs and to the specifics of the matters. Upon the firm's creation in 1977, its founders innovated in launching the concept of interprofessional firm in Germany, that is to say uniting the competences of attorneys-at-law and of patent attorneys within the same firm.

The professionals of BARDEHLE PAGENBERG have many years' experience in safeguarding and enforcing inventions in many fields, ranging from consumer products such as sports products and cosmetics, to sophisticated medical treatments and high-tech industrial methods.

BARDEHLE PAGENBERG combines the professional expert knowledge of attorneys-at-law, patent engineers, trademark-specialized attorneys, technical advisors and qualified legal counsel.

BARDEHLE PAGENBERG has longstanding relationships with many top-level patent attorney firms in the United States as well as in emerging markets in Asia such as China.

BUSINESS

- Patent Litigation
- Patent Prosecution
- Trademarks
- Designs
- Copyright
- Domain Names
- IT Law
- Employee Inventions
- Unfair Competition Law
- Licensing
- Competition/Antitrust

OFFICES

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- Düsseldorf
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Marion Doré



Charlotte Dolfi

POSITIONING

CANDÉ-BLANCHARD-DUCAMP (CBD) is a law firm, composed of Attorneys-at-law at the Paris Bar, entirely dedicated to litigation in the field of intellectual and industrial property (trade marks, designs, patents, software, copyright, domain names, etc.).

Patrice de Candé, Avocat honoraire and Julien Blanchard and Claire Herissay-Ducamp, Partners of the firm have numerous years of experience in this field.

We advise and assist French and foreign large-scale Companies, in industries as varied as the luxury industry (textile, leather goods, jewellery, watch-making, cosmetics, etc.), the pharmaceutical, building, insurance, banking and computer industries.

Our team intervenes in all proceedings aimed at defending our Clients' intangible assets (Infringement or Unfair competition actions; Customs or Arbitration proceedings, etc.) with French Courts (Regional Courts, Commercial Courts, Criminal Courts) as well as European Courts (Court of First Instance of the European Communities and Court of Justice of the European Union), and with both the French Office (INPI) and the European Office (EUIPO).

Outside of France, our Law Firm has built up a network of specialized foreign colleagues recognized for their expertise and efficiency.

Our Law Firm places great emphasis on offering the most in-depth and most reactive service possible, while working very closely with our Clients, in a cost-effective manner.

BUSINESS

- Trademarks
- Designs and Models, Copyright
- Internet, Domain names
- Patents
- Litigation, Legal Disputes, Contracts, Consulting
- Industrial Property Rights

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Calliope Sudborough

POSITIONING

The firm was created in 2001 by Constantin Pavleas, a former associate at Skadden Paris, and in-house counsel with Gemplus (a.k.a. Gemalto) and Sybase. The firm advises tech companies and other industries on intellectual property (IP) strategy and valuation, data protection, business negotiations and mergers & acquisitions.

The firm's DNA is to be dealmakers, taking a pragmatic, business-oriented approach to clients' needs and finding creative, legally sound solutions to close deals. The team assists software and hardware companies and platform operators in various market segments including security of information systems, health, agriculture and education. We are involved in the negotiation of inbound and outbound licenses, technology/IP assignment agreements, research and development agreements, SaaS contracts, OEM agreements, software development agreements, outsourcing agreements, public-founded consortia, patent pools, IP monetization programs and strategic alliances.

Pavleas Avocats also advises companies on all aspects of data protection. The firm assists its clients on data strategy and regulatory compliance, including auditing, transferring data outside of the EU, implementing internal data protection policies, conducting data protection impact assessments, and negotiating agreements with data controllers or data processors for GDPR compliance. Pavleas Avocats has been active in providing presentations, webinars and seminars on GDPR.

Constantin and his team advise as IP counsel on merger & acquisition transactions, including IP due diligence, IP representations and warranties, IP indemnities and relevant disclosure schedules.

BUSINESS

- Technology contracts, licensing-in and licensing-out (software, hardware, integrated circuits, cloud solutions & platforms)
- Data protection and data governance
- Regulatory compliance and liability of platforms (DSA)
- Mergers & Acquisitions - IP/IT/data aspects
- Law of Artificial Intelligence
- Cybersecurity

CONTACTS

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Margot Naquet
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POSITIONING

Created in 2012, ebl lexington is a multidisciplinary firm which is now comprised of around 20 lawyers, including 6 partners. The firm stands out through its responsiveness, rigor, creativity and international openness. It is, in that perspective, member of ebl network (European Business Lawyers), founded by 6 independent firms spread across Europe, responding to the same quality standards and allowing clients to benefit from an integrated service. Our firm is also present in the rest of the world through the Warwick Legal Network, bringing together more than 500 lawyers.

Intellectual Property and Information technologies

ebl lexington operates in all areas of intellectual property law, including advisory and litigation, including administrative and judicial (civil and criminal), mediation and arbitration proceedings. Its teams support French and international companies in their issues related to the protection, defense and enhancement of their intellectual property rights.

Strategic partner of companies - particularly in the luxury, fashion and textile, new technologies and media sectors - the IP / IT department offers innovative solutions, always in an operational perspective, suitable to the economic reality of the business world.

The firm has developed particularly recognized expertise in counterfeiting litigation (patents, trademarks and copyright), especially due to the technical expertise of its lawyers on procedural aspects. The firm is therefore a member of the Experts Committee of UNIFAB (an association dedicated to the promotion and defense of intellectual property rights, comprising more than 200 member companies and the largest professional federations).

The IP / IT department also assists its clients in the development of their technological projects and their innovation strategy. Attached to the success of companies in a constantly changing world, the lawyers of the IP / IT department are regularly involved in transversal areas relating to new technologies, processing of personal data, etc.

BUSINESS

Litigation and anti-counterfeiting

- Anti-counterfeiting judicial actions both in France and abroad, Customs applications
- IT litigations
- Press law litigations (defamation, insults, e-reputation, image rights, etc.)
- Unfair competition and passing-off litigations

IP strategy consulting and IP rights valuation

- Audit and valuation of IP rights – patents, trademarks, copyrights, designs, neighboring rights (producers' rights, performers' rights, etc.)
- Drafting and negotiating IP rights related contracts
- IP rights portfolios management
- International network

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Sonia Cissé



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Clémentine Richard



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POSITIONING

The team assists its clients on the full spectrum of IP and TMT legal areas. On the IP side, the team focuses on handling complex cross-border patent and trademark litigations, notably in the healthcare and telecommunications sectors and assists major clients in all types of proceedings, including preliminary injunctions, seizures, revocation and infringement actions, arbitration and mediation, often in a global context. The team has also developed a recognized expertise in litigation that combine competition law and intellectual property issues, particularly in the area of standard essential patents.

On the TMT side, the team assists its clients on the full range of legal areas, with a focus on IT and commercial contracts, data protection, e-commerce and telecommunications. It has strong experience in advising companies from diversified sectors (IT editors and service providers, banking, insurance, automotive, energy, retail, luxe, etc.) across all aspects of major commercial contracts, sourcing and complex procurement transactions, regulation, governance and monetisation of data, e-business and cybersecurity and telecoms projects.

The team is renowned for its ability to assist clients in all intellectual property, technology and data protection law issues that arise in M&A transactions, competition, capital markets, and complex restructuring by collaborating closely with other departments and offices of the firm.

OFFICES

- Abu Dhabi
- Amsterdam
- Antwerp
- Bangkok
- Berlin
- Brussels
- Dubai
- Düsseldorf
- Frankfurt
- Hong Kong
- Lisbon
- London
- Luxembourg
- Madrid
- Milan
- Munich
- New York
- Paris
- Pekin
- Rome
- Sao Paulo
- Seoul
- Shanghai
- Singapore
- Stockholm
- Tokyo
- Warsaw
- Washington, D.C.

BUSINESS

Areas

- Patents and know-how
- Trademarks
- Copyright
- Designs and models
- Unfair competition and parasitism
- Domain names
- Software
- Dataprivacy
- IT and new technologies
- Telecommunications and media

Expertise

- Infringement Seizure
- Actions in infringement and unfair competition
- National and cross-border litigation
- Actions refer to provisional ban
- Actions in nullity
- IP Rights Ownership Claim
- Negotiation and drafting of IP contracts
- Regulations on the creations and inventions of employees audits
- Protection of personal data
- IT and outsourcing contracts
- Telecom Contracts-Infrastructure Sharing

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Michaela Ring

Dr. Niels Hölder

POSITIONING

“HOFFMANN EITLE is one of the largest intellectual property law firms in Europe with a market-leading, strong presence of 100+ highly qualified, specialized and experienced patent attorneys and attorneys at law working across all technical fields.

We were one of the first to create a one-stop IP boutique providing outstanding quality services in all areas of intellectual property. With this wealth of human capital and a unique, tailor-made IT platform, we take professional care of our clients' IP. No other European firm is entrusted with more EPO opposition cases.

HOFFMANN EITLE's forceful team of passionate litigators has profound experience in patent disputes in all relevant industries, including pharma and other life sciences, medical devices, telecommunication, automotive etc. A further strength is our vast expertise in international coordination of multijurisdictional disputes, advising our clients regarding their overall European litigation strategy.

With offices in Munich, London, Dusseldorf, Hamburg, Milan, Madrid, Barcelona, and Amsterdam, we are taking the truly European approach, and our attorneys from Japan, the US, China and Korea add a broader international perspective. In Japan, we are well known for being able to advise our clients in Japanese. We do, of course, also have a strong francophone team.”

BUSINESS

- Patents
- Utility Models
- Trademarks
- Designs
- Copyright Law
- IP Contracts & Licenses
- Unfair Competition Law
- IP Due Diligence
- IP Litigation & Nullity Proceedings

OFFICES

- Munich
- London
- Düsseldorf
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- Madrid
- Amsterdam
- Barcelona

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Sören Dahm

POSITIONING

The firm

KATHER AUGENSTEIN is a specialist litigation and contentious IP team consisting of five partners and eight associates and is set for further growth. In order to be best equipped for the start of the Unified Patent Court (UPC), Kather Augenstein is dedicated to this topic for many years and have actively prepared to protect and enforce the clients legal interests also in this new legal system. In terms of size and structure, Kather Augenstein is unique in that its team of 13 IP lawyers is larger than many other teams of international law firms in Germany. All lawyers bring experience either from a boutique or from large law firms and have many years of know-how in IP litigation in the field of patent law. In this way, the best of both worlds of a boutique firm and large international law firms is combined. Its nimble size means that the boutique firm is very flexible and able to quickly adapt to clients' needs. At the same time, it can form large, powerful and tailor-made teams to tackle any litigation case. Its international network with likeminded firms gives it an international footprint. KATHER AUGENSTEIN gives full attention to each one of its clients. This has allowed the firm to attract some of the largest companies in the world as clients.

