



GARRIGUES

Garrigues Latin America

From every angle of business law



One firm, one team, at the service of businesses and their challenges in Latin America

Businesses are facing new challenges in the region: how to strengthen and diversify their production system, embrace enterprise and innovation, and attract investment, while making corporate governance and sustainability policies a priority.

At Garrigues, we are equipped to guide businesses through these challenges, offering a one-of-a-kind integrated service in Latin America: **one firm, one cohesive team and the same high quality standards across the board.**

We have own offices and multidisciplinary local teams in strategic countries that enable us to cover the entire region.

We serve Latin American and multinational businesses from all sectors, with more than 200 lawyers and 30 partners sharing both local and international knowledge and experience.

We are a benchmark in major intra-regional deals, ensuring the same quality of service with a one-stop shop model.

We coordinate cross-border transactions originating or culminating in Latin America.

We bring to the table the expertise of a major firm with more than 2,000 professionals across the Americas, Asia and Europe, and a direct presence in the global financial centers: New York, London, Beijing and Shanghai.



Firm of the year in the Andes, *Latin Finance* 2020

Latin-American local legal adviser, *IJGlobal* 2019

Recommended firm in Chile, Colombia, Mexico and Peru, *Latin Lawyer* 250 2020

Our value proposition: To be there for each and every client and help them make the best-informed decisions

Garrigues is a company of reference in the legal arena, an international and innovative firm with a clear **value proposition**: to be there for each of our clients every day, anticipating their needs and helping them make the best-informed decisions considering all angles of business law.

Our understanding of the practice of law is based on four core values which define our firm and mark our difference:

Professional quality
in all areas of business law.

The highest ethical standards, and
an unremitting focus on the fundamental
guiding principles of our profession.

Firmly rooted in innovation, in
order to remain one step ahead of the
market and to set new standards.

An international outreach. We strive to
provide our services wherever the client
may need them.

Our strength

Talented people, a borderfree multidisciplinary service, a dual multi-local and multinational approach, and a common culture: to deliver first-class service.

Our backing

Our position of leadership in each of the strategic areas of business law, the trust of our clients, and the solidity of a large firm.

Our commitment

To help businesses develop in a fairer, more ethical, responsible and sustainable society.

An integrated advisory approach that makes the difference in Latin America

Garrigues sets itself apart with an integrated advisory approach. The **Chile, Colombia, Mexico** and **Peru** offices advise at local, regional and international levels, guaranteeing the same quality of service at all times. In **Brazil**, we operate exclusively as tax/accounting consultants and consultants on foreign law (Spanish law). In addition, we maintain a cooperation agreement with the independent law firm NBFJA.

Backed by leadership, trust and strength

We are a **leading firm, with top professionals** in each of the strategic areas of business law. This versatility is clearly a great advantage for our clients, who benefit from the multidisciplinary approach taken by specialized teams perfectly coordinated to operate locally, regionally and internationally while the same ethical principles and quality standards.

We have won the trust of over 3,600 businesses across 80 countries, in all economic sectors, from start-ups to large local and multinational companies.

Profitable growth, secondary to productivity, has made us a solid firm, ranked first in the EU in terms of revenue.

We have the strength of a major regional firm and are a benchmark in all countries in which we operate

Garrigues' strength lies not only in its **direct presence in the region, one of the largest in Latin America**, but also in its reputation as being a **robust firm locally**, with a business model based on organic growth and a commitment to training and helping its professionals realize their potential.



With the finest talent in the market

Garrigues' strength lies in its people: over 2,000 professionals of 25 different nationalities who form an international and diverse highly-integrated team, always ready to listen and suggest new ideas and solutions to our clients.

We are known for our commitment to organic growth through the hiring and the training of local talent and the development of a shared business culture ensuring that we provide the very best service in each of the 13 countries in which we operate.

This extensive geographical presence clearly keeps us in close touch with our clients at large and with society. We have the largest network of offices in the Iberian legal services market and one of the most extensive regional networks in Latin America.



The Garrigues team in Latin America is made up of **more than 200 professionals**

who offer their in-depth knowledge of the local scene enhanced with extensive training and international experience in the US and Europe.

