



DWF Latin America Group

A leading global provider of integrated legal and business services



Contact

Latin America Group	3
Why DWF?	3
Our Global Offices	3
How can we help you?	4
Market potential and market understanding	5
Client Demand	5

Recognised expertise in key sectors	6
Business Law	6
Energy & Natural Resources	6
Financial Services	7
Insurance	7
Government & Public Sector	7
Built Environment	7
Technology, Media & Communications	7
Transport	7
Our recent Latin American-related experience	8
Meet the team	10

“By combining local expertise with global reach, we aim to support our clients in navigating the complexities of the Latin American market and achieving their strategic objectives.”



Latin America Group

The Latin American region presents a growing market with significant opportunities for investment and business development for global clients. At DWF we understand Latin American markets since we speak their languages, both literally and from a legal–business perspective, helping our clients to enter, succeed, and thrive in such region.

Why DWF?

DWF Latin American Practice Group is dedicated to leveraging market opportunities across Latin America, enhancing client relationships, and fostering seamless cross-border legal collaboration. Our team, comprising seasoned legal and business professionals, is committed to delivering integrated services tailored to the unique needs of the region. By combining local expertise with global reach, we aim to support our clients in navigating the complexities of the Latin American market and achieving their strategic objectives.

Our Latin American Group offers expertise across a wide spectrum of matters. While we do not practice law in all Latin American countries, we have strong relationships with leading selected law firms with whom we collaborate to provide a seamless service to our clients.

We speak both Spanish and Portuguese providing a local communication with authorities and local counsels. We are Latin Americans and Iberian Europeans so we understand the culture and business environments in Latin America, assuring that foreign investors have all information as needed for important decisions.

Our Global Offices



- Australia
- Canada
- France
- Germany
- Hong Kong
- India
- Ireland
- Italy
- Poland
- Portugal
- Qatar
- Saudi Arabia
- Spain
- Singapore
- South Africa
- Turkey
- United Arab Emirates
- UK
- USA

 Our locations

 Our associations and affiliations

The Latin American Group at DWF has long-standing relationships with leading law firms and work closely with local law firms in Mexico, Colombia, Central America, Chile and Argentina to advise on Latin American-related matters.

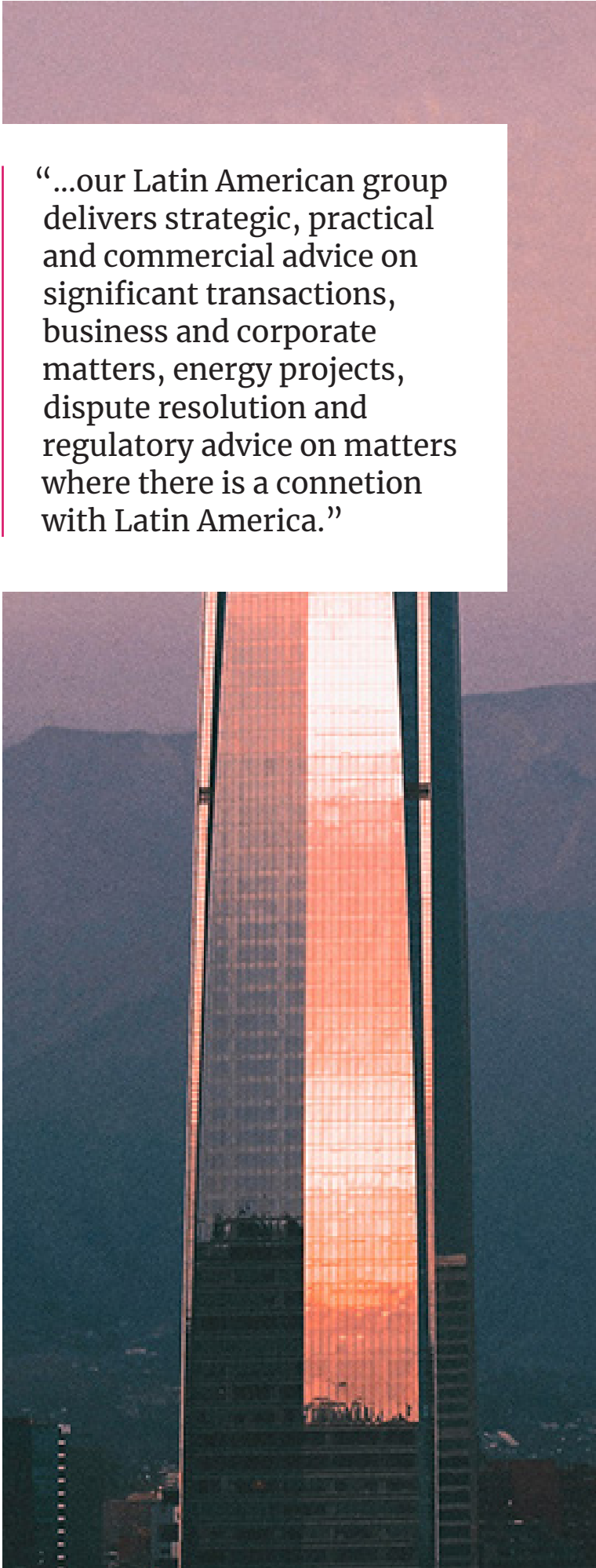
How can we help you?