Areas of practice

- Representing Ericsson in a global dispute with Apple regarding the conclusion of a license agreement – including for standard-essential patents.
- Representing Centripetal Networks Inc. in multinational patent infringement proceedings in the field of network components against Cisco, Palo Alto Networks and Keysight.
- Representing RHEFOR against Hilti in a series of vindication proceedings regarding a new drive technology for battery-powered nail setting tools.
- Representing a client in a world-wide patent infringement dispute regarding cochlear implants.

BUSINESS

- Patents and utility models
- Trademarks & Designs
- Unfair competition
- Litigation-PR

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Dr. Stefan M. Zech



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Philipp Rastemborski
LL.M.



Dr. cc



Dr. Ole Trinks

POSITIONING

Meissner Bolte is a fully integrated IP law firm providing legal services in all areas of intellectual property. Filing more than 2,000 patent applications per year, and as one of the leading representatives for trademarks and designs at EUIPO, Meissner Bolte is one of the largest specialized IP boutique firms in Germany. Boasting nine offices throughout Germany and one office in the UK, our professionals combine close contact to clients with short lead times. With more than 60 patent attorneys and a total of over 300 employees, Meissner Bolte handles patent portfolios of all sizes. Small and medium-sized companies number amongst our long-standing clients, alongside multinational corporations.

Patent

Our 15-person strong team of attorneys at law works in close cooperation with our patent attorneys to resolve all patent disputes, making use of the full know-how and technical expertise available. Our attorneys are currently handling over 60 cases before all major patent courts, with our clients benefitting from detailed knowledge of both the proceedings and judges at these courts. We further have an in-depth knowledge of German inspection proceedings, having successfully concluded more than 15 cases to date. Well-known "Of Counsel" support Meissner Bolte in patent litigation proceedings:

- Rainer Engels, presiding judge Federal Patents Court retired
- Dr Hans-Peter Felgenhauer, Member of the Technical Board of Appeal, EPO, retired

Trade Mark

A highly specialized team of trademark attorneys support Dr Tobias Wuttke and Oliver Nilgen, in addition to the patent attorneys, providing comprehensive advice on all trademark and design law issues. Meissner Bolte's UK office, headed by Dr Andrew Parker, LL.M., with brand expert and attorney at law Jorandi Daneel as well as Samuel Giles, Chartered UK and European Patent Attorney, is rapidly expanding to meet our clients' UK and international IP needs.

BUSINESS

- Patents
- Trade Marks
- Designs
- Prosecution
- Litigation

OFFICES

Throughout Germany and in the UK

- Bremen
- Munich
- Egming
- Gera
- Hebden Bridge (GB)
- Hamburg
- Amberg
- Augsburg
- Nuremberg
- Osnabrück
- Düsseldorf
- Schorndorf (B. Stuttgart)

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POSITIONING

Orth Kluth Rechtsanwälte is an independent full-service law firm with offices in Düsseldorf and Berlin. Corporations from Germany and abroad mandate us as strategic legal advisors, as well as creative contract drafters, transaction lawyers, conflict resolvers, arbitrators and legal house keepers. Founded a quarter of a century ago as a small office in Düsseldorf, we are now an established address for commercial law matters. We have retained the spirit of a dynamically growing unit over time. As a start-up at heart, we are experienced in operating and unerring we have attracted clients and highly qualified lawyers to come and join us.

Orth Kluth provides comprehensive advice on the drafting and negotiation of all types of IT and IP contracts, accompanies its clients on specific contractual, licensing and R&D issues, IT tenders and outsourcing projects. The Orth Kluth IP/IT team represents its clients before courts and authorities in all IP, IT and competition law matters and assists them in filing, maintaining and defending intellectual property rights. Orth Kluth is very experienced in all these topics in national and international matters.

Counselling with regard to the EU General Data Protection Regulation (e.g. internal organisation of data protection, data management, obligations to record); drafting and review of data protection guidelines; employee data protection; drafting of contracts in compliance with data protection regulations (e.g. for order processing, cloud computing, functional transfer); data transfers abroad; rights of data subjects (in particular correction and deletion concepts); data protection impact assessment; technical and organisational measures, privacy by design and privacy by default.

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BUSINESS

- Antitrust Law
- Arbitration
- Commercial Law
- Construction and Real Estate Law
- Corporate / M&A
- Criminal Compliance
- Data Protection, IT, Outsourcing
- Employment Law
- Insolvency and Restructuring
- Intellectual Property Law, Copyright Law, Competition Law
- Litigation
- Notary
- Public Law and Public Procurement Law
- Regulatory Law

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Dr. Alexander Meier



Dr. Torben Düsing



Dr. Alexander Bayer,
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Jürgen Schneider

POSITIONING

The firm

Preu Bohlrig is an authority on IP rights for more than 60 years. Today, we are one of Germany's most renowned boutique law firms in IP and in pharmaceutical law. You will find our offices in four major cities of Germany (Munich, Düsseldorf, Berlin and Hamburg) and, on top, an office in Paris to bring us even closer to our French clients and to be at the core of the UPC seat and central division from the very outset.

With our team of more than 30 highly specialised lawyers, we take care of your needs. Your commercial success is the focus of our attention. We strive to understand your case and your business. We create solutions on which you can rely.

Areas of practice

Intellectual Property and Life Science are our core competencies. We represent clients in all areas of IP, from patents to trademarks, to designs and further on to competition law and trade secrets. We advise in IT, data protection and media law. Our life science experts have an extraordinary standing in advising on regulatory issues for pharmaceuticals, medical devices, cosmetics and food supplements. We also advise in product launches, product design and product advertising.

We team up with your inhouse and external patent attorneys, we closely cooperate with your technical experts and we collaborate with highly ranked IP law firms all over the world – all for the best outcome of your case.

As a track record, we at Preu Bohlrig

- Represent one of the world's largest telecommunication companies in a huge number of patent litigation and validity cases;
- Regularly advise originators and generic companies in regulatory affairs and patent matters;
- Represent a number of renowned luxury brands in trademark cases and sales affairs;
- Act for many automotive companies in patent and trade secret matters;
- Advise celebrities and politicians in media and press matters.

BUSINESS

- Patents and Utility Models
- Trademarks and Designs
- Pharmaceutical Law
- Cosmetics Law
- Competition Law
- Copyright
- Employees' Inventions Act
- Information Technology and E-Business
- Medical Device Law
- Media and Press Law

OFFICES

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- Düsseldorf
- Berlin
- Hamburg

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- Paris

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Lorenzo Attolico



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Francesca Bonino



Elsa Gentile

POSITIONING

ADVANT is a distinctly European law firm association.

We have deep local foundations and an international vision. We are uniquely positioned to help you navigate the complex and nuanced legal and commercial landscape of Europe.

We serve our clients both in Europe and across borders and continents. We deliver them the highest quality advice and results – efficiently and cost-effectively through dedication, collaboration, and technical excellence. We speak the language of Europe with established relationships and a shared perspective.

Intellectual Property Law

ADVANT d's IP practice is **well-known and appreciated in the Italian market for its notable trademark and copyright knowledge and expertise**, as it is certified by the outstanding track record involving some of the most relevant and iconic multinational companies in the world. Our lawyers represent leading companies operating in different sectors in a **wide array of IP matters, with a special focus for the entertainment, luxury and fashion industries**. Our team offers an integrated legal assistance, both in-court and out-court, in the management, transfer and protection of the intangible assets of companies including **copyrights, trademarks, patents, geographical indications, industrial designs, domain names and softwares**.

We believe there are three main key factors for our leading position in the Italian market:

- Well-established long-term relationships with major operators, public bodies and authorities and stake-holders in the most copyright-impacted industry sectors such as music, entertainment and film industry;
- ADVANT Nctm supports its clients' top managers and general counsels in a 360-degree assistance, not only from a legal standpoint. We advise our clients also on several business-related topics, always taking in consideration their ultimate goals and commercial strategies;
- Solid and transversal legal expertise throughout the whole spectrum of IP law realms, along with critical negotiation and litigation skills.

Privacy and IT Compliance

ADVANT Nctm was **among the first Italian law firms to provide legal advice on Compliance**, capitalising on its knowledge and experience in the field of corporate and commercial law as well as in the performance of legal due diligence. From the very beginning, **members of the Firm have also been members of the commission formed by Confindustria** to draft the guidelines (guidelines for setting up organisation, management and control models under Legislative Decree No. 231/2001 of Confindustria) that, under Article 6 of that Decree, comprise the code of conduct on the basis of which industrial companies may adopt the organisation, management and control models. In particular, our lawyers focus on: a) anti-bribery and anti-corruption, b) administrative liability of corporate entities, c) Privacy and data protection, d) HSE matters, e) Market abuse, f) Anti-money laundering, g) Human rights, h) training sessions, i) IT and cybersecurity, l) Web reputation and l) E-commerce and E&M – Payment.

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POSITIONING

Lawyers or Legal Nerd?

We often wondered which soul prevails, then we realized that passion for both law and technology, is the strongest link between the people working in E-Lex.

We are legal professionals. We have always questioned the scenarios that the evolution of technologies and tech tools reveal.

We are also young people who grew up together with the digital revolution. We master and read in the echo they have on people and companies' life, on their rights, on their businesses, on their development opportunities.

E-Lex Law Firm collects and selects legal souls passionate about technology and passionate about law.

Our customers resemble us, from the giants of the web to innovative small and medium-sized companies, to the most visionary start-ups: they all are people animated by the spirit of sustainable technological growth.

Facts and Figures

5 partners, among the most reputed digital lawyers in the country; about 30 lawyers and collaborators of the brightest minds; 12 years of teamwork and relevant experiences of which we are proud.

BUSINESS

- Data Protection
- Digital administration
- Start-ups and SMEs
- Intellectual property and competition law
- Public contracts
- Cyber security and cybercrime
- Transparency and prevention of corruption
- Social media
- Emerging technologies and cryptocurrencies
- Venture Capital
- Public employment and public responsibility
- Consumer law

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Cesare Galli

POSITIONING

Placed by all the international Directories at the top of the Italian legal profession, the law firm IP Law Galli was established in 2004 and it is still led by Atty. Professor Cesare Galli, Chair of Industrial Property Law in the Department of Law of the University of Parma, who has been dealing since 1986 with important litigation in Europe regarding all branches of IP Law, often tackling cross-border problems too. In 1999 Professor Galli obtained the first Italian final ruling on biotech patents. In 2004 the firm secured the first Italian ruling on computer-implemented invention patents, and between 2005 and 2023 obtained key decisions on the protection of pharmaceutical patents, designs, renowned trademarks and selective distribution agreements infringements in relation to which some of the highest assessment of damages ever made in Italy were issued.

