

LATIN AMERICA



We offer broader market, industry and legal know-how in Latin America than any other law firm.

At Baker & McKenzie, we offer unmatched on-the-ground legal support to help you invest soundly in Latin America, as well as in other established and emerging markets worldwide. Our 15 offices are located in key commercial and industrial centers in the region and our legal team of more than 745 lawyers is the largest and among the most respected by market players and regulators.

Working with us enables you to execute deals more efficiently, and at less risk.

We take an integrated approach to addressing your legal needs across the seven jurisdictions where we operate – as well as leverage an experienced network of correspondent law firms in all other Latin American countries. Considering your issues from all legal angles enables us to uniquely devise forward-looking solutions that help capture business value and mitigate risks. Our advice also brings to bear more than five decades of experience as innovators working on some of the region's most significant and pioneering legal matters for major local players, entrepreneurs and Fortune 500 corporations.



Our global fluency

With 77 offices in 47 countries, we also offer unsurpassed capabilities to help grow your business anywhere in the world. Our cross-border work is extensive, and backed by wide-ranging legal precedents and delivery tools. Working collaboratively across borders, our lawyers can provide consistent, world-class advice wherever your interests and operations are located.

Our deep local roots



Argentina

Our office in Argentina opened in 1978 and our Buenos Aires practice is considered among the country's largest and leading. For over three decades, we have provided a wide range of legal services for both local players expanding abroad and multinationals operating in Argentine markets. Our lawyers have been advising clients across a wide range of industries and much of our work focuses on helping structure new business ventures in Argentina, as well as on reorganizing, restructuring and liquidating companies and divisions. We are recognized as some of country's best practitioners in international tax, litigation, corporate, real estate, security transactions, banking and finance and labor law.

11 practice groups ranked by **Chambers Latin America 2014**

Ranked Band 1 in Labor & Employment in **Chambers Latin America 2014**

Ranked Band 1 and 2 in Mining in **Chambers Latin America 2011-2014**

9 practice groups recommended by **Legal 500 2013**

Ranked Tier 1 by **Legal 500 Latin America 2013**



Brazil

Through our cooperation agreement with Trench, Rossi e Watanabe, a Brazilian law firm, Baker & McKenzie has been helping clients succeed in Brazil for more than five decades. Well-versed in local law and procedure and experienced on matters spanning the globe, we are the counsel of choice of many major multinational companies and medium-sized companies. We have facilitated the entry of many Fortune 500 brands into the country and represented investors in many of Brazil's landmark privatization projects. We are particularly well-regarded for our tax, M&A, banking and finance, energy, mining & infrastructure, compliance, and intellectual property work. Operating from the key cities of São Paulo, Brasília, Rio de Janeiro and Porto Alegre, ours is one of the largest and most respected law firms in country.

2 practice groups ranked in **IFLR 1000: The Guide to the World's Leading Business Law Firms 2014**

11 practice groups ranked by **Chambers Global 2014**

22 practice groups ranked by **Chambers Latin America 2014**



Chile

Our Santiago office is recognized for the ability to provide innovative and cost-effective legal solutions for domestic and multinational companies. Working in the country for more than 65 years, we have developed a deep understanding of the local legal environment as well as the culture and nuances of doing business in Chile. No other firm in Chile can offer the depth and coverage of our services, spanning across borders and multiple areas of law, including tax, international trade, M&A, banking and finance, mining and energy, intellectual property, dispute resolution and labor. Our lawyers have worked on numerous pioneering deals and, together with local business associations, have helped shape Chilean legislation to improve commerce in the country.

12 practice groups recognized by **Chambers Latin America 2014**

11 practice groups recognized by **Legal 500 Latin America 2013**



Colombia

Since 1937, our Bogota office continues to build close and effective relationships with major Colombian companies and international players. Our depth of experience in legal and commercial compliance in the country and across South America enables us to provide swift and cost effective advice on the most complex domestic and cross-border transactions. We have been involved in some of the largest local infrastructure projects, including the financing of gas pipelines, as well as in major privatization projects and cross-border transactions, particularly in the telecommunications industry. Our lawyers are also particularly known for their work on intellectual property, as well as lending, restructuring, and local capital markets transactions.