Delivering outstanding multidisciplinary that knows no borders

Our teams are multidisciplinary and international, with experts in both established and emerging sectors who are able to provide a 360° visión.

Addressing any particular challenge from a single viewpoint is no longer workable. For that reason not only do we train our professionals to be technically robust but we also urge them to understand their client's business and the economic, social and cultural elements at play. The diversity of our clients is mirrored in the range of work we do.

Our services

Transactions & Contracts

Sustainability, Corporate Governance & Responsibility

Legal Risks: prevention strategy and dealing with regulatory changes

Advice on strategic human resources management

Reputation management and protection of intangibles

Digital transformation and new business models

Technical-legal assistance in administrative proceedings

Diagnosis, defense and resolution of disputes in litigation and arbitration

Strategy and representation in criminal matters

Legaltech solutions

Specific and ongoing legal advice on over thirty specialties

Our strength: notable **diversification** in terms of practice areas and geographical presence

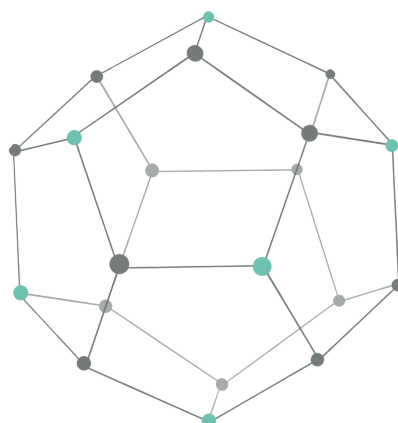


As lawyers, we must be in the know of the world around us

From every angle of the law in every corner of the world

Teams in over thirty practice areas

Commercial Contracts & Corporate Law
 Administrative Law
 Banking & Finance
 Accounting Law
 Securities Markets
 EU & Antitrust
 Real Estate
 Labor & Employment Law
 Criminal Law
 Tax
 Planning & Zoning
 Mergers & Acquisitions
 Human Capital Services
 Litigation & Arbitration
 Environmental
 Intellectual Property
 Restructuring & Insolvency
 Startups & Open Innovation



In established and emerging sectors

Automotive
 Private Equity/Venture Capital
 Digital Economy
 Family Business
 Energy
 Financial Institutions
 Life Sciences & Healthcare
 Corporate Governance & Corporate Social Responsibility
 Infrastructure
 Mining
 Fashion
 Real Estate
 Insurance
 Sports & Entertainment
 Technology & Outsourcing
 Telecommunications & Media
 Transport & Shipping
 Tourism & Hotels

Own office network in 13 countries

Europe

Spain, Belgium, Poland, Portugal,
 United Kingdom

America

Brazil, Chile, Colombia,
 Mexico, Peru, USA (New York)

Africa

Morocco (Casablanca)

Asia

China (Beijing and Shanghai)

With connections throughout the world

Asia-Pacific Desk
 French Desk
 German Desk
 Italian Desk
 Indian Desk
 US Desk

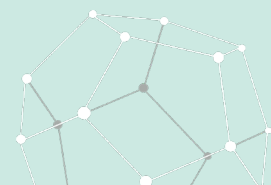
Permanent contact with foreign firms
 in over 130 countries

We are front runners with an international outreach; and we always have been

Garrigues' identity and position is the result of spearheading the **legal industry over the last 80 years**. At each stage in our history, we evolved and anticipated the changes that laid ahead, remaining true to the essential values of our profession and our firm: standing by every client and making sure we identify and interpret their needs and offer the best possible service.

Our history

- We contributed to the modernization of the Spanish legal profession by early adopting the Anglo-Saxon management model and becoming the reference law firm for the first foreign companies to set up in Spain.
- We were the first Spanish law firm to have its own offices in New York, Brussels and Shanghai.
- We saw the potential of Latin America, where we committed to organic growth through the opening of our own offices, with local teams imbedding the Garrigues culture.
- We set the way for the technological transformation in the legal sector: integrated and efficient management, collaboration 4.0, big data, RPA, artificial intelligence and new innovation and intrapreneurship models.