He is often asked to review and manage the most sensitive IP aspects of M&A transactions, developing creative solutions for the most problematic aspects thereof and delimitation of the respective rights of the parties. He provides legal advice not only to rights holders, but also to civil society organisations dealing with IP rights management and enforcement, like INDICAM (as a permanent guest of the Executive Board), Confindustria (as a member of its IP Board of Experts), AIPPI (as a member of the Italian Executive Committee and coordinator of the Trademark Group) AmCham (as a member of the Life Science Working Group) and Bruno Leoni Institute (as Senior Fellow). As Co-Editor of *Il diritto industriale* (the most important Italian IP Law Review, which comments and analyses enforcement-related case-law) he collects and analyses enforcement-related case-law to monitor trends and identify new developments in intellectual property rights infringements and management strategies

IP Law Galli was established as a law office “of excellence” highly specialised in the IP sector and characterised by the keen distinguishing mark of the founder, Atty. Professor Cesare Galli, and by a market-oriented approach that aims to enhance the procedural instruments in order to reach positive results as quickly as possible. The Law Firm firmly preserves this attitude without neglecting the importance of highly professional and knowledgeable lawyers who team up with the leader with shared goals and methods and proceed in a mainly international context, but at the same time demonstrate a deep rootedness in the most significant areas of the Italian economic life.

BUSINESS

- Patents
- Trademarks
- Design
- Domain names
- PDOs and PGIs
- Unfair Competition
- Copyright
- Trade secrets
- Online counterfeiting
- Advertising & Marketing
- Life Sciences
- New Plant Variety
- Antitrust Law
- Contracts
- Commercial Law

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Luigi Goglia



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Tankred Thiem

POSITIONING

Founded in 2003 LGV Avvocati has established itself as a leading Italian law firm in all fields of IP (patent, copyright, trademark, competition, know-how), IT, privacy & cybersecurity, advertising and business law. Its wide-spread client base is both foreign and Italian. LGV values a dynamic and international professional team environment and has a broad experience in dealing with transborder issues, involving in particular Europe, USA and Asian countries, offering a department dealing with Germany and other German-speaking countries. LGV advises clients in relation to acquisition, promotion, circulation of IP assets, ranging from the creation and filing of trademarks to the development of brand-building strategies, as well as support in drafting and negotiating all kinds of contracts for IP assets. LGV also assists clients in lobbying activities, firms organization and management, compliance. In litigation LGV offers an unrivalled competence, acquired over the years in relation to enforcement programs concerning both national and international profiles. LGV aims at accompanying companies in increasing their awareness of their own value, an approach that is condensed in the slogan:

Lawyers Generating Value

BUSINESS

- Patents
- Copyright
- Trademarks
- Design
- Media & Entertainment
- IT, internet & E-commerce
- Privacy & Cybersecurity
- Corporate & Business
- Advertising
- Competition & Antitrust
- Litigation & Arbitration

Client testimonials :

“What LGV are good at doing is speaking the same language as the IT engineers. They are able to interpret the IT side. This is hard to find in other lawyers. They have done a very good job understanding the needs of our IT team.”

“Luigi Goglia and Tankred Thiem are very competent and reliable partners in patent litigation matters. Their input in working out complex strategies is always helpful and to the point.”

“Simona Lavagnini is an exceptional professional, always available and ready to support us for any eventuality. Over years of consultancy, an excellent relationship has been established with the lawyer.”

“The LGV team is unique in its ability to support us on a daily basis”

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POSITIONING

Orsingher Ortu - Avvocati Associati is an independent law firm which specializes in complex transactions, advisory work and litigation notably in the fields of intellectual property, new media & information technology, corporate & finance, antitrust, competition & trade and labour laws. Our partners have all developed their professional skills in prominent international law firms and have brought those skills to a tailored, client-focused structure. Our intellectual property, digital & information technology group is regarded within the industry as a leading player:

Creative intellectual works

such as works of literature, music, figurative art, architecture, cinematography, photography and new media, as well as software, databases and designs, all of which are protected by copyright law. Industrial products can also be protected by national and Community exclusive rights in designs if registered, and by unregistered Community exclusive rights in designs (for a shorter time).

Proprietary information

Technical know-how - Proprietary information includes know-how that resolves a technical problem in a new way; it can be protected as a patent, as a utility model or by exclusive rights over secret information.

Business know-how - Marketing information applied to the pursuit of business is one type of information in this category that can be protected as secret information and through competition law.

Personal data of customers, potential customers and employees - The use of the personal data of third parties collected by a business is governed by the provisions of the Data Protection Code, which sets the limits to data processing and the forms permitted.

Competitive positioning tools

Trademarks - All of the distinctive signs of a business, including registered and de facto trademarks, the name or trade name, the firm, signs, domain names, and the packaging and forms of the products are protected against passing off and unwarranted copying by competitors.

Company style - All elements used in crafting the identity of a business in the marketplace including advertising campaigns, slogans, signage, the interior design of sales outlets and marketing strategies are protected individually and as a whole by the provisions of the Industrial Property Code and competition law.

Promotional tools - Web sites and their domain names are protected by the provisions of the Industrial Property Code and competition law. Advertising campaigns, sponsorships, home shopping and prize competitions are regulated and in some cases protected by special rules.

BUSINESS

- E-commerce Internet & New Media
- Publishing
- Industrial Design
- Gaming
- Engineering
- Media & Entertainment
- Pharmaceuticals, Life sciences & Biotech
- Luxury & Fashion
- Advertising & Promotions
- Software & Cloud- deployed services
- Technology, telecommunications

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POSITIONING

Pavia e Ansaldo is an independent Italian law firm which has been operating in Italy and abroad for over 60 years.

Founded in 1961, by Enrico L. Pavia and Giuseppe Ansaldo, it today counts 6 offices – in Milan, Rome, Turin, Barcelona, Moscow and Tokyo – 22 specialist departments, 7 foreign desks and over 130 professionals. The firm provides support in all areas of Business Law, to Italian and international clients that recognise Pavia e Ansaldo as having expertise and reputation for personalised international legal services.

Innovation & Technology

Our experience in the area of Life Sciences, began in the 1960s and has developed in parallel with the evolution of Italian and European regulation of the sector.

We have specialist expertise in assisting Italian and international clients in both contentious and non-contentious matters relating to the pharmaceutical, cosmetics and medical devices sectors. We advise researchers and companies at the forefront of innovative treatment and clinical, genetic, advanced therapy and biotechnology research in human healthcare and the veterinary and food sectors, our focus being especially on regulatory issues and related litigation.

Combining a high level of experience and professional competence with a practical and interactive approach and with the support of the expertise of other departments in the firm (administrative, IP, antitrust, employment, data protection, etc.), our team delivers top quality service to our clients with a focus on.

BUSINESS

- Administrative
- Antitrust And Competition
- Aviation, Maritime And Shipping
- Banking And Finance
- Capital Markets
- Compliance
- Construction And Project Finance
- Corporate And Commercial
- Dispute Resolution
- Employment
- Energy
- Environmental
- Eu And International
- Food And Beverage
- Health Care And Pharmaceutical
- Industrial And Intellectual Property
- Investment Funds
- Mergers And Acquisitions, Private Equity
- Real Estate
- Private Clients
- Restructuring And Insolvency
- Tax
- Tmt - Telecommunications, Media And Technology

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POSITIONING

DSM Avocats à la Cour is an independent full-service business law firm with more than 20 attorneys, specializing in M&A, business law, real estate, tax, banking, digital and labor law as well as dispute resolution, among other practice areas. DSM Avocats à la Cour has established itself as a leading player amongst independent law firms in the Luxembourg market, with a superb international reputation of excellence in each of its key sectors. The partners are supported by a multinational and multilingual team that is highly experienced in dealing with issues involving all kinds of aspects of international and European law. DSM Avocats à la Cour is a member of independent, international legal networks.

Digital

DSM's **Digital team** has extensive experience in advising on complex international transactions and is best known for its experience and advice regarding:

- **Personal data protection** where DSM supports many key companies and public organisations in the Luxembourg market or in their respective sectors;
- **E-Commerce** where DSM assists many customers in the development of their online platforms and government initiatives;
- **Technology, Media & Telecommunication (TMT)** transactions where DSM advises on drafting and negotiating technology contracts such as hardware and software supply contracts and contracts for the development, sale, and operation of data centers; and
- **Innovation** where DSM supports its clients with projects including dematerialization (tokenization), the use of blockchains and financing with cryptocurrencies.

This includes advising on, drafting, and negotiating technology contracts such as hardware and software supply contracts, licenses, general terms of use, as well as design, building and operating, turnkey, O&M, systems integration and offshore outsourcing contracts.

Life Sciences

DSM's Life Sciences team uses its legal expertise to assist consulting companies and research centers active in the fields of molecular biology, preventive medicine and the diagnosis of infectious diseases.

DSM offers a full spectrum of services related to intellectual property, patient medical data protection, the regulation of genetics and the healthcare professions.

The firm works on a wide range of international contracts in the life sciences field and can act across borders thanks to its interdisciplinary team and international networks.

DSM Avocats à la Cour advises and represents its clients in matters involving mergers and acquisitions, long-distance services, project financing and medical liability issues.

BUSINESS

- Administrative and Public Law
- Banking and Financial Law
- **Restructuring & Insolvency**
- Capital Markets
- Commercial and Business Law
- Compliance and Regulatory in the Financial Sector
- **Corporate / Mergers and Acquisitions**
- Criminal Law and White Collar Crime
- Dispute Resolution
- EU & Competition Law
- **Digital**
- Employment and Social Security Law
- **Life Sciences**
- Maritime Law
- Real Estate and Construction
- **Tax Advice and Tax Dispute Resolution**
- Investment Funds and Investment Management

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POSITIONING

Arochi & Lindner is a premier law firm with offices in Mexico and Spain and more than 25 years of experience of providing world-class advice and representation in Intellectual Property, Life Sciences, Advertising and Marketing, Civil and Commercial Dispute Resolution, Corporate, Regulatory and Data Privacy law matters.

We resolve the challenges faced by our clients by delivering clear and practical advice, identifying and mitigating risks, and anticipating and solving problems, while making the most of the business opportunity.

Our firm distinguishes itself with client-oriented services and an unwavering commitment to delivering results, efficiently and responsively, using our knowledge, experience and creativity. We tackle every matter with insight, savvy and an exceptional understanding of business needs.

Whether you are enforcing, protecting or commercializing your intellectual property rights; marketing products or services; creating, organizing or dissolving a corporation; expanding into new markets; dealing with disputes or complex regulations, at Arochi & Lindner, we can help.

Arochi & Lindner's main offices are in Mexico City, with subsidiaries in Madrid and Barcelona, Spain.

We have more than 25 years of experience in the field of Intellectual Property, allowing us to hold our place as one of the best law firms in the field.

