

2012

ACQUISITION INTERNATIONAL

M&A AWARDS

“ *One of our main goals is to strive for great deals for our investors. Here we can bring in our expertise, know-how and global networks of partners.* ”

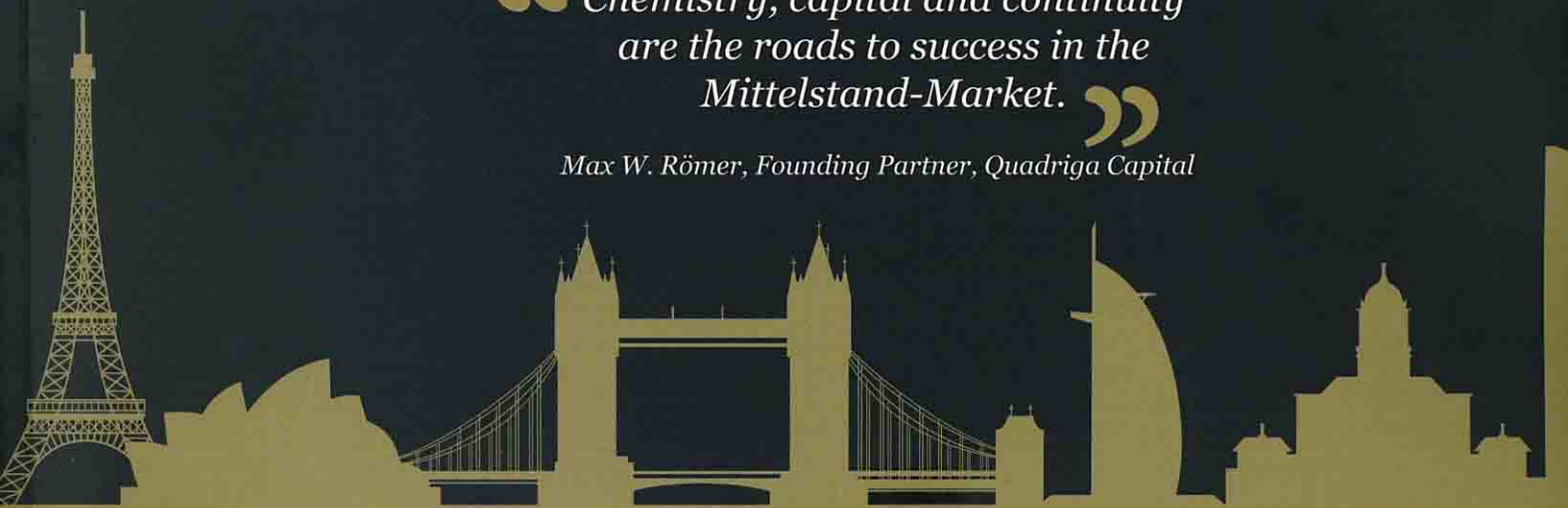
Dr. Rolf Lanz, Lead Partner at CGS Management giesinger gloor lanz & co.

“ *The team was delighted. We have been very fortunate to gain recognition in most years since inception...but it is always a thrill to be recognized in this way given the high quality of the competition in Australia.* ”

Tim Sims, Founder and Managing Director, Pacific Equity Partners

“ *Chemistry, capital and continuity are the roads to success in the Mittelstand-Market.* ”

Max W. Römer, Founding Partner, Quadriga Capital



M&A Law Firm of the Year: El Salvador - Arias & Muñoz



● The merited winners of M&A Law Firm of the Year El Salvador are Arias & Muñoz. We at Acquisition International had the good fortune of catching up with Partner of the firm, the acclaimed Roberta Gallardo.

We began our interview by asking her on the biggest challenges facing her company. *“Mostly the cost-benefit aspect and being able to provide benefit for our clients at an efficient cost. As with every new case we are motivated to learn to deal with different perspectives on how to provide our clients alternatives and solutions to the services they require and become effective at the same time. We were very pleased with the award, it is a confirmation that we are going in the right track.”*

The right track it is indeed, one characterized by high quality client service, creativity in solution and an exceptional level of response. This has enabled the firm to build a large and far reaching client base. As Gallardo affirmed, *“We facilitate our clients with different ways for them to do business, and in some cases, we are with them since the business start-up*

or the local acquisition, which provides us an opportunity to assist them in their legal needs throughout their local operations.”

Gallardo remained optimistic about debt finance availability.

“There is availability. This would depend on the structure of the project as well as the fiscal efficiency sought.”

And what about the main reasons for the success? *“It is due to our adaptations, namely that we have adapted in the cost-benefit aspect. We have to prove ourselves more capable, flexible and creative in order to reach the same results. We are pleased with how successfully we have achieved this aim.”*

We all know that it takes months of hard work to close deals. The company has managed this highly stressful process in an exemplary way. *“We always involve the number of lawyers that are needed and we assign tasks according to their specialty. Another key aspect is the ability to delegate, in order to be cost effi-*

cient. Further, we are resolute in our determination to enable a healthy balance between work and family.”

Our readers were keen to point out that underpinning the firm’s good work is always strong ethical and moral values as well as the highest levels of professionalism. Gallardo added to this, *“There is more commitment and a need to be creative in order to stand apart from the competition and create a real difference. This is a major challenge.”*

AI fully expects Arias & Muñoz to continue to meet such challenges. Gallardo sees the key to meeting these challenges is recruitment. *“We will most likely be recruiting. All will depend on the political and economic situation of our country. But we are confident that we can remain highly responsive to all changes.”*

Arias & Muñoz
Calle La Mascota #533,
Colonia San Benito
pbx: +503 2257-0900
f: +503 2257-0901
e: contact.elsalvador@ariaslaw.com
w: ariaslaw.com

AWFORD LEGAL

Awford Legal - Aerospace,
Product Liability, Insurance
& Re-Insurance,
Commercial Litigation,
Arbitration, & Alternative
Dispute Resolution

Mailing Address

PO Box 99, Vaucluse
NSW 2030, Australia

T: +61 2 9337 3017
F: +61 2 9337 1101
M: +61 0448 313131
E: ian@al-law.com
W: www.al-law.com



*Australian Aviation
Law Firm of the Year*