

Former Arias managing partner opens new firm in Guatemala

Fredrik Karlsson
04 March 2019



José Augusto Toledo

José Augusto Toledo, former managing partner of Arias' Guatemala office between 2007 and 2016, has opened Clarity Law in Guatemala City, catering to mid-size companies and start-ups.

Clarity Law started its operations in January. It provides corporate and finance advice and caters to Guatemala's mid-size market. "It's a client base that is stuck in between the small family firms and the big law firms," explains Toledo, who was Arias' former banking and finance head. "Larger law firms seek bigger clients, and mid-size clients may find the bigger firms too expensive for their needs," he adds.

Toledo wants to make use of his contacts among financial institutions and his experience at a big regional firm. He was a senior partner at Arias for more than 10 years and has nearly 30 years' experience in the local legal market. He left Arias in 2017 to take a sabbatical year.

Guatemala's mid-size market has good business potential, according to Toledo. "It is a growing market, and there is not that much competition that I know of," he says. However, Toledo acknowledges that he has seen lawyers leaving big firms to start up new offices lately.

Toledo's outfit is not a one-man show. He is joined by two associates, who are former colleagues from Arias. Gustavo Hernández and Iraida Herrera Abreu left Arias a few years ago and have since been involved in the local start-up scene.