BUSINESS

- IP Litigation
- Licensing & Franchising
- Copyrights
- IP Enforcement
- Patents
- Trademark
- Trade Secrets
- Information Technologies
- Life Sciences
- Data Privacy & Protection
- Advertising & Marketing
- Regulatory Affairs

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- Madrid
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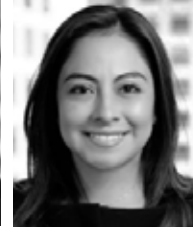
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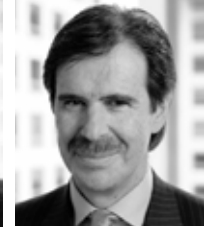
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Eduardo Castañeda



Eduardo Castañeda



Martin Michaus
Of Counsel

POSITIONING

Basham, Ringe y Correa is a full service law firm with strong presence in Latin America. Basham established in Mexico in 1912, has more than 110 years of experience assisting clients in doing business throughout Mexico and abroad.

The firm's large group of lawyers and support staff are committed to maintain the highest professional and ethical standards. In addition, Basham's lawyers actively participate in worldwide associations, as well as in international transactions. This in turn improves the firm's growing capacity to serve its clients by constantly adjusting to the dynamics of the global business environment for over a century.

The firm's clients include financial institutions, individuals, medium-sized companies and prominent international corporations, such as the The Coca-Cola Company, Canon, Volvo, America Movil, Kia Motors among others.

The intellectual property practice group of Basham is one of the largest and most important in Mexico and is dedicated to the protection of some of the world's most famous trademarks, patents and copyright.

The firm provides legal assistance in connection with patents, industrial models and designs, trademarks and names, slogans, copyright, and all other related legal matters.

The firm's IP services are very broad and encompass all aspects including developing strategies, advising on tax issues, carrying out civil, administrative and criminal litigation, and developing measures to protect IP rights and prevent piracy.

We operate in the Spanish, English, French, German, Portuguese and Chinese languages.





BUSINESS

- Industrial Secrets
- Trademarks and Copyright
- Litigation and Licensing
- Industrial Creations
- Franchising
- Patents
- Information Technologies

OFFICES

- Mexico city
- Monterrey
- Querétaro
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Juan Manuel Sancho Rodrigo



Juan Carlos Tejado

POSITIONING

Established in 2001, the firm Bello, Gallardo, Bonequi y García, S.C. (BGBG) has become a significant player in the Mexican legal market, meeting the growing need for specialised legal counselling.

The versatility of its members allows BGBG to offer personalised services in each of its areas of practice. Professionalism, quality services and a results-driven culture distinguish BGBG from other major law firms in Mexico. A real global expertise, hands-on experience and an excellent academic background constitute the main assets of its members.

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BUSINESS

- Data Protection/Information Society
- TMT (Telecoms, Media & Technology)
- Sports, e-Sports & Entertainment
- Intellectual Property
- Litigation/Dispute Resolution
- Banking & Finance
- Corporate/M&A
- Energy and Infrastructure
- Government Procurement
- Insurance/Reinsurance
- Real State & Venture Capital
- Compliance
- Health
- Migration

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DUMONT[®]
Your ideas. Our business.

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POSITIONING

Dumont is a Mexican IP law firm founded in 1940. We are committed to assisting our clients in the selection, clearance, protection, enforcement, and exploitation of their IP rights and business interests. We are experts on inventions (patents, utility models, and industrial designs) and distinctive signs (trademarks, trade names, commercial signs and appellation of origin and geographical indications).

Our practice extends to highly specialized topics such as litigation, copyright, Information Technology, corporate Law and anti-counterfeiting, appraisals of both trademarks and patents in compliance with the Financial Reporting Standards (NIF) by a team of expert lawyers, litigants, and advisors in the various disciplines covered by our area. Our associates stay on top of recent developments in the market and in the legal area to provide value-added services. While taking our clients' commercial situation into account, we provide high-quality services that are tailor-made to fit the needs of our clients around the world.

We are committed to maintaining a leadership position in legal trends, technology, and business, as well as offering personalized, proactive and preventive legal strategies, corporate tax advice (related to IP issues) and value-added services. We strive to provide the most responsive advice in order to achieve and exceed our clients' expectations.

Our broad experience in the field, specialization in IP, and close contact with clients sets us apart. Additionally, we use top-notch technology created for our area of expertise (Patrix[®] Helpware) and we are the only firm in Mexico certified by TÜV Rheinland (Registration No. 74700 8162) since 2008 in both the operational and administrative quality system (ISO 9001:2015). These distinctions allow us to provide services with highest-quality standards.

BUSINESS

- Patents
- Trademarks
- IP Litigation
- Privacy Law
- Copyright

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POSITIONING

We are a specialized Intellectual Property Firm with a full range of services and a unique approach to Law Practice. A team of experts protecting and enforcing Trademarks, Patents, and Copyrights. Headquartered in Mexico City with offices in Merida, and Houston, TX, we operate in multiple jurisdictions since 2011.

We exist to preserve the ideas, dreams, and stories of people, families, and companies over time. We are not bound by the old rules, we provide imaginative solutions and successful strategies to constantly break new ground, and our practice reflects our beliefs.

Our Practice Areas include both, Intellectual and Industrial Property:

Trademarks: We have ample expertise and resources to protect and enforce your Trademarks rights in Mexico through our full-service offer: Search, Clearance, Filing, Examination, Registration, Watching-Service, Renewals, Preservation of Rights, Declarations of Use, Advisory, Oppositions, and more.

In addition to managing your IP before the Mexican Institute of Industrial Property (IMPI), we offer a one-stop solution for Latin America and the Caribbean.

Patents: Our team of expert attorneys specializes in Patents, particularly in Mechanical, Electric, Electronics, Utility Models and Industrial Designs, Chemistry, Biochemistry, Biologics, and Biotechnology.

We are specialists in searching, drafting, filing, protecting, and enforcing your inventions in Mexico before the Mexican Institute of Intellectual Property (IMPI), but we can also help you manage your IP rights in Latin America and the Caribbean

Copyright: We have an expert team, specialized in Copyright and Entertainment law, protection of audiovisual productions, performers, artists, advertising campaigns, videogames, and all kinds of software. Our focus is to provide our clients with the best possible strategy to protect their productions, works, and software by considering not only the situation at hand but future possible scenarios that could jeopardize their business.

Introducing Iberbrand® Latin America Program (IBLAP), our one-stop-shop for all your Intellectual Property matters in the region. The most convenient, efficient, and competitive offer in the market.

We eliminate all the pain points with our all-in-one solution. One Power of Attorney, all jurisdictions. Our data-driven, decision-making process is centralized and streamlined. We deliver results. Best-in-class attorneys at an exceptional cost-benefit ratio. Fair rates. No hidden fees.

We know what we're doing, let us take care of you.



BUSINESS

- IP
- Trademarks
- Patents
- Copyrights & Entertainment
- Litigation
- Prosecution & Enforcement
- Utility Models
- Industrial Designs
- Regulatory Law
- Franchises



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**Josué Ricardo Reséndiz
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**Elizabeth Villegas
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POSITIONING

Jáuregui y Del Valle (JDV) was founded in 1975 as a Mexican full service Law Firm specialized in domestic and international business transactions. The Firm is a leader in the practice areas of corporate M&A, banking and finance, tax, competition and antitrust, international trade, energy, oil and gas, environmental, insurance, project finance, infrastructure, real estate, IP, labor, health, litigation and arbitration in tax, administrative, civil and criminal matters. JDV has gathered dedicated professionals with international expertise and capabilities, all widely recognized for their innovative approaches to providing solutions with the highest technical and ethical standards, and for their deep understanding of the business needs of their clients.

JDV represents domestic and foreign clients involved in a wide range of joint ventures, investments and economic activities, including industry, trade and services. The Firm has consistently implemented innovative transactions and it is a market leader in advising highly-regulated entities, as well as in structuring foreign equity investments in Mexican companies. Furthermore, JDV is a major provider of legal services in all kinds of financing, privatizations of government-owned companies of all types and of public bid processes and negotiations of procurement, services, infrastructure and other kinds of agreements with government entities.

Jáuregui y Del Valle understands that the Intellectual Property of a company is sometimes the most relevant asset that belongs. Fortunately, our IP team provides services in all the relevant practices on IP from the trademark and patent registration to the brand protection services and IP litigation of high level.

Our clients trust today in a high level way that we advise them on managing trademark portfolios for all LATAM countries, as well as handling and coordinating for some of them Anti-counterfeiting/piracy campaigns in the whole LATAM.

We are renowned for our strengths in the accurate recording and surveillance of trademark and copyright prosecution and registrations both in Mexico and around the world. Our in-depth strategic advice ensures our clients can implement powerful but cost-effective solutions while avoiding excessive registrations and provide creative solutions to complex litigations. Moreover, our data protection, privacy & IT is rendering services on privacy notice, national and international data transfer agreements, due diligence, fulfill data subject request, outsource data protection officer, development and drafting privacy policies, advising on GDPR and CCPA, advising on any procedures carry on by the data protection authority to our clients from a wide range of industries.

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BUSINESS

- Banking and Finance
- Competition & Antitrust
- Corporate M&A
- Criminal Law
- Energy & Natural Resources
- Environment
- Insurance & Reinsurance
- Intellectual Property
- International Trade & Customs
- Labor and Employment
- Litigation & Arbitration
- Real Estate
- Tax

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POSITIONING

Our mission is to provide innovative solutions and highly specialized legal advice for clients facing the most complicated legal and business challenges in Mexico.

OLIVARES is continuously at the forefront of new practice areas concerning copyright, litigation, regulatory, anti-counterfeiting, plant varieties, domain names, digital rights, and internet-related matters, and the firm has been responsible for precedent-setting decisions in patents, copyrights, and trademarks.

Our firm is committed to developing the strongest group of legal professionals to manage the level of complexity and interdisciplinary orientation that clients require. During the first decade of the 21st century, the team successfully led efforts to reshape IP laws and change regulatory authorizations procedures in Mexico, not only through thought leadership and lobbying efforts, but the firm has also won several landmark and precedent-setting cases at the Mexican Federal and Supreme Courts levels, including in constitutional matters.

Today, the team at OLIVARES includes 11 partners and more than 45 associates working across intellectual property, regulatory, administrative, civil, and commercial and corporate law, serving many different industries, and is constantly awarded for excellence in legal service.

We aim to utilize every available resource to help clients achieve optimum results, protecting their business interests, intellectual property and other rights at every level and through the applicable administrative or judicial venue, in order to maximize successful outcomes - all while maintaining an overarching goal of contributing to Mexico's broader stance in the global economy and for the greater good of the Mexican people.

- Providing exceptional legal services that result in client growth and business success
- Creating an atmosphere where lawyers, technical experts and staff, work together on solutions that lead to brilliant achievements
- Inspiring improvements to the legal landscapes in Mexico that foster economic progress

KNOWLEDGE • INNOVATION • RESPONSIBILITY • TRUST

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BUSINESS

- Patents
- Trademarks
- Copyrights
- Litigation
- IP Litigation
 - Anti-Piracy | Anti-Counterfeiting
 - Civil Litigation | Commercial Litigation
 - Constitutional & Administrative Litigation
 - Alternative Dispute Resolution (ADR) | Mediation & Arbitration
 - Licensing, Tech Transfer & Franchising
- Corporate and Commercial Law
- Regulatory Law / Administrative Law
- Translations

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LAW FIRMS

 Country
MEXICO



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Agustín Ríos



Fátima Cambroneró

POSITIONING

We are R10S Abogados, the legal firm expert in taking care of you and so we have been since 20 years ago when we committed to perfectly fulfill each one of your legal requirements.