Energy, Mining and infrastructure
PG: Tier 1 in **Legal 500**.

Intellectual Property PG: Band 1
Chambers Global 2014 and Band 1
Chambers Latin America 2014.

Tier 1 **Legal 500**.



Mexico

Operating from five locations — Mexico City, Monterrey, Guadalajara, Juarez and Tijuana — our Mexico practice offers unrivaled legal and tax advice for most of the world's largest corporations, as well as a broad spectrum of regional and local organizations. With an integrated team of 300 professionals, including lawyers, accountants, foreign trade experts and economists, we can swiftly bring the right talent into any client matter or transaction with particular experience in the automotive; energy, mining and infrastructure; finance; manufacturing; pharmaceutical; retail; telecoms and technology; tourism and entertainment sectors. Since the opening of the Mexico City office in 1961, we have gained expertise in a wide range of legal specialties to serve our clients. With more than 50 years as the largest legal and tax service Firm in Mexico, we are the only Firm in the country that has an integral, highly specialized professional team in a wide variety of legal practices.

13 practice groups recognized by
Chambers Latin America 2014

11 practice groups recognized by
Legal 500 Latin America 2013



Peru

Through our local member firm, Estudio Echeopar —a leading local firm with more than 60 years of successful operations driven by more than 200 dedicated attorneys and staff — Baker & McKenzie provides deep local capabilities to clients looking for opportunities in this fast-growing Latin American country. We are the first global law firm in Peru and provide clients with an expansive portfolio across key practice areas including banking & finance, M&A, foreign investment, project finance, privatization, arbitration and litigation and capital markets.

"Estudio Echeopar receives widespread acclaim from practitioners this year: "They are clearly a top firm here with very strong capabilities."

IFLR 1000: **The Guide to the World's Leading Business Law Firms 2013**



Venezuela

With the founding of our Caracas office in 1955, Baker & McKenzie began expanding beyond US borders to build what would eventually become an unmatched global legal network. We have since then become Venezuela's largest law firm, with the addition of an office in Valencia. With our extensive knowledge in each area of business law, we provide integrated and tailored advice to clients, from individuals and domestic companies to multinationals. With our strong capability to manage the most complex transactions, our Firm consistently ranks in the top tiers of leading industry and legal directories.

11 practice groups ranked in
Chambers Global Latin America 2014

10 practice groups ranked Tier 1 in
Legal 500 Latin America 2013

Here are ways we help

Tier 1 **Legal 500 Latin America 2013**
(Venezuela and Colombia)

All 7 member countries were recognized in **Chambers Latin America 2014**

"The firm really understands our business, and its multidisciplinary banking team can meet any requirement." **Chambers Latin America 2013**

Launched in 2013, this group is led by prominent attorneys from Brazil, Chile and Peru

2009-2014 our Global Securities practice was recognized by **Chambers Global**

"The team really adds value to its service with its proactive attitude, deep analysis and provision of multiple solutions to our legal problems." **Chambers Latin America 2014**

"A known force in the mining field, Baker & McKenzie also has an active oil and gas practice, using its regulatory and transactional experience to assist several major international clients."

Legal 500 Latin America 2013

Antitrust & Competition. We provide swift and on-the-ground support during dawn raids, whistleblower proceedings and other cartel issues, as well as help plan and carry out coordinated compliance strategies to help clients meet antitrust requirements across multiple jurisdictions. We have successfully defended clients in some of the most significant international cartel investigations in the region and remain as a go-to adviser for merger control work.

