



EUROLATAMLEX
International Law Firms Network

POSITION PAPER

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INTRODUCTION

EURO LATAM LEX was born in June of 2016, with the aspiration of becoming an independent network of excellent law firms from different continents under the watchful eye of our President, Javier Cremades.

The network aims to promote the business development, the creation of synergies and opportunities among law firms, encouraging the exchange of knowledge and experience between member firms and institutions related to the legal world.

The initial focus of EURO LATAM LEX was on the participation of law firms from Europe, particularly Eastern Europe and Latin American countries, each of which excelling in their jurisdiction. Since 2016 we have grown and broadened our interests as well as the scope of the network. EURO LATAM LEX is currently a network opened to law firms from all around the world. Nowadays, thanks to the rapprochement made by globalization and technology, firms have the ability to openly participate in these markets. With this in mind, EURO LATAM LEX provides legal and commercial services between the all continents.

Due to the transnational nature of their business, the globalisation of the economy and the development of new technologies, we have seen an increasing tendency in our clients requiring legal services in various jurisdictions worldwide. Nevertheless, many small/medium sized law firms have experienced difficulties offering the service that their clients require, mainly due to barriers such as: language; divergence in legal systems; lack of coordination; and excessive costs.

In recent years our firm, Cremades & Calvo-Sotelo, has joined different Lawyers Association in an attempt to widen our areas of practice and our jurisdiction. However, at an operative level we have been dissatisfied due to the lack of coordination between members, resulting in a fractioned and more expensive service to clients.

Our firm's desire is to increase the number of member firms in EURO LATAM LEX, with the purpose of communicating and promoting business amongst all around the world.



All members of EURO LATAM LEX shall remain autonomous, providing their services individually and having the freedom to participate in other professional organizations.

WHO WE ARE

EURO LATAM LEX is an international association opened to law firms all over the world. The primary objective of EURO LATAM LEX is to provide its members (professional law firms with an in-depth knowledge and international outlook) with extremely high quality legal services all over the world.

Each member of EURO LATAM LEX offers their respective local and international legal services. With regards to international clients, our members can compliment their expertise by working with another member firm, and thus providing clients with exceptional legal services at a fair and reasonable price.

All EURO LATAM LEX Members should be affiliated law firms that are properly established and positioned as one of the top firms in their respective legal and business communities. With this in mind, there is a selection processes to guarantee the quality of the firm that wishes to become a member of EURO LATAM LEX and thus representing EURO LATAM LEX in their country, city and/or regions. EURO LATAM LEX requests a recommendation and/or data to certify the professional quality and prestige of the potential members. Recommendations include: clients; other lawyers/ law firms; or successful cases that are publicly acknowledged in the media.

Our goal was always to focus on medium to large, boutique, national law firms. Therefore we provide the possibility to have referent law firms and feel like you are part of a large franchise law firm, and to be able to work in coordination with several other law firms, from different countries, as one.

EURO LATAM LEX provides a project of internationalization for its member law firms. It is a space of networking, that endorses the free interchange of clients and information in between its members.

All the services provided by EURO LATAM LEX to its members are supervised and regulated in order to ensure a quality advice. Also, each member contributes and cooperates continuously to enhance EURO LATAM LEX.

Another purpose of the network is to be present in every jurisdiction in the most important cities in Europe, America and Asia. EURO LATAM LEX is not simply a lawfirm book directory but rather a networking association in which members can use in order to meet the demands of their local and international clients.

DIVERSE KNOWLEDGE OF THE LOCAL MARKET/ GLOBAL SCOPE

The members of EURO LATAM LEX provide full and specialized legal services. Unlike other International Networks of Law Firms, members have the necessary expertise to act in their respective jurisdiction. EURO LATAM LEX members have a profound knowledge of the local legislation, the uses, and of the judicial system. Furthermore, they have the capacity to properly advise clients regarding business opportunities and their respective risks, as well give advice on the political environment.