These many years taking care of our clients requires commitment; that is why, we are experts in the most important and innovating legal fields, such as: IT law, data privacy and protection, corporate law, intellectual and industrial property, copyrights and litigation that along with our always prompt and effective response, have taken us to become one of the main legal boutiques throughout Mexico.

BUSINESS

- IT Law
- Internet
- Data Protection
- Privacy
- Industrial and Intellectual Property
- E-commerce
- Domain Name
- Corporate Law
- Civil and Commercial Law
- Administrative Law
- Litigation

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Gilberto Sánchez



Eduardo Vázquez



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POSITIONING

SPECIFIC IP is a Law Firm specializing in Intellectual Property. We offer an experienced service tailored to our clients' specific needs, both at the national and at the global levels. We provide a combination of personal and quick response service, making us a boutique Firm with the experience and solidity of a major Law Firm.

The Industrial Property Law is a vital tool for all companies or entities that have the need to protect their creative and/or business assets, which can cover anything from an artistic creation to a new manufacturing process. At SPECIFIC IP, we have a team of specialists in Intellectual Property and full-weight litigants, who turn the complex world of Intellectual Property into something that is easily understandable; we always advise the most effective, practical and useful options in order to make our clients' lives easier.

At SPECIFIC IP we offer a full service: Intellectual Property, Copyrights, Administrative Litigation, Litigation in Industrial Property matters and Amparo proceedings.

With more than twenty years of solid experience in the Intellectual Property and with a team that is on track to be one of the leading boutiques firms in Mexico, we are recognized for the procedures in our client's affairs, for always having a solution and ensuring the best possible way to resolve their issues. Our services guarantee the best result for our clients, primarily due to our creativity to find the most appropriate solutions.

BUSINESS

- Trademarks ®, as well as their monitoring
- Opposition to trademark registration
- Copyrights
- Industrial designs
- Patents
- Technological agreements and licenses
- Franchises
- Trademark protection
- Launching of new brands (national and foreign)

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Javier Uhthoff Orive



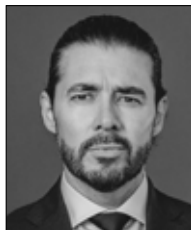
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Saúl Santoyo Orozco



Marcela Bolland
González



Eugenio Pérez Pérez



Xavier Hadad

POSITIONING

Uhthoff remains as leader of the Intellectual Property forum in Mexico. The firm's vision is to be the most prestigious and recognized law firm with global reach. Its mission is to provide quality services in business law with the highest standard of ethics and values.

Founded in 1905, Uhthoff, Gómez Vega & Uhthoff, S.C., has distinguished itself by tradition and experience in customer service. In its 117 years of existence and with the legacy of four generations since its creation, Uhthoff, Gómez Vega & Uhthoff, S.C., is consolidated as the most important firm in the field of Intellectual Property in Mexico.

With a proven formula for success, that mixes experience and youth on its staff, our firm is known for being the leading Intellectual Property law firm in Mexico. We are by far, the number one applicant for patent and trademark applications in our jurisdiction and have a successful track record of litigation, which fully places us as a leader in the enforcement of Intellectual Property rights, not only in our country but also around the world.

Comprised by 8 partners and 62 associates, the firm has expanded its core IP practice to cover more services with the intention of providing an integral service to clients; in short, the firm handles the A to Z of Intellectual Property but is also involved in other legal areas.

BUSINESS

- Anti-Counterfeit and Enforcement
- Biotech and Pharma
- Consumer Protection
- Copyrights
- Contracts
- Data Privacy
- Domain Names
- Entertainment Law
- Franchises
- Information and Communication Technology
- Licensing
- Litigation
- Patents
- Plant Breeder's Rights
- Trademarks

OFFICES

- Mexico City

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Arturo O. Díaz



Giovanna Yllanes

POSITIONING

Law firm that was born in 2007 by the hand of its founder Arturo O. Díaz, specialized in Industrial Property matters, the same one that has consolidated its prestige through academic rigor in Peru and other Latin American countries, and that since In 2012 with an experienced human team and in response to the need to extend services to our traditional intellectual property clients from Peru to other countries in Latin America from a regional perspective, we reinvented the practice at a regional level and today we can affirm that Our experience has made us experts in the region as a whole, which today allows us to achieve the total satisfaction of our clients at the highest level of service in all areas of Corporate Law and Intellectual Property practice.

We are oriented to advising towards an experience, multidisciplinary, comprehensive and regional with a solid reputation in values of Honesty and Integrity in which we believe and promote, adapting to constant changes, based on our solid experience.

How do we do it:

Intellectual property,

Experience has allowed us to know and identify a series of legal instruments available to protect your ideas in matters of Industrial and Intellectual Property; the registration of trademarks, patents, industrial designs, utility models, plant varieties and advice in Advertising and entertainment, Copyright, Consumer Protection is a versatile practice in our firm, but above all protection, monitoring and evaluation of controversies and litigation in matters of trademarks, patents related to their registrations, oppositions, cancellations due to lack of use, nullities, in addition to actions for infringements of trademarks, patents, copyrights, border measures, Unfair Competition, Advertising, the Investigation and Criminal Actions against counterfeiting and reproduction and, how you can make use of legal instruments to protect your organization, makes us capable today of creating strategies to effectively prevent and protect your Intellectual Property Rights.

Corporate Law

We are a highly specialized firm in everything related to corporate matters and represent our clients in all the activities that a commercial company can carry out, from its creation, merger procedures, transformation, to its liquidation and extinction. We advise and represent our local or foreign clients before the different entities and agencies of the state and municipal government throughout Peru, we address business problems based on our experience based on legal institutions.

BUSINESS

- Intellectual Property Law - Competition Law
 - Fashion & Intellectual Property
 - Trademarks
 - Patents
 - Industrial Designs
 - Utility Models
 - Anti-counterfeiting actions
 - Anti-piracy
 - Enforcement
 - Plant Breeder Right
 - Advertising and Entertainment
 - Copyright
 - Consumer Protection
 - Unfair Competition – Internet
- Corporate law
- Commercial Law
- Customs law
- Criminal Law: Crimes against the
- Economic Order - Customs Crimes - Crimes Against Intellectual Property
- Regulatory Law: Registration and Maintenance of Agrochemicals

CONTACTS

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Adriana Barrera



María Inés Herrera



Medalith Albarracín



Andrea Chunga



Catherine Escobedo



María Julia Goicochea



Giovana Palacios



Carlos Pulcha



Piere Abanto



Giovanna Vila

POSITIONING

BARLAW – Barrera & Asociados is a leading IP firm in Peru and the Latin America region that arises from the experience gained by its members in activities related to the protection of Intellectual Property of national and foreign clients, as well as the fieldwork carried out in application of legal measures against product piracy and counterfeiting, which its founding members have performed for twenty-six years. Professionals in BARLAW provide legal advice and defense with a personalized approach in an opportune and efficient manner that allow our clients to maintain efficient management of issues related to Intellectual Property in business.

BARLAW through all these 12 years of continuous and remarkable work being responsible of important IP portfolios, handling interesting and complex cases has been recognized number 1 in IP litigation and enforcement by different international rankings and magazines as Chambers & Partners, WTR 1000, IP Stars, Managing IP, Leaders League, Legal 500, World IP Review - WIPR, Patent Lawyer Magazine Ranking, Trademark Lawyer Magazine Ranking, IAM Patent 1000, Benchmark Litigation, Global IP Awards, Global Law Experts, Latin Lawyer, Best Lawyers and Women in Business Law Expert Guide – Euromoney.

This year 2023 WTR 1000 recognized our firm as Gold Tier Firm in Intellectual Property in Peru and considered Adriana Barrera as recommended lawyer in Gold Tier, María Inés Herrera and Medalith Albarracín as recommended lawyers in Silver Tier, and Andrea Chunga and Carlos Pulcha in Bronze Tier. Also, this ranking highlighted Adriana Barrera as anti-counterfeiting leader in Latin America. The Trademark Lawyer magazine recognized our firm within Top 10 Trademark Firms and IP Practices in Peru for third year in a row. For fifth consecutive year, Managing IP shortlisted our firm as Firm of the year, BARLAW won this award in 2022 and Adriana Barrera was awarded as Latin America Practitioner of the year, so we are very glad to continue to stand out among clients and peers. Also, IP Stars from Managing IP recognize BARLAW as a recommended firm in its Trademark Firms Ranking 2023.

BARLAW is committed with diversity and inclusion initiatives, and we dedicate our efforts in these matters in our daily activities to develop opportunities that benefit all of us. The firm was founded by two women with the aim to lead a law firm to provide equal opportunities to other women and men colleagues. To date, BARLAW has been recognized by Managing IP, Chambers Diversity & Inclusion in its Latin America Awards 2020, and WIPR. Our managing partner Adriana Barrera along with our partner Medalith Albarracín, of Counsel Catherine Escobedo and associate Giovana Palacios have had the honor of being highlighted in these rankings.

BUSINESS

- Trademarks
- Copyrights
- Patents
- Anti Counterfeiting & Anti Piracy
- Brand Protection & Enforcement
- Fashion and design law
- IP litigation
- Licensing and IP transactions
- Media and entertainment law
- Unfair competition
- Advertising law
- Life sciences & Regulatory
- E-commerce and domain names
- Data protection

SOCIAL MEDIA

- <https://www.facebook.com/BarlawPeru>
- <https://www.linkedin.com/company/barlaw---barrera-&-asociados/>
- <https://twitter.com/BARLAWIP>
- <https://www.instagram.com/barlawperu?r=nametag>

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Marité Aragaki



María Delia Oxley



Ramón Huapaya



Carolina Gajate



Juan Carlos Escudero



Juan José Hopkins



Néstor Shimabukuro

POSITIONING

Grau was founded in Lima in 1934 and joined international firm CMS in January 2017. With more than 85 years of experience, is a leading full-service firm with a professional team made up with more than 100 lawyers, offering a client-centric service that combines comprehensive legal local knowledge with a global approach, advising clients from all over the globe, including Asian, European, Latin American and North American companies.

Our multidisciplinary team of lawyers joins efforts to provide advice to our clients in the Life Sciences & Healthcare and the Technology, Media and Communication sectors in a wide range of legal aspects that cover their businesses, such as regulatory, product liability, new technologies (IT law, e-commerce, fintech, IoT), data protection, competition, public procurement, intellectual property, trademark, corporate and commercial issues; as well as disputes and mergers and acquisitions.