Banking & Finance. We help plan and implement effective compliance strategies so you can efficiently satisfy banking and investment requirements anywhere in the region. We have assisted in some of the region's largest, pioneering projects in the oil and gas, energy, telecommunications and construction sectors, as well as more specialized deals in consumer banking, export and carbon finance.

Capital Markets. We give comprehensive advice on a multitude of issues, from debt and equity to multijurisdictional acquisitions and divestitures involving public companies. Our team has advised investment banks, shareholders, governments and some of the largest public and private companies in the world. We work closely with clients to provide innovative and efficient deal management, particularly with intersecting tax, antitrust, labor and compliance issues. We also monitor current and emerging relevant regulations to best create viable capital structures anywhere in the world.

Compliance. We effectively address compliance challenges even as we help maximize opportunities. Our team gives on-the-ground assistance to help manage regulatory matters, employing thorough knowledge of local laws and cross border regulations. We provide tailored risk management and compliance solutions, seamlessly assisting in international operations with investigations, litigation and remedial actions across jurisdictions. Our proactive approach also includes creating programs to help in-house teams implement compliance policies and protocols.

Energy, Mining & Infrastructure. We take a holistic approach to help innovate the contractual structure most appropriate to your investment. Our advice covers the whole project lifecycle, as well as deal aspects such as project finance, tax, real estate, securities, environmental and climate change law, antitrust, foreign investment, and intellectual property. We help harmonize the contract requirements of public concessionaires with your business goals across the region's diverse energy, mining and infrastructure markets.

Recognized among the leading law firm in Argentina, Brazil and Mexico by **Chambers LA 2014** and **Legal 500 LA 2013**

"Baker & McKenzie has a long-standing tradition in the intellectual property arena and is best known for its leading trade mark prosecution and enforcement practice."

Chambers Latin America 2014

IP Law Firm of the Year by **Chambers Global 2014**

In every country where we operate we ranked Band 1 or 2 in **Chambers Latin America 2014**, with Argentina, Mexico and Venezuela ranked Band 1

All 7 of Baker & McKenzie's member countries were recognized in **Chambers Latin America 2014**

Band 1 for **Chambers Latin America 2013-2014** (Venezuela and Peru)

Tier 1 for **Legal 500 Latin America 2013** (Venezuela and Peru)

"This corporate and M&A group is held in high esteem by clients, who highlight its strong standards of client service." **Chambers Latin America 2014**

"All 7 member countries were recognized in **Chambers LA 2014** and **Legal 500 LA 2013**"

Information Technology & Communications. We assist global providers and users of technology with the implementation of the most complex and disruptive business models. Our industry advisers — some of the most experienced in Latin America— work on the challenges brought by cloud-based offerings, social networks, crowd and peer-based platforms, cyber risks and Internet-related matters. We also draw on decades of experience in dealing with high-end regulatory matters for the telecoms industry, including licensing, as well as large technology outsourcing and seamless regional and global service and product deployments.

Intellectual Property. We help global brand owners and local companies successfully protect and enforce their intellectual property wherever their business takes them. Our lawyers and engineers provide cost-efficient and cutting-edge ways to navigate disparate trademark and patent registration needs, and are among the region's most reputed anti-counterfeiting specialists that can effectively handle cross-border actions through the use of technology throughout Latin America. In addition, through our Global IP Manager, we can help you manage your entire cross-border portfolio and enforcement actions through an online system, accessible wherever and whenever needed.

Labor & Employment. We bring to client matters a deep local knowledge and extensive market experience to help you attract, capture and nurture talent in Latin America. While our goal is to help you prevent labor-related conflicts, we are also experienced in acting on your behalf before courts and regulators — even against the strongest labor unions in restructuring processes. We design tax-efficient pension plans and stock-based compensation packages so you can compete for — and retain — valuable human resources.

Litigation & Dispute Resolution. We explore all avenues to help you effectively resolve disputes, whether in or out of court. We are known for practical and proactive advice in commercial, civil, criminal and even constitutional cases, as well as for pioneering efforts in mediation. We have a solid track record advising on a broad spectrum of areas, including environmental, insurance and intellectual property disputes, and have more experience than most in enforcing arbitral awards in the region and worldwide.