EURO LATAM LEX members have a strong relationship with local authorities and the local business community. They are able to provide advice to clients by guiding them through legal matters so that their business can succeed in the given jurisdiction.

The members of EURO LATAM LEX are leading law firms in their countries and have a professional team with deep knowledge and outstanding reputation, including lawyers with strong academic backgrounds (Postgraduate Studies, LLM's, etc). The members provide their services to a variety of local and international clients, in both English and the national language.

Each member will have an international perspective enabling them to represent clients worldwide. Through EURO LATAM LEX, the members have access to the necessary resources and knowledge in order to provide legal advice wherever the clients require it.

BENEFITS FOR THE CLIENTS OF MEMBER FIRMS

We firmly believe that at the heart of the worlds leading laws firms is the long-term development of client relationships. For clients facing challenges such as international transactions, cross-border deals and disputes, the members of EURO LATAM LEX offer top tier legal services at competitive prices. EURO LATAM LEX works with clients to develop flexible service models ranging from the simplistic counsel to complex transactions with teams of law firms in various countries.

Within this context, when clients need to simultaneously reach multiple jurisdictions, the members of EURO LATAM LEX bring together a multi-jurisdictional team in order to counsel and provide a customized service for cross-border deals or respective disputes.

Due to the globalization of our economies, it is essential that our clients are provided with reliable, accessible and affordable legal advice that allows them to benefit, without risk, from the enormous advantages of having a business abroad. This profitable, efficient, effective and customized support is a service that only this network can offer.

EURO LATAM LEX focus on creating “quality relationships” with similar firms in European and Latin American countries that guarantee a full and specialized legal service for its clients, as well as the expansion of the client portfolios in local and International markets.

- ❖ Feasible legal services tailor made for the needs of the client in multiple jurisdictions.
- ❖ Provide innovative solutions with the expertise and knowledge of our members.
- ❖ Outstanding knowledge and expertise in the local markets with global perspective.

EURO LATAM LEX is a network that, in addition to contributing to the legal world, also creates new business opportunities on all continents.

The primary objective of EURO LATAM LEX is to provide clients with an integrated legal solution to complex business matters throughout various countries.

Cost-effectiveness: Our members understand that the in-house lawyers are continuously under pressure to minimise the payment of legal fees of external lawyers. For this reason, the members are always trying to provide competitive and fair prices.

BENEFITS TO THE MEMBERS AFFILIATED TO EURO LATAM LEX

By affiliating with EURO LATAM LEX, members are in a position to win potential clients from foreign countries. Members will acquire international experience without the

expense of a branch office and employees abroad. In addition, they will be able to work with a prestigious and experienced law firm within the respective country and help with the subsequent work that arise from such bonding to EURO LATAM LEX.

The members can improve and enhance their business and revenues by acquiring clients from various countries. Members will have a higher exposure to potential international clients through marketing and communication strategies that EURO LATAM LEX makes available to its members: website, directory, magazine articles and newsletters, among others.

The members can improve the education of their lawyers. EURO LATAM LEX promotes the continuous training of lawyers, which will lead to members having a truly international practice and knowledge. EURO LATAM LEX is constantly updating and reviewing how to give the best legal practices across the globe.

Regular meetings will ensure that firms and lawyers understand what is expected of them and generate business opportunities.

EURO LATAM LEX provides its members with immediate access to local knowledge held by law firms in their respective jurisdictions. For our members, this is of great importance and constitutes an important advantage as it does not involve the opening and maintenance of branch offices abroad.

- ❖ **GEOGRAPHIC SCOPE** - The members can export their services to other countries and meet potential clients. Without EURO LATAM LEX these firms would not have access to this clientele.
- ❖ **EXCELLENCE** - Proactive and first class legal representation in any part of America, Asia or Europe.
- ❖ **EXPERIENCE AND KNOWLEDGE OF THE INDUSTRY** - EURO LATAM LEX's network has been strategically and carefully developed to promote, extend and amplify the experiences and knowledge of lawyers in order to provide the best legal advices possible.
- ❖ **EVENTS** - EURO LATAM LEX present and organize annual conferences for its members and clients focusing on relevant legal matters, review of successful cases and the challenges to the law firms, as well as other important legal issues.
- ❖ **PUBLICATION / NEWSLETTER** – Every six months EURO LATAM LEX issues a Newsletter with the current local, international and regional topics, as well as specialized publications in each area of practice that members specialize in.