Several of our lawyers have master's degrees and have completed postgraduate studies in Europe and the United States. Many of us have trained in US law firms and have held offices in government. This experience, coupled with extensive on-the-job training, enables us to offer our clients a unique approach.

OFFICES

AMERICAS

- Bogotá
- Lima
- Mexico City
- Rio de Janeiro
- Santiago de Chile

EUROPE

- Aberdeen
- Amsterdam
- Antwerp

- Barcelona
- Belgrade
- Berlin
- Bratislava
- Bristol
- Brussels
- Buchares
- Budapest
- Cologne
- Duesseldorf
- Edinburgh
- Frankfurt

- Funchal
- Geneva
- Glasgow
- Hamburg
- Istanbul
- Kyiv
- Leipzig
- Lisbon
- Ljubljana
- London
- Luxembourg
- Lyon

- Madrid
- Manchester
- Milan
- Monaco
- Munich
- Paris
- Podgorica
- Poznan
- Prague
- Reading
- Rome
- Sarajevo

- Seville
- Sheffield
- Skopje
- Sofia
- Strasbourg
- Stuttgart
- Tirana
- Utrecht
- Vienna
- Warsaw
- Zagreb
- Zurich

AFRICA

- Algiers
- Casablanca
- Luanda
- Johannesburg,
- Mombasa
- Nairobi

MIDDLE EAST

- Abu Dhabi
- Beirut

- Dubai
- Muscat

ASIA

- Beijing
- Hong Kong
- Shanghai
- Singapore

BUSINESS

- Antitrust, Competition and Trade
- Aviation
- Banking & Finance
- Bankruptcy & Restructuring
- Compliance
- Consumer Products
- Corporate/M&A
- Dispute Resolution
- Employment & Pensions
- Energy: Electricity, Oil & Gas
- Environmental Law
- Hotels & Leisure
- Infrastructure & Projects
- Insurance
- Intellectual Property
- International Arbitration
- Life Sciences & Healthcare
- Mining
- Public Procurement & Administrative Law
- Real Estate & Construction
- Tax
- TMC - Technology, Media And Communications

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Guillermo Melgarejo



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Ysella Arguedas



Ariana Gayoso

POSITIONING

Estudio Colmenares & Asociados, established in 1904, has been devoted exclusively in IP protection, advice, surveillance and litigation. Our legal department is capable of handling oppositions, defenses, cancellations, litigation in court, conciliations, infringement and nullity actions and all kind of services related to the IP field. With more than 40 people working together with the single aim of offering the best Intellectual Property service in Peru, maintaining the optimum level of professional ethics.

Our services are focused on multinational firms. Our expertise is based on mayor international clients and agents around the world. Our clients are mainly within the pharmaceutical field, fashion designers, cosmetics, agrochemicals, lubricants, automotive, machinery, food industry, liquors as well as digital services.

Trademarks

With 8 lawyers, 4 paralegals and a total staff of 25 professionals, our Trademark Department is capable to handle:

- Immediate searches with official information and legal opinion. This service is free of cost for intend to register the corresponding mark.
- Applications, multiclass or single class, same day online applications (if requested) at no extra charge
- Registrations with monitoring system
- Trademark renewals with very special rates.
- Modification of records, limitation of goods, licenses, assignments, changes of name and address, etc.
- Litigations, infringement actions, domain names and digital actions, conciliations, cancellations and nullity actions, oppositions, defenses, court actions and all kind of IP legal matter with the PTO and in court.

Patents and Designs

With 3 patent lawyers, 2 paralegals, 2 biologists, 1 bio scientist and a total of 14 professionals our Patent and Design Department is capable to handle:

- Patent searches
- Patent applications either PCT or convention application
- Patent analysis after receiving a technical report
- Modification of records, licenses, assignments, changes of name and address, etc.
- Any legal Action related to Patents at the PTO or court
- Annuity services

We have been considered as the No.1 patent agent since year 2017. We are ranked in the top tier for trademark and patent prosecution by Managing IP and Leaders League.

BUSINESS

- Trademark and Patent Searches
- Trademark and Patent Registrations
- Trademark and Patent Litigations
- Trademark and Patent Modifications
- Trademark Renewals
- Annuities
- Industrial designs and Utility Models registrations
- Domain name registrations and litigation
- Infringement actions at Customs
- Litigation in court

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Javier Duany



Jessica Ortiz

POSITIONING

At DS Casahierro Abogados, our clients' needs require us to get involved in more sophisticated aspects of Intellectual Property and Competition, preparing ourselves to move forward with them, towards new trends, to always provide a suitable and timely legal advice that allows them to compete successfully in the market.

The synergy generated allows us to manage the different elements that affect the interests of our clients and that has allowed us to achieve leadership and develop adequate brand protection through anti-piracy actions in ports, in marketplaces as well as online.

In addition, our Firm has advised clients from different industry sectors on the proper implementation of the legal framework for the administration and protection of a portfolio of trademarks, patents, copyrights and new technologies at the national and international level, and the different litigations in Intellectual Property, as well as the protection of personal data, through data collection, cross-border data transfers and audits in order to avoid regulatory violations.

Likewise, we provide preventive advice and litigation advice in the areas of free competition, unfair competition, consumer, elimination of market access barriers, dumping and subsidies, and at the regulatory level in the different business sectors.

BUSINESS

- Anti Counterfeiting
- Enforcement
- Brand protection
- Trademark
- Copyright
- Patents
- Domain names
- Data Protection
- Sanitary regulation
- Competition & Antitrust
- Consumer Protection
- Regulatory Matters

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Erick Iriarte Ahon



Fátima Toche Vega

POSITIONING

Iriarte & Asociados is a group of lawyers specialized in the inter-relationship between Law and the Information Society, being the areas of policies and regulatory framework of the Information Society our main strength, together with the so-called law of new technologies. and intellectual property.

Our legal practice is constantly fed with academic work and scientific activity, as well as policy consulting, which allows us to understand in greater depth the new changes that information and communication technologies pose in society, and in this way be able to provide the services that your company or organization requires to face the new challenges demanded by the Information Society.

The correct understanding and knowledge of new information and communication technologies, added to our experience in technological businesses and the use of intellectual property as a tool for protection and enhancement of our clients' companies are some of our main strengths. ; Therefore, we are able to provide you with a wide range of strategies for the registration, maintenance, use and protection of your intangible capital, intellectual and industrial property, as well as facing the challenges of the Information Society in strict compliance with current legislation. .

But we have not only taken the New Technologies as a guideline, the Material and Intangible Cultural Heritage, as a human creation that must be respected; as well as the Environment, which is where the human being unfolds, are part of our specializations, achieving together with Intellectual Property, Cultural and Creative Industries and the Law of New Technologies, an amalgam of modernity and respect for our historical legacy; of new digital technologies and recognition of the inventive capacity and sensitivity of the human being through creation and art. We are a mixture of our past and our future living in the present.

Our professional services are combined with a personalized approach to our clients, in order to find the solutions that best suit their needs and requirements.

Iriarte & Asociados is a group of lawyers and specialists in public management widely linked to the Creative and Cultural Industries that is concerned with new information and communication technologies. In the latter field, since its inception in our country and throughout the Latin American region, which has allowed us to understand and learn in depth the new challenges posed by the Information Society as direct actors in the regulatory changes that have taken place. given in our country and at the regional level.

BUSINESS

- Information Society and New Technologies,
- Intellectual Property
- Environmental Law
- Advertisement Law
- E-government
- E-commerce
- Data Protection / Personal Data
- Digital Law
- Cybercrime
- Cybersecurity
- Information Society Policies
- Copyright
- Privacy
- Cultural Heritage
- Creative Industries
- Telecom

SOCIAL MEDIA

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Baldo Kresalja



Rosa María Kresalja



Marcela Robles

POSITIONING

We are well-known professionals in matters of defense and protection of the Intellectual Property thanks to our trajectory. We know the economic and business reality of the market, which allows us to offer the best alternatives and strategies to protect your investments.

Our team is formed by professional leaders in the field of defense of Intellectual Property with more than 50 years of experience.

We are recognized for our active editorial production on issues of legal doctrine. Our lawyers have been trained professionally in Intellectual Property regulatory organizations.

We are members of various national and international organizations related to Competition Law and Intellectual Property (INTA, ASIPI, APPI, among others).

Due to our trajectory in the defense of IP rights, we act as a hub for companies at a regional and global level.

BUSINESS

- IP Strategy
- Patents
- Utility Models
- Industrial Designs
- Trademarks
- Copyrights - Author Rights
- Enforcement
- IP Litigation
- Antitrust/Competition
- Advertising
- Consumers Law
- Food and Beverages Labeling
- Data protection
- Domain Names
- Contracts and agreements
- IP Commercialization
- Corporate Law
- Litigation

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Claudia Fernandini



Stephany Soto



Norberto Rodríguez



Yahir Delzo



Yajaira Saavedra



Daniel Coaguila

POSITIONING

At MERTZ, we dedicate ourselves to recognizing and protecting our clients' intellectual capital. Our added and differentiated value comes from our professionals' strategic and multidisciplinary approach to intellectual capital management.

We specialize in turning our clients' IP portfolios into a competitive advantage on an economic, legal, or technical basis.

We see innovation as a cyclical process that must be controlled in order to produce outcomes that benefit the company, its people, and society as a whole.

At Mertz, we have the expertise and experience to use a variety of tools and services in our work with clients on R&D, innovation and entrepreneurial initiatives.

We provide a full range of IP filing, prosecution and litigation services. Our patent and non-patent literature research services offer high quality research solutions to our international clients, who are looking to outsource steps in their clearance processes.

Our services include R&D legal and IP support, innovation programs, TRL assessment, support for entrepreneurial activities, technology transfer assistance, as well as filing, prosecution, and litigation services. We help companies create and maintain IP portfolios that are aligned with their goals.

Along with comprehending technological sectors, our innovation services also involve work with the orange or creative economy, where we work with copyright intensive industries and initiatives, cultural and social based initiatives such as geographical indications, collective marks, Indigenous cultural intellectual property.

BUSINESS

- Access to Genetic Resources
- Copyright & Related Rights
- Data Privacy
- Geographical Indications
- Grants and Tax Benefits for Research and Innovation
- Health Registrations
- Industrial Designs
- Innovation
- IP Due Diligence
- IP education and consultancy
- Lifescience & Cropscience
- Plant Breeder's Rights
- Patents
- Slogans
- Startups
- Technology
- Trade Names
- Trade Secrets
- Trademarks
- Unfair Competition
- Utility Models

CONTACTS

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Oscar Montezuma

POSITIONING

Niubox is a leading and pioneer consulting firm providing hyper-specialized legal advice and strategic consulting in public and regulatory affairs for the technology industry as well as legal innovation for legal departments with offices in Peru, Ecuador, and Colombia.