We provide comprehensive legal services to our clients on Latin America-related matters. In particular, we advise international clients on:

- ✓ cross-border M&A transactions;
- ✓ energy, projects and infrastructure;
- ✓ complex regulatory advisory;
- ✓ private equity and venture capital transactions;
- ✓ international business law;
- ✓ business expansion strategy for international clients;
- ✓ equity and debt capital markets;
- ✓ banking and finance transactions;
- ✓ insolvency and restructuring;
- ✓ international arbitration and disputes;
- ✓ real estate transactions;
- ✓ commercial contracts;
- ✓ intellectual property;
- ✓ data protection and cybersecurity;
- ✓ employment and pensions;
- ✓ regulatory and compliance;
- ✓ insurance (coverage and litigation);
- ✓ shipping and trade; and
- ✓ tax and private capital.

We support Latin American clients on their outbound activity and also multinational clients in respect of opportunities in the Latin American market.

With a profound understanding of Latin American businesses and cultural nuances, our Latin American group delivers strategic, practical and commercial advice on significant transactions, business and corporate matters, energy projects, dispute resolution and regulatory advice on matters where there is a connection with Latin America.



“...our Latin American group delivers strategic, practical and commercial advice on significant transactions, business and corporate matters, energy projects, dispute resolution and regulatory advice on matters where there is a connection with Latin America.”

Market potential and market understanding

A 650 million people market, Latin America's economies have become increasingly attractive due to competitive costs and a diverse, talented workforce.

The culture in Latin America is fitting for neighbour countries like the United States, but also is culturally linked to Iberian countries, making this region a natural transatlantic bridge global for investments.

Latin American countries have a growing middle class, abundant natural resources, and increasing foreign investment from recent geopolitical causes such as the War in Ukraine and the commercial war between China and the US.

The main Latin American countries have strong free trade agreements with trading blocs such as the European Union, North America, and the Pacific Basin.

It is for this reason that DWF recognise the opportunities to serve clients involved in cross-border transactions, investments, and legal matters in this dynamic market allowing us to facilitate trade, investment, and business expansion between Latin American countries and their counterparts worldwide.

The "Global LATAM 2024" report by Invest in Spain highlights the economic growth and investment opportunities in Latin America.

It underscores the region's attractiveness for foreign direct investment (FDI) across various sectors, driven by technological advancements, renewable energy initiatives, and manufacturing expansion.

Client Demand

As businesses expand globally, they require legal services that understand the complexities of international law and local legislations. At DWF we help our clients to navigate cross-border deals, mergers, acquisitions, and regulatory compliance. On the other hand, Latin American companies expanding abroad need legal guidance on matters such as corporate law, energy, intellectual property, tax, labour, insurance and immigration.