EURO LATAM LEX ADVICE AND ACADEMIC TRAINING

One of the differentiating factors between EURO LATAM LEX and other legal associations is the focus on continuous training for members. This training is given by inhouse lawyers from leading companies around the world throughout various conferences with the purpose of enhancing the skills of the law firms. The EURO LATAM LEX Advice also provides a guide of the best legal practices, so that the law firms and in-house lawyers can work in total synergy.

Another key factor that sets us apart from other law firm networks is the Academic Training. EURO LATAM LEX has created a section in the association for academic institutions specialized in Law and/or related to it. Through them, we organize educational training for lawyers in other jurisdictions, and we issue news reviewing international law and business issues.

LAWYERS EXCHANGE PROGRAM

EURO LATAM LEX implements a lawyers Exchange program for members. This entails a particular and effective method whereby members get to know and learn from other jurisdictions. At the same time, it enables the members to attract young lawyers with an international perspective interested in cross-border deals. This lawyer's exchange program helps to create links between firms.

PRIMARY LEGAL AREAS OF EURO LATAM LEX

Our strategy is to cover legal areas whereby our clients can obtain international benefit. Therefore, in order to adapt to the main needs of the client, we have highlighted 10 areas of specialty, which are:

- ❖ Banking, Finance, Insurance and Reinsurance
- ❖ Antitrust and Economic Competence
- ❖ Corporate Business Law
- ❖ Regulated Sectors: Telecommunications and Energy (including, fossil fuels, oil, electricity and renewable and clean energy projects)
- ❖ Projects
- ❖ Real Estate
- ❖ Alternative Dispute Resolution and Arbitration (local and international)
- ❖ Intellectual Property and New Technologies

- ❖ Employment
- ❖ Litigation

REQUIREMENTS FOR MEMBERSHIP

- ❖ The firm must be independent, responsible for its staff and the jobs provided.
- ❖ The firm must not have exclusive ties with another firm in the local jurisdiction of another member firm.
- ❖ The firm must have excellent reputation and prestige in its jurisdiction or country, with general knowledge in business, commercial and business practices, and be focused on the growth and development of new clients.
- ❖ The firm must be highly committed to the training and development of their lawyers.
- ❖ The firm's clients service standards should be consistent with those of other members.
- ❖ The firm must have a strong knowledge in local business alongside significant
- ❖ experience in international business and a high level of fluency in English.
- ❖ The firm must commit to the operations and development of EURO LATAM LEX, including the participation in the Annual Meeting, timely payment fees, prompt response to connection requests and references from other firms.
- ❖ The firm must have a professional indemnity insurance according to the size of the firm in the market.
- ❖ The firm must be capable of providing service in almost all aspects the client request.

STRUCTURE

- ❖ Council of Members: All firms shall be represented by a person, who will be appointed for two years and who can be re-elected.
- ❖ Connection Coordinator: Coordinate all the organization of connections and annual meetings. All coordination and management will be carried out by Cremades & Calvo Sotelo. The annual quotas, which will be communicated at the initial meeting, will be used for the administration and coordination of the connections.

Statement of Objectives

EURO LATAM LEX aims to be an organization of independent law firms that promotes the exchange of information, legal services and clients all over the world. EUROLATAM LEX also helps to facilitate communication among its members and improving their skills to satisfy the need of their potential and current clients. The members of EURO LATAM LEX maintain complete independence, provide professional services to their clients individually, and do not have any restraint on: the type of clients'; whether or not they take or delegate cases; and/or bond to any other professional organization.