Garrigues' three **strategic pillars** are **internationalization, digitalization and sustainability**

We continue to evolve, adapting to new ways of thinking and working.

We believe in the law as the **answer to society's greatest challenges**

As a firm of reference in the international legal arena, we are in an unrivalled position to take on board society's demanding challenges and to help create the climate of certainty and trust required in order to build a society which is fairer and more ethical, responsible and sustainable.

We are committed to

Business growth, in order to generate trust and certainty in the digital economy.

Equal opportunities and diversity, through our policies and internal committees.

Education and research through our own chairs in law and collaboration agreements with European and Latin American universities.

Society, through our Pro Bono Program, community outreach initiatives and corporate volunteering.

Sustainable development, the 10 principles of the United Nations Global Compact, the 2030 Agenda and the SDGs.

Our planet, through the Garrigues Eco-Efficiency Plan and the Sustainable Garrigues project.



Recognized in the international market

We take great pride in the quality of our work and appreciate the recognition we receive from the sector and our clients.

Garrigues is the 'Most Innovative Law Firm of Continental Europe' according to the *Financial Times European Innovative Lawyers Awards 2020*

Firm of the Year in the Andes, *Latin Finance 2020*

Recommended firm in Chile, Colombia, Mexico and Peru, *Latin Lawyer 250 2020*

Best Latin American transactions, *IJGlobal Awards 2020*

Transmission - CRC Transmission line (Chile)

Refinancing - El Dorado Airport (Colombia)

Distributed Power - Ergon Private Placement (Peru)

Telecoms - Internet para Todos (Peru)

International Tax Firm of the Year in the Americas, *ITR Americas Awards 2020*

Infrastructure financing of the year: CA-KU A1 Gas Compression Project (México), *Project & Infrastructure Finance Awards, Latin Finance 2020*

Latin American local legal adviser, *IJGlobal Awards 2019*

Capital markets firm of the year in the Andes, *IFLR 2019*

Peru most innovative law firm of the year, *IFLR 2019*

Banking and finance deal of the year: Metro de Bogotá, *Latin Lawyer's Deals of the Year Awards 2019*

Among the 100 most highly reputed companies, *Merco Empresas 2020*

And also...

Firm of the year in Spain, *IFLR 2020*

Portuguese firm of the year, *Global IP Awards 2020*

Firm of the year in digital economy, deal of the year, best innovative project and best pro bono initiative, *Expansión Awards 2020 (Spain)*

Voted by law students as the "Best law firm to work for in Spain", *Universum 2020*

Garrigues in figures

2019

2,114 professionals

Over **30** specialties

3,678 clients from 80 countries

Client focus

75% of our clients receive advice from us in two or more areas

Ranked among the **100** most highly reputed Spanish companies

Merco Empresas 2020

And on our people

A global and diverse team

25 nationalities 53% women

Voted the most attractive firm by law students

'Most Attractive Employers' Universum 2020 -Spain

381.4 million Euros in net revenue

4.6% growth in 2019

Leaders in the industry

First among EU firms in terms of billings

12.5% growth over the past 5 years

10% increase in productivity over the past 5 years

Continually evolving

Innovation: €53.75 million invested over the past 5 years

Over **15 years** in the **top 50** most innovative European firms (Financial Times)

13 countries

4 continents: Asia, América, África and Europa

32 cities

Multinational and multi-local

The largest network of law offices on the Iberian Peninsula **18 offices in Spain and 2 in Portugal**

Direct presence in 5 global financial centers: London, New York, Brussels, Shanghai and Beijing

Broad footprint in Latin America

207% growth over the past five years

273 professionals in 5 offices: Brazil, Chile, Colombia, Mexico and Peru

Committed to:

the **10** principles of the Global Compact | the **2030** agenda | and the **SDGs**

Through the pro bono program

73 beneficiary organizations in Chile, Colombia, Spain, Mexico, Portugal and Peru

And sustainable development

75% of our office space is powered by energy from **renewable sources of guaranteed origin**

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