DWF offers a +400 team with native language skills both in Portuguese and Spanish, which is fundamental to effectively supporting other teams in their needs with Latin American matters. Some DWF lawyers have worked and lived in Latin American countries or are Latin Americans, which provides a deep understanding of the culture, legal system, and specific market needs of our clients

Our longstanding experience of advising on Latin American matters coupled with our embedded cultural insight and understanding, gives us a key advantage in addressing our clients' concerns in any Latin American-related transaction, project, dispute or regulatory matter.

This combination of skills empowers us to think innovatively, alleviating our clients' concerns while strategically advising and delivering high-quality support to facilitate the achievement of our clients' commercial goals.



Recognised expertise in key sectors

Business Law

We provide legal advice on available corporate structures on each country, including legal review of corporate documents related to company incorporation, compliance with local laws and transactional support on M&A.

Our strong understanding of the entire customer supply chain, coupled with our capacity to discern and forecast pivotal trends across diverse sectors and bolstered by our extensive in-house expertise, ideally positions us to propel business growth and attain successful outcomes for our clients. Additionally, we facilitate global expansion for businesses and brands by offering guidance on local competitive, commercial and regulatory challenges.

We provide advice on FDI landscape in selected countries, including barriers and controls that might be imposed on foreign investors in selected activities.

We also provide advice on changes to legislation that might impact future or current activities of FDI in selected countries.

When local specialized counsels are needed, we provide direct coordination as needed to ensure seamless communication on normal and even more importantly on complex transactions. We work with highly renowned firms to ensure our services comply with the highest standards avoiding any language barrier.s.

Energy & Natural Resources

The Energy sector is undergoing a transformation driven by continual advances in technology, growing global demand and a move towards decarbonisation and energy efficiency. Actors operating within the Energy sector contend with heightened uncertainty, arising from the volatility in energy prices and evolving geopolitical dynamics. The decline in oil prices holds the potential to catalyse opportunities for alternative solutions, spurring innovation in response to emerging technological developments. Our team of experts are well positioned to support you through these transformations and swiftly adapt to these evolving changes in the Energy sector.



Financial Services

Providing fast and effective solutions across a large range of financial services requires enhanced capabilities, expertise and deep sector understanding. Our profound, first-hand experience provides us with a practical understanding of the global commercial challenges encountered in the Financial Services sector.

Insurance

We are a globally renowned legal actor in the Insurance sector.

Our core strength lies in being recognised as a full-service global legal business, with genuine expertise and in-depth knowledge in both insurance matters and commercial services.

We advise our clients on a broad spectrum of Insurance-related issues spanning claims management, regulatory and compliance issues and advising on coverage to corporate and commercial transactions of any size.

Government & Public Sector

We provide tailor made reports regarding rulings and frameworks needed to understand, enter and thrive on selected industries including compliance rulings and follow up.

We provide advise on relevant authorities as well as on licenses, permits, authorizations and filings as needed on certain activities.

The global landscape is undergoing unprecedented change driven by economic, social, and environmental disruptions, presenting significant challenges for governments at local, regional, and national levels.

This is also the case of all Latin American countries.

Built Environment

The Built Environment influences every facet of our lives, encompassing the structures where we reside, work and socialise as well as the recreational open spaces and indispensable infrastructures required for our daily activities.

DWF's Built Environment team is composed of multi-disciplinary specialists, bringing extensive knowledge and experience in collaborating with businesses within this dynamic and vital sector.

Technology, Media & Communications

We are thoroughly immersed in the Technology, Media & Communications sector as demonstrated by our strong telecommunications expertise, our involvement in high-profile corporate transactions, our in-depth intellectual property knowledge and our dedication to the start-up and innovation space.

Whether you are an established global, international or domestic business, or an ambitious entrepreneur starting up with an idea, we can help you navigate the legal and regulatory environment at any and all stages of your business venture.