Mergers & Acquisitions and Private Equity. We can help you seize prime transactional opportunities and overcome legal and structural challenges in a cost-efficient and skillful manner. We draw from extensive worldwide resources to advise on the entire spectrum of deal concerns, including antitrust, tax, employment, compliance and intellectual property issues. Working seamlessly in local and international teams in the region, we deliver strategic project management and financing advice, engage in exhaustive due diligence and facilitate merger approval.

"The communication, follow-up and constant availability mean that the level of service we receive couldn't be better."

Chambers Latin America 2014

"This international firm's reputable real estate practice offers clients a wide range of sector support backed by expertise in other areas, such as tax and corporate."

Chambers Latin America 2014

Band 2 in Chambers Global 2014
(Argentina, Brazil, Colombia)

Chambers Latin America 2014 top-ranks our tax practice in Venezuela, and recognizes us as a leading firm in Argentina, Brazil, Chile, Colombia, Mexico and Peru. According to Chambers, "the firm stands out for its high-quality service and speedy and thorough responses."

"Baker & McKenzie excels at advising clients on compliance with international treaties, customs planning and in representation before the customs authorities, as well as assisting with transfer pricing and issues before the WTO."

Legal 500 Latin America 2013

Pharmaceuticals & Healthcare. We help you carry out acquisitions, product registrations and licensing agreements in each of Latin America's complex and fast moving pharmaceutical markets. With 77 offices worldwide, including 15 in Latin America, as well as access to pharmaceutical chemists and engineers, we can efficiently and cost-effectively handle high volumes of health registration requests and amendments, conduct clinical trials and obtain successful outcomes in controversies concerning intellectual property and unfair competition issues.

Real Estate. We draw on the capabilities of our locally experienced, globally knowledgeable lawyers to help you capture and optimize real estate opportunities in Latin America, or diversify your portfolio across the world. We helped facilitate pioneering cases of private investment in various sectors and projects, securing permits and concessions even in jurisdictions with stringent protection standards. We also have the broadest ability to advise in REITs worldwide.

Tax. We leverage tremendous global capabilities to deliver sophisticated tax advice and tailor effective, often innovative, structures for domestic or international operations. From helping shape tax policies to integrating direct and indirect tax and transfer pricing in the development and implementation of long-term tax planning strategies, we represent many large players across the region's diverse range of industrial manufacturing and services sectors. We have advised on various landmark deals, including those involving complex tax restructuring and handle tax controversies at administrative levels and before the courts.

Trade & Commerce. We advise on every stage of your business cycle, from R&D, manufacturing and contractual matters to cross-border trade, customs and consumer issues to help ensure that your business remains rewarding. With our deep knowledge of local laws in Latin America and abroad and of industry-specific regulation, we offer customized, cost-efficient and coordinated compliance strategies. And when needed, we can act for clients before regulators and courts during trade disputes and consumer liability issues.

80 Baker & McKenzie lawyers from Latin America have been recognized by Chambers Global 2014

31 Baker & McKenzie lawyers in seven countries have been named leaders in 10 practice areas by Chambers Latin America 2014

147 Baker & McKenzie lawyers have been recognized by Chambers Latin America 2014

Winner of the first-ever Regional Client Service Award by Chambers Latin America in 2013



Baker & McKenzie has been global since inception. Being global is part of our DNA.

Our difference is the way we think, work and behave – we combine an instinctively global perspective with a genuinely multicultural approach, enabled by collaborative relationships and yielding practical, innovative advice. Serving our clients with more than 4,200 lawyers in more than 45 countries, we have a deep understanding of the culture of business the world over and are able to bring the talent and experience needed to navigate complexity across practices and borders with ease.

Visit www.bakermckenzie.com to learn more

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