



GÓMEZ DE MERCADO
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About our Law Firm

Spanish & International Law firm providing specialized legal advice on a high quality and cost effective basis.

Taylor-made budgets for every client's project or transaction. Well connected to the world through our international network of associated law firms.

We listen to your concerns and strive to provide you with practical solutions under the highest legal and ethical standards.

Provide legal services with a proactive approach focusing on strategic and preventive legal advice.

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Legal Services

Our Legal services cover the following areas:

Corporate & Commercial

Administrative Law & Public Tendering

Land Development and Eminent Domain

Urban and Environmental Law

Intellectual Property

Litigation, Judicial Review and Arbitration

M&A, Project Finance

Oil, Gas & Renewables Projects

Joint Ventures

Corporate Governance



Middle East Desk

Our Middle East Desk has a deep knowledge of business in Middle East and GCC region with strong ties and regional references. It offers a high-quality legal advice to Gulf investors in Spain and Spanish investors in the Middle East and specifically in the GCC.

In the GCC region, our firm has strong ties and association agreements entered with several law firms in UAE, Qatar, Saudi Arabia, Oman and particularly with International Counsel Bureau (ICB) based in Kuwait City. ICB is one of the leading legal practices in Kuwait, providing a full-service as a corporate commercial law firm and housing a dedicated team of legal professionals providing legal counsel to local and international clients with extensive experience in business and transactions across the region.

Our Head of Middle East Desk and Lead Lawyer as regards Middle Eastern affairs is Juan Guillermo Riancho, who has an extensive international legal practice in the Middle East as well as in Latin America, Asia, US & Canada.



International Network of Associated Law Firms

We offer a comprehensive international network of associated law firms covering multiple jurisdictions and a broad range of practice areas.

Our network includes full-service law firms in the following locations:

Latin America: Brazil, Argentina, México, Colombia, Bolivia

Middle East: Kuwait, Oman, Qatar, Saudi Arabia, UAE

North America: Canada, USA

Asia: China, Vietnam, Singapore, Thailand

Africa: Equatorial Guinea, Morocco, Ghana

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Project Management Approach

Effective planning and project management from the outset will be critical to ensure that the legal advice and client service we provide to our client is of the highest quality.

Our advice will be coordinated and managed by the core team with a small amount of lawyers to ensure cost effectiveness, led by a Lead Lawyer in Madrid. The Lead Lawyer will have ultimate responsibility for ensuring that our legal advice is of the highest standards all project timetables are achieved and deliverables are met.

The Lead Lawyer will be the single point of contact and will ensure accurate coordination of all work/streams holistically to ensure the most appropriate team lawyer members are allocated the relevant type of work in the project.

We have learnt from our experience that although every transaction or project is unique, effective project management requires the following key building blocks:

1. A clearly defined scope
2. Establishing a team with the necessary skills
3. On-going monitoring and testing of progress against the project plan and scope, including exception reporting.



Projects Worldwide

We can assist your company in any international project. Our Firm has advised clients on a number of key projects / transactions worldwide, including some of the most important projects as follows:

JV BP / Bidas (Argentina), 1999

JV Petrolera Chaco (Bolivia), 1999

Bilbao LNG Regasification Plant (Spain), 2001-2003

Financing of Barcelona Tramway (Spain), 2001-2003

JV between Iberia Airlines and CAE (Canada), 2002-2004

Medgaz Gas Pipeline linking Spain and Algeria (Spain), 2002-2006

Punta Europa (Equatorial Guinea) Gas Plant, 2003-2014

Planning and Financing of Valdebebas development (Spain), 2003-2007.

EPC drafting & negotiation for Gas Plant in Musandam (Oman), 2011

EPC drafting & negotiation for Gas Plant in Abu Tabul (Oman), 2012 -2013

Well Campaign Upstream Development Abu Tabul (Oman) 2011 - 2014

Nghi Son Refinery & Petrochemical Complex, (Kuwait-Vietnam), 2014 -2018

Divestment of Europoort Refinery (The Netherlands), 2015 – 2016

Duqm Refinery & Petrochemical Complex (Kuwait-Oman), 2016 -2019

UN Environmental Remediation Project (Kuwait), 2020



Working Relationship

We work hard to establish close and effective working relationships with our clients. An essential feature of this is our wish to integrate with your team in order to deliver timely, cost effective and practical advice on a day-to-day basis during any project.

Our approach is always to keep matters as simple as possible and focus on the end results.

It is crucial therefore that our team members integrate with your in-house legal team, as well as other relevant advisers, in considering the legal issues in a holistic and thorough way.



Fees

For construction / M&A or other complex projects in any jurisdiction we usually recommend our clients to work on the basis of a capped fee and divide the project, if appropriate, in several stages for an easier management of costs and payments. A capped fee would be agreed and well defined for each stage.

The capped fee agreed with the client is determined by a reasonable estimate of the number of hours that each stage would include with a negotiated and discounted hour rate.

We do not establish limitations on the number of drafts, conference calls and/or negotiation meetings to be held on each stage. We work as much as it is necessary for the success of the project.

All hourly fees applicable by GOMEZ DE MERCADO and our associated Law Firms will be agreed with the Client for each specific project.

We are dedicated to helping the client to manage fees in an optimal way.



For any further information you may contact :

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