Transport

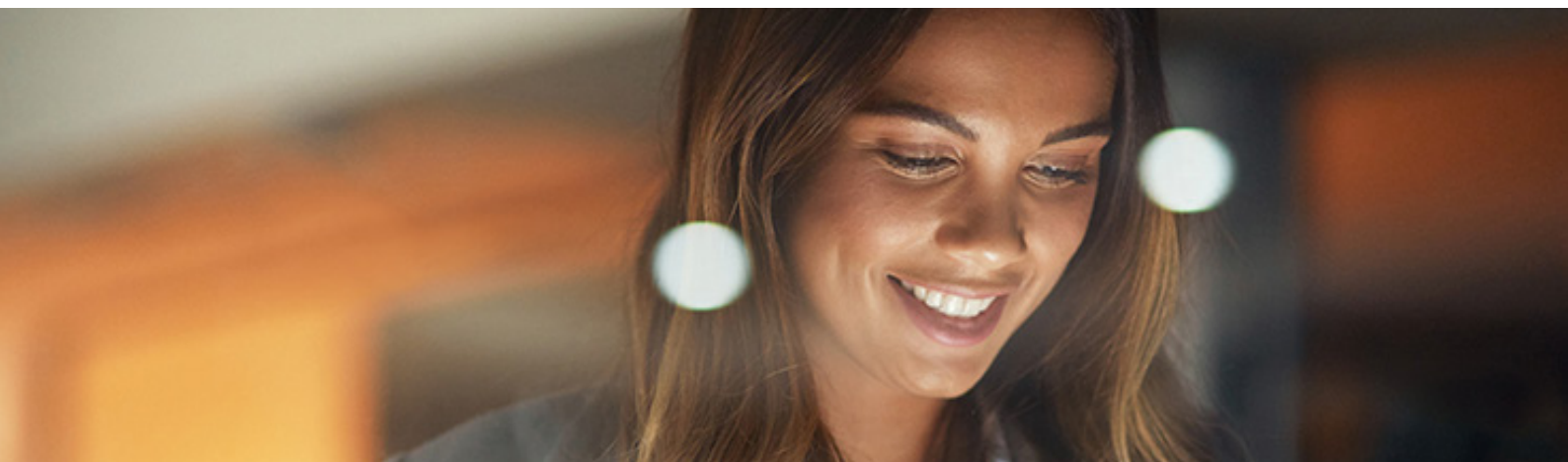
The Transport sector plays a pivotal role in facilitating the movement of people and goods, serving as the lifeblood of global connectivity and economic activity. Developments, such as driverless vehicles and the concept of mobility as a service will transform our economies and impact on businesses' conveyance and logistics requirements as well as on the commuting habits of staff.

Our strong sector experience enables us to advise clients on a range of transport-related matters to ensure our clients are best placed and prepared to navigate the most complex domestic and international trade issues.



Our recent Latin American-related experience

- Drafted a Power Purchase Agreement for the sale of power and capacity between Tradeon Energy and Shell Trading.
- Acted as Co-Arbitrator (ICC Rules) on a Power Purchase Agreement dispute between ATCO and a wholesale store chain.
- Drafted and negotiated a Stock Purchase Agreement for the sale of renewable assets in Mexico on behalf of Grenergy Renovables.
- Advised Electricite de France on several regulatory issues regarding the power suspension and outages declared by the National Center of Energy Control.
- Advised Zuma Energia in the drafting and negotiation of a photovoltaic Power Purchase Agreement and Engineering, Procurement and Construction agreement.
- Advised Cubico Invest in the drafting of technical legal claim regarding the unavailability of interconnection to the national grid of solar and wind projects in Mexico.
- Advised Fisterra Energy on the Joint Development Agreement of a combined cycle facility in Mexico including the pipeline.
- Advised Vitol in the legal conceptualization of rings of power distribution for industrial parks in Mexico.
- Advised Engie in the project finance of a 100 MW photovoltaic facility in northern Mexico.
- Reviewing and advising on construction obligations under a concession agreement for a terminal on Panama canal.
- Represented a Mexican bank in the execution of due diligence for the biggest wind farm in Latin America developed by an Australian investment fund.
- Represented a Mexican consortium in the legal strategy and instrumentation of a PPP for the construction of a 100 MW waste-to-energy facility in the state of Hidalgo.
- Represented a Mexican infrastructure company in the negotiation of a purchase agreement of wind turbines from a global German-Spanish manufacturer.
- Acting for Grenergy (Spain) in the negotiation of several Power Purchase Agreements regarding a photovoltaic project in Mexico.
- Represented a global Spanish power company in defining competition rules under the new wholesale power market in Mexico.
- Advised a Spanish company in the sale of 90 percent of the shares representing its capital stock and its electricity generating subsidiaries in Mexico to an Australian fund.
- Represented a global Spanish power company in the development of several projects in Mexico, including wind farms, combined-cycle, photovoltaic, power importation and power purchase, as well as in regulatory issues of the 2013 energy reform and long-term power auctions.
- Represented a global Spanish power company in the bidding process called for by the Mexican Federal Electricity Commission (CFE) for the construction of a 600 kilometer pipeline.
- Represented a Spanish global infrastructure company in the review and negotiations of engineering, procurement and construction (EPC) agreements for the construction of long-term photovoltaic projects in Mexico awarded as a result of long-term power auctions.
- Advised in the merger of three companies belonging to one of the most important Spanish generation groups in the world with respect to its subsidiaries in Mexico.
- Advised on a force majeure claim under an Oil Rig Engineering, Procurement and Construction Agreement and the suspension of works on behalf of Dragados Offshore.



