

LATIN LAWYER 250

LATIN AMERICA'S LEADING BUSINESS LAW FIRMS

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Fully
revised
and updated
14th edition

SANTIVAÑEZ ABOGADOS

Expanding energy firm

Established: 1964

Total lawyers: 22

Partners: 6

Santivañez Abogados is known best for its energy skills and focus on advising companies in Peru's regulated sectors. A re-launch in 2010 saw the firm incorporate two boutiques which have deepened its energy, environmental and mining services. The firm has also invested in other areas, not least tax, in a bid to broaden its corporate capabilities. Santivañez Abogados is unusual for firms on this list for having its roots in Piura, although its Lima office is very much the heart of its operations today.

PEOPLE & PRACTICES

firm significantly increased Santiviáñez's already impressive capabilities in the sector, most notably adding oil and gas expertise. Sumar also oversees projects work for the firm.

CORPORATE AND M&A

Roberto Santiviáñez's corporate and M&A work includes helping microfinance bank Compartamos when it acquired a majority stake in Peru's FinancieraCréditos Arequipa, in what was the Mexican bank's first overseas investment transaction.

ENVIRONMENT

Karim Kahatt is a leading environmental lawyer who spent some years at Peru's most prominent environment boutique before setting up his own firm (which he merged with this firm two years ago). He uses his experience in environmental law to help clients in the mining sector, assisting clients like Pacific Rubiales in the creation of self-auditing systems to keep track of their environment obligations with software designed by his firm.

MINING

Santiviáñez Abogados' natural resources capabilities were augmented by the incorporation of **Karim Kahatt's** boutique in 2010. Kahatt, who was educated at the University of Texas and the London School of Economics, now oversees the firm's mining efforts.

TAX

Tax partner **Walter Belaunde** is a welcome addition to the firm, not least for transactional work after his time at one of the country's major deal making firms. Belaunde worked alongside Santiviáñez to help with Compartamos' investment in FinancieraCréditos Arequipa.

CLIENTS

Companies frequently turn to Santiviáñez Abogados for regulatory advice in the electricity and energy markets. The firm has advised oil and gas company Pacific Rubiales in regulatory and environmental issues, and assists electricity transmission concessionaire Consorcio Transmantaro with financing work. Compartamos is a corporate client.

OFFICES

Contrary to most firms on this list, Santiviáñez Abogados started out in Piura, in northwest Peru, and eight of its lawyers currently work there, including founding partner Aníbal Santiviáñez, who works on civil law and litigation matters. The firm's largest and most important office however, is in Lima, where 14 of the firm's 22 lawyers are based. LL