The firm assesses all the legal and regulatory needs of a digital or technology business, from the drafting of terms and conditions for a mobile application to the negotiation of a complex core banking contract and its corporate and tax implications. Niubox has developed solid experience in addressing the legal challenges imposed by digital platforms, e-commerce, and sharing economy businesses in terms of consumer protection, competition, data privacy, and intellectual property rights, as well as the legal needs of innovation and digital transformation labs. In terms of privacy and cybersecurity, Niubox has been acknowledged as the leading practice in the market for having a wide spectrum of services that include gap analysis and implementation of data protection legal framework, privacy by design assessments, data breach advice, support in data governance, monetization and big data projects and compliance audits. As the fintech ecosystem continues to evolve globally, its legal and regulatory needs have grown in matters related to the innovation of financial services platforms, the tokenized economy, blockchain, cryptocurrencies, and digital assets in general. We also offer specialized legal advice that allows our clients to navigate the main challenges presented by web3 and the crypto economy.

The firm has a pioneering and leading public and regulatory affairs' practice through which we design public and regulatory affairs' strategies by combining legal, political insights, and policy expertise through deep knowledge and understanding of the digital ecosystem, the legal framework, and its key stakeholders. Through its public and regulatory affairs' practice, Niubox seeks to set up a safe environment for businesses and to have technical discussions with the authorities.

Finally, Niubox has developed unique expertise in legal innovation consultancy focused on legal design, legal operations, and legal tech for Legal Departments to lead them to generate out-of-the-box business-oriented solutions and strengthen soft skills aligned with their organization's purpose, looking for a service model for one more dynamic and efficient adjusted to the needs of an increasingly digital and flexible world.

Niubox's clients range from Fortune 500 multinational technology companies to emerging startups developing disruptive technologies.

BUSINESS

- Privacy & cybersecurity
- Competition, consumer and intellectual property
- Technology contracts and digital transformation
- Telecommunications law
- Entertainment and media
- Fintech, blockchain and cryptoassets.
- Public and regulatory affairs
- Legal innovation & legal tech.

OFFICES

- Peru
- Ecuador
- Colombia

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José Miguel Porto

POSITIONING

Porto Legal is a legal boutique with a technology DNA, driven by a passion for innovation and specialization in corporate, regulatory, and commercial matters, with a focus on the technology, media, and telecommunications (TMT) industry and the financial services and financial technology (Fintech) sector. The firm has a robust venture capital practice and is well-known for its expertise in representing both investors and startup companies in various industries. The firm sets itself apart by offering a unique combination of traditional legal advice and a deep understanding of the technological advancements transforming various industries.

As the founder and managing partner of Porto Legal, Jose Miguel Porto, a seasoned attorney, and recognized industry practitioner, leads an exceptional team of lawyers with extensive subject matter expertise and profound knowledge in regulatory, corporate, and commercial affairs. The firm's staff works in partnership with their clients to accomplish their goals and objectives by blending corporate, commercial, and regulatory guidance with an individualized client experience. The Porto Legal clientele ranges from international corporations to emerging startups that are developing cutting-edge technologies.

Porto Legal has established a strong presence in the Telecommunications, Media and Technology sector, offering comprehensive and specialized legal services to clients. The firm's expertise in telecommunications, media, and technology allows it to effectively advise clients on various legal matters, including project development, regulatory compliance, and matters relating to interconnection, commercialization, virtual mobile networks, and spectrum issues. José Miguel Porto leads the team handling a broad range of relevant matters.

Porto Legal also has a strong presence in the Banking, Finance & Fintech sectors. In 2022, the firm reinforced its fintech practice and established a Banking, Finance & Fintech practice with the addition of leading practitioner Luis Ernesto Marin. The firm's expertise allows it to effectively advise clients on various legal matters, including the formation and operation of financial institutions, regulatory compliance, and all kind of financial transactions, whether domestic or cross-border.

The firm has a leading venture capital practice that provides comprehensive legal services to startups and venture capital funds. The firm has a deep understanding of the venture capital ecosystem and its unique legal challenges. Porto Legal's attorneys have experience advising on all aspects of venture capital transactions, including fundraising, structuring and negotiating investments, and managing exits. They have worked with a wide range of clients, from early-stage startups to established venture capital funds, and have helped to facilitate successful investments in various industries, including technology, healthcare, and consumer goods.

Porto Legal has also a strong focus on technology transactions and provides comprehensive legal advice to technology companies and businesses looking to leverage technology in their operations. The firm's technology transaction team has extensive experience in drafting and negotiating a wide range of agreements, including software licenses, SaaS agreements, cloud services agreements, technology development agreements, and many others. Additionally, Porto Legal advises clients on issues related to data privacy, cybersecurity, and intellectual property protection in the technology sector.

With a focus on providing top-notch legal services and a personalized client experience, Porto Legal is committed to helping clients achieve their objectives and succeed in their respective industries.

BUSINESS

- Telecommunications
- Technology Transactions & Regulations
- Startups and Venture Capital
- Entertainment and Media
- Data Protection
- Fintech
- Banking & Finance


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Vera Albino



Inês Monteiro Alves



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Diogo Antunes

POSITIONING

Inventa is a leading Intellectual Property Law Firm, specialized in the protection and internationalization of trademarks, patents, industrial designs, copyright and domain names. With over 50 years of experience in Portugal, the European Union and all the African jurisdictions, Inventa has served thousands of clients holding large trademark and patent portfolios, and other entities dealing with R&D daily. Furthermore, our experience allows us to understand the caveats of the different industries since we maintain relationships with clients from different sectors, including food and beverages companies, communications, IT, pharmaceuticals, manufacturers, oil & gas companies, financial institutions, business services companies and more.

Our headquarters are based in Lisbon, Portugal, and we also have offices in Angola, Mozambique, Nigeria, Cape Verde, Sao Tome, East Timor and Macao. Inventa also holds a large network of representatives all across the African region, including representation before the ARIPO and OAPI regional organizations, committed to delivering global coverage with local experience.

Due to our wide network of contacts and associate level, we offer our clients a highly specialized team of professionals in the Intellectual Property field and related strategic sectors. Our professionals guarantee personalized and efficient accompaniment in all our services.

BUSINESS

- Strategic advice
- Trademarks
- Patents
- Domain names
- Copyright
- Anti-Counterfeiting
- IP Assets Valuation
- IP Contracts & Licenses
- IP Due Diligence
- IP Litigation
- Plant Variety Protection
- Trade Secrets

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Patrícia Rodrigues



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Cláudia Amorim



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João Jorge



António Trigueiros de Aragão

POSITIONING

Welcome to RCF – Protecting Innovation S.A. is a company which has been rendering industrial property services since 1929.

RCF– Protecting Innovation, S.A. is a leading IP Firm in Portugal, with more than 90 years old of activity and a total of 41 employees, RCF PI is one of the largest, oldest and most prestigious IP Law Firms operating in Portugal, with a strong international component and a reference partner for IP matters in Portugal.

We are also represented in Angola, Cape Verde Islands, Macao, Mozambique, São Tomé and Príncipe and East Timor.

BUSINESS

- Applications
- Arbitrages
- Disputes
- Specialized Surveillance
- Technical Analysis
- Technical Translations
- Trademark searches
- Analysis and follow-up of R&D
- Support for internationalization
- Searches of the state of art in Technological related Rights and Distinctive Trade Signs Rights
- Management, maintenance and monitoring of portfolios, trademarks and designs
- Representation (preparation of applications and prosecution) near the relevant Institutes: INPI – PT, EUIPO – European Union Intellectual Property Institute, EPO – European Patent Office, WIPO – World Intellectual Property Organization and with the local Register Offices in countries considered relevant, in particular, Portugal, Macau, Angola, Mozambique, Brazil, Cape Verde, São Tomé and Príncipe and cautionary notices in East Timor.
- Analysis (including “freedom to operate”, patentability and validity opinions) and technical and strategic follow-up.

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**Margarida
Mota de Morais**



Carine Moreira

POSITIONING

Founded in 2014, Travassos, Albuquerque & Associados is a young law firm, composed of young lawyers, with a matrix of multidisciplinary and internationalization, which brings together an eclectic personal and professional experiences whose result is revealed in dedication and commitment. Since its foundation, its activity has focused on advising companies, in all business and operations matters, with special emphasis on the technology and software sector.

- IP and Information Technology
- Commercial, corporate and M&A
- Employment Law
- Public procurement
- Privacy and Personal Data Protection
- Real estate and construction
- Arbitration and Litigation

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Aleksey Zalesov



Irina Ozolina



Maria Makhlina



Natalia Samsonova

POSITIONING

«A.Zalesov & Partners» Patent & Law Firm is a full-service IP law firm that gives IP advice, handles litigation (patents, trademarks and designs) and provides services in patent, design and trademark prosecution in the Russian Patent and Trademark Office and in the Eurasian Patent Office.

We handle our international clients' patent and trademark portfolios (including Madrid System registrations) in Russia as well as in the neighbouring countries, including the countries of the Eurasian Custom and Economic Union. Twenty years of experience in conducting patent and trademark disputes between leading players in the relevant markets in Russia and abroad, enables us to give verified practical advice on IP protection and enforcement strategy.

Most of our clients are well-known multinational companies working in the field of pharmaceuticals, biotech, electronics, food technologies. For most of them the members of our team have been successfully working for many years.

Our dynamically growing team is formed by esteemed and experienced patent prosecutors as well as by known and recommended IP litigators, some of us being also advocates. To give our clients all-inclusive services in IP protection we try to do our best to have the variety of the professionals in every field that our clients might need.

We are avoiding any potential conflict of interests, sticking to the principle «one industry — one client», ensuring that our clients can enjoy all the range of IP legal services provided by us.

We protect confidentiality of client-attorney information by all possible legal and technical means, also benefitting from the status of attorneys-at-law that gives full immunity to client-attorney communication from any disclosure.

BUSINESS

- Patent drafting and prosecution
- Trademark & Design registration
- Searches, FTOs and Validity Opinions
- IP invalidation and infringement disputes
- Unfair competition litigation

CONTACTS

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POSITIONING

Sojuzpatent is the oldest leading law firm providing IP protection services in Russia and the former Soviet Union.

Sojuzpatent's team of over 160 qualified specialists includes 50 registered Russian and Eurasian patent and trademark attorneys and litigation lawyers offering incisive and highly practical expertise in all disciplines of science and technology.

The firm originated with the establishment of its predecessor, the Patent Bureau, which was a structure of the Soviet Chamber of Commerce and Industry. For many years, Sojuzpatent was the only patent and trademark law firm in the Soviet Union that was authorised to deal with IP protection and assist Soviet inventors in obtaining protection for their inventions, industrial designs and trademarks on exported goods. It also rendered IP services to foreign entities. After the dissolution of the Soviet Union, Sojuzpatent became a limited liability partnership owned by its attorneys. Sojuzpatent is proud of its history. Our team members consistently bring the successes of the past into their daily work routines while confidently preparing for the future.