- Represented a global Spanish power company in the bidding process called for by the Mexican Federal Electricity Commission (CFE) for the construction of a 600 kilometer pipeline.
- Represented a Spanish solar company in the execution of due diligence for several solar projects in Mexico and the closing of co-development agreements as needed to participate in the second long-term power auction.
- Advised in the assessment of agreements for the purchase and sale of photovoltaic power generation assets between a Spanish company and a Greek consortium.
- Represented a global Spanish wind company in the instrumentation, drafting, negotiation and closing of commercial agreements, including the execution of due diligence, as needed for the acquisition of wind farms in Mexico of more than 500 megawatts (MW).
- Advised a Spanish power generation company in the search, legal analysis and acquisition process of a qualified service provider (QSP) in accordance with the Electricity Industry Law.
- Advised a Portuguese company in the sale of its waste-to-energy plant in Mexico to another Portuguese company.
- Represented a Portuguese company in its strategy to launch waste-to-energy businesses in Mexico.
- Acting for the concessionaire of a container terminal in Costa Rica in a DAB referral concerning port upgrade works. the dispute concerned take over and completion under a FIDIC contract.
- Acting for London reinsurers of a vessel involved in a collision with offshore infrastructure at a port in Guatemala. Developed a strategy and drafted roadmap for stakeholders (port authority, local insurers, ship owners and London reinsurers) to resolve liabilities. Drafted and negotiated FIDIC contract for investigation of extent of damage and remedial work.
- Represented a Japanese company in the development of several distributed generation projects in Mexico.
- Represented a Brazilian global company in all legal aspects regarding an addition to its ethylene facility in Mexico.
- Represented an American global power company in its joint development agreement (JDA) for the construction of a combined-cycle facility in Mexico.
- Represented a Singaporean-Mexican consortium in the financing, award and bid participation before several calls to bid regarding desalinization and water treatment plants in Mexico.
- Represented an Argentinean consortium in the legal strategy to obtain the award of a public-private partnership (PPP) for a water treatment facility to supply one of Mexico's mayor refineries.
- Represented a Chinese global company in the drafting of an oil rig lease agreement.
- Represented a global Canadian solar company in the drafting and negotiation of long-term lease agreements as needed for the development of solar projects in Mexico.



Meet the team



Latin American and Iberian Lawyers as our competitive advantage

Our Latin American Group is made up of over 400 lawyers from 5 countries, 15 practice areas, and 9 sector groups. It includes specialists drawn from across our international network of offices, particularly in the UK, Spain, France, Italy & Poland who have a long track record of working on Latin American-related matters.

In addition, we draw on recognised experts in key industry sectors and specialist areas of law, making us well-placed to advise on the full range of different matters.