Sojuzpatent provides client services within and outside the Russian Federation on patenting inventions, utility models, industrial designs, selection achievements, trademark registration (service marks), appeals (origin of goods), selection achievements, domain names, software, databases and integrated circuits.

Sojuzpatent attorneys file between 2,000 and 3,000 patent applications and between 1,000 and 2,000 trademark and design applications each year. It pays annuities for more than 50,000 patents and renews about 1,500 trademarks each year.

Sojuzpatent uses customised software, has strictly defined the workflow rules of documents in circulation and fine-tuned the necessary internal procedures – all of which helps to process large volumes of data. Sojuzpatent's professional liability is covered by a policy issued by one of the world's top insurers. Sojuzpatent's lawyers successfully represent their clients before the Russian Chamber for Patent Disputes and all Russian courts, as well as before some foreign courts.

The firm's professionals have extensive experience in trademark, patent and design prosecution and enforcement, including opposition proceedings, cancellations, infringement, anti-counterfeiting and parallel import cases, and advise on IP commercialisation, including drafting licences and other IP agreements.

BUSINESS

- Inventions And Utility Models
- Industrial Designs
- Trademarks, Appellations Of
- Origin Of Goods
- Selection Achievements
- Patent Search
- Legal Services
- Technology Transfer & License
- Agreements
- Computer Software & Databases
- Domain Names

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Kiko Carrión



Marta González

POSITIONING

As a global top 15 law practice, Eversheds Sutherland provides legal advice and solutions to a global client base ranging from small and mid-sized businesses to the largest multinationals.

Our teams of lawyers around the world operate seamlessly to deliver the legal know-how and strategic alignment that clients need from their advisors to help further their business interests. Clients describe us as creative and well-versed in cutting edge legal work – we listen well in order to understand how and where we can be most effective and add the greatest value.

We shape our advice to the unique circumstances and challenges of each project, and ensure the right people are in the right places to offer insight and certainty – from the day-to-day to the most complex, multijurisdictional matters.



BUSINESS

- Commercial & IT
- Competition, EU & trade
- Compliance
- Construction & engineering
- Consulting
- Corporate: M&A
- Corporate counsel program
- Corporate crime / white collar crime & investigations
- Employment law
- Energy & infrastructure
- Entity management
- Finance, financial services regulation & investment products
- Intellectual property
- Litigation & dispute management
- Private Equity
- Public Law
- Real estate and planning
- Tax



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Georg Rauber



Gregor Bühler



Luca Dal Molin

POSITIONING

Technology & Digital Economy

Curiosity in working with new technology and connected legal expertise characterize our practice area Technology and Digital Economy. With our interdisciplinary Homburger TechGroup encompassing tech-savvy and experienced lawyers, we support clients who digitize their business models in a global and competitive environment, implement new technology and prepare their offerings for the future.

Data-Driven, Digitized Business Models and Platform Solutions

- Structuring of data-driven, digitized business models and platform solutions in regulated and non-regulated markets
- Development of strategies and implementation of measures to protect digital business models, in particular with regard to data and interface ownership, protection against replication and misappropriation

Infrastructure for the Global, Digitized Economy (Cloud, XaaS, Digital Marketplaces, etc.)

- Structuring and implementation of infrastructure solutions for the global, digitized economy in particular in regulated industries in accordance with regulatory requirements

FinTech / InsurTech

- Advising financial service providers, insurance companies and start-ups on the structuring and implementation of innovative, digitized products, e.g. in the fields of investment management, platform and crowd funding, financial analytics, open banking, identity and security management, payment systems and insurance solutions
- Coordination with supervisory authorities obtaining licenses and no action letters as well as leveraging networks with third parties

Blockchain / Distributed Ledger Technology (DLT)

- Advice on blockchain / DLT projects, e.g. in relation to smart contracts and decentralized applications, in the financial industry and in other industries, in particular also regarding the tokenization of securities (shares / bonds / derivatives) and other financial instruments as well as regarding initial coin offerings (ICOs) / token generating events (TGE)
- Structuring of trading platforms and custody solutions for tokens as well as advice on primary and secondary market activities regarding crypto assets (payment / utility / asset or security tokens)

Cybersecurity and Cyber Incident Response

- Advice on contingency planning for possible cyber attacks (regulatory requirements, insurance aspects, security measures, etc.)
- Provision of immediate legal assistance in the event of a cyber incident
- Support with regard to communication and cooperation with Swiss and foreign authorities, affected persons and the public

TECH BUSINESS

Our Technology and Digital Economy practice focuses on the following areas:

- Data-Driven, Digitized Business Models and Platform Solutions
- Infrastructure for the Global, Digitized Economy (Cloud, XaaS, IoT, Digital Marketplaces, etc.)
- Digitized Capital Market / Crypto-Finance
- FinTech / InsurTech
- CorpTech
- Blockchain / Distributed Ledger Technology (DLT)
- Artificial Intelligence / Machine Learning / Autonomous Systems
- Cybersecurity and Cyber Incident Response
- All forms of e-Commerce

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Sevan Antreasyan



Guy Vermeil

POSITIONING

Technology and Outsourcing

Lenz & Staehelin's Technology and Outsourcing practice is closely linked to the firm's Corporate and M&A, Intellectual Property and Competition groups. Transactional expertise and legal knowhow in protecting and enforcing IP rights is crucial for advising our clients on technology and business sourcing and the creation, allocation and exploitation of property rights in the relevant industries. Our expertise is aimed at advising, negotiating and implementing transactional structures and practical solutions that effectively address our clients' goals.

This practice group offers a wide range of transactional and regulatory work in technology, media and telecom matters, including outsourcing, hosting and ASP, online services, mobile entertainment, broadcasting, media and convergence issues, digital transformation, e-commerce, telecoms regulatory and transactional work, international roaming and MVNO (mobile virtual network operator) agreements, ICT contracts, complex IT projects, public procurement, software development, licensing and distribution structures, strategic business alliances and joint ventures.

Intellectual Property

Our Intellectual Property group is renowned for its longstanding practice and excellent track record in every field of intellectual property (patent law, trademark and design law, and copyright law), including related areas such as unfair competition. We offer full services in trademark and design prosecution, represent clients in IP litigation (before the Swiss Federal Supreme Court, the Federal Patent Court, the Federal Administrative Court and cantonal courts across the country), and in IP-related international arbitration. In addition, we advise on complex commercial transactions such as licensing, franchising, joint ventures, R&D cooperations, all kind of technology transfer issues, and IP due diligence in M&A matters.

Lenz & Staehelin has a transaction-oriented approach to intellectual property, and always focuses on immediate client benefit. The breadth and depth of expertise available in-house translates into higher productivity and better services for clients. Because, unlike most other law firms, we also offer administrative services such as trademark and design applications and portfolio management, we can provide a one-stop shop for all IP-related matters (excluding patent applications).

BUSINESS

- Asset Management
- Banking and Finance
- Capital Markets
- Commercial and Contracts
- Competition
- Corporate and M&A
- Employment, Pensions and Immigration
- Insolvency and Restructuring
- Intellectual Property
- Investigations
- Litigation and Arbitration
- Private Clients
- Real Estate
- Tax
- Technology and Outsourcing

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Founding Partner/Senior Counsel



Nükhet Serra Coral
Managing Partner



Emre Kerim Yardımcı
Managing Partner



Okan Can
Partner

POSITIONING

Deris, since 1912, has been one-stop shop for IP services with one of the largest and internationally regarded IP prosecution and advisory team in Turkey.

The firm has been a pioneer in shaping the IP landscape by obtaining the precedent decisions and participating the preparation of the IP legislation upon the invitation of the legislative bodies. Deris provides a wide spectrum of high-quality services that are essential for securing, maintaining and enforcing IP rights.

The firm's services and counseling are supported by the trademark attorneys and technical experts, who are national and European patent attorneys, under a unique service approach combining long-standing enforcement experience with prosecution-technical expertise. The firm's goal is to secure enforceable IP rights in the market so that they can be transformed into sustainable commercial values.

Today, Deris consists of two legal entities: Deris Patents & Trademarks Agency A.S., which counsels, files, prosecutes, registers and manages IP rights worldwide; and Deris Attorney-At-Law Partnership, which provides legal counseling in contentious and non-contentious matters and representation for litigation before IP, civil and commercial courts.

The Team consists of 20 attorneys at law and 18 registered trademark and patent attorneys, six European Patent attorneys. With the administrative and support staff in the trademark, search, design patent, patent and litigation departments, the firm has more than 70 collaborators.

Areas of practice

Deris Attorney-At-Law Partnership is specialized to exclusively handle IP, IT and media-related cases for contentious or non-contentious matters. The partnership has an agile and cost-conscious approach in pragmatically combining and coordinating a tailor-made solution in complex matters consisting of developing IP awareness and enforcement strategies, conducting investigations on counterfeits and evaluating their results, preparing and organizing the seizure before Customs against counterfeit goods, serving cease and desist letters for prevention of infringing acts, conducting negotiations for settlement agreement and instituting civil and criminal court action.

Deris also has a very strong patent litigation team led by its founding partner Aydın Deris, working in cooperation with the in-house Turkish, European and US patent attorneys of the prosecution firm. Besides being highly active in litigation, the Deris team also implements alternative dispute resolution policies before or during litigation. In this respect, the team is in contact with the World Intellectual Property Organization (WIPO) Alternative Dispute Resolution Centre and actively participates in arbitration and mediation training. Kerim Yardımcı has been appointed as a panelist and arbitrator before WIPO for Uniform Domain Name Dispute Resolution Policy matters. Okan Can and two other members of the team have been appointed as chartered mediators before the Ministry of Justice in Turkey.

Deris provides services such as drafting, preparing, filing and prosecuting of the application of industrial property rights in Turkey and through the firm's top-level worldwide collaborators.

BUSINESS

- Intellectual Property
- Patent Litigation
- Trademark Litigation
- Trademark & Patent Prosecution
- Anti-Counterfeiting
- IP & IT Transactions
- IP Due Diligence
- Technology Licensing
- Copyright and Anti Piracy
- Unfair Competition
- Trade Secrets
- Protection of Plant Breeder's Rights
- Personal Data Protection
- Media & Entertainment Law
- Consumer Law
- IT Law
- Reputation Management


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Diego Rocabado



Mónica Rivero



Diego Pérez



Leticia Callizo

POSITIONING

CERVIERI MONSUAREZ is a full-service IP law firm.

Each partner or senior associate leads a different area in which he is highly specialized. Each area has its own team of senior lawyers, junior lawyers and paralegals, which is repeated in each one of the offices. This allows a wide specialization in each area and the client receives a very specific treatment according to the subject matter. All partners actively participate as speakers in events (in the region and in the rest of the world).

CM is the only law firm that has developed its own software that allows the monitoring of its clients' brands and products, in the main platforms and social networks, allowing online research, product removal, market studies, etc.

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- Trademarks, patents and copyrights, by Natalia Paladino
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