Ignasi Costas
Co-Head Latin American Group, Barcelona
M +34 91 758 39 06
E Ignasi.Costas@dwf-rcd.law



Claudio Rodriguez
Co-Head Latin American Group, London
M +35 1911975512
E Claudio.Rodriguez@dwf.law



Frank Shephard
Global Head of Corporate, Manchester, UK
M +44 7769 691229
E Frank.Shephard@dwf.law



Iain Shurwood
Global Head of Finance & Restructuring, London
M +44 7730 616 895
E Iain.Shurwood@dwf.law



Michał Pawłowski
Managing Partner, Warsaw, Poland
M +48 691 163 162
E Michal.Pawlowski@dwf.law



Michele Cicchetti
Managing Partner, Milan, Italy
M +39 0230 317 999
E Mchele.Cicchetti@dwf.law



Filip Urbaniak
Partner, Warsaw
M +48 512 856 752
E Filip.Urbaniak@dwf.law



Jean-Francois Mercadier
Partner, Corporate, Paris
M +33 6 20 80 40 42
E JF.Mercadier@dwf.law



Bruno Richard
Partner, Paris
M +33 (0)6 07 56 90 00
E B.Richard@dwf.law



Katharine Doran
Partner, Dispute Resolution, Glasgow, Scotland
M +44 7845 260 452
E Katherine.Doran@dwf.law



Daniel Jordan
Partner, Legal Services, Manchester
M +44 020 7645 4104
E Daniel.Jordan@dwf.law



Javier Olmos
Partner, Spain
M +34 93 503 48 68
E Javier.Olmos@dwf-rcd.law



Judith Saladrigas
Partner, Madrid
M +34 91 758 39 06
E Judith.Saladrigas@dwf-rcd.law



Poupak Amjomshoaa
Partner, London
M +44 07858 818291
E Poupak.Anjomshoaa@dwf.law



Steve McNabb
Partner, London
M +44 7702 526403
E Steven.McNab@dwf.law



Jayne McGlynn
Partner, London
M +44 07593355629
E Jayne.Mcglynn@dwf.law



Natasha Gunney
Director, Dispute Resolution, London
M +44 7842 615975
E Natasha.Gunney@dwf.law



Ian Cooper
Director, Head of Adjusting, Leeds
M +44 7599 544 946
E Ian.Cooper@dwf.law



Amanda Hartley-Denton
Senior GEM Team Manager, Manchester
M +44 7763 217 339
E Amanda.Hartley-Denton@dwf.law



Linda Das Neves
Paralegal, London
M +44 7784 217 773
E Linda.DasNeves@dwf.law



DWF is a leading global provider of integrated legal and business services.

Our Integrated Legal Management approach delivers greater efficiency, price certainty and transparency for our clients. All of this, without compromising on quality or service.

We deliver integrated legal and business services on a global scale through our three offerings; Legal Services, Legal Operations and Business Services, across our nine key sectors. We seamlessly combine any number of our services to deliver bespoke solutions for our diverse clients.

[dwfgroup.com](https://www.dwfgroup.com)

© DWF, 2025. DWF is a global legal services, legal operations and professional services business operating through a number of separately constituted and distinct legal entities. The DWF Group comprises DWF Group Limited (incorporated in England and Wales, registered number 11561594, registered office at 20 Fenchurch Street, London, EC3M 3AG) and its subsidiaries and subsidiary undertakings (as defined in the UK's Companies Act 2006). For further information about these entities and the DWF Group's structure, please refer to the Legal Notices page on our website at www.dwfgroup.com. Where we provide legal services, our lawyers are subject to the rules of the regulatory body with whom they are admitted and the DWF Group entities providing such legal services are regulated in accordance with the relevant laws in the jurisdictions in which they operate. All rights reserved. This information is intended as a general discussion surrounding the topics covered and is for guidance purposes only. It does not constitute legal advice and should not be regarded as a substitute for taking legal advice. DWF is not responsible for any activity undertaken based on this information and makes no representations or warranties of any kind, express or implied, about the completeness, accuracy, reliability or suitability of the information contained herein. Ref 5986 150124