





We are the **bridge**
for all your legal needs
in **Central America**



GUATEMALA

Ciudad de Guatemala

EL SALVADOR

San Salvador

HONDURAS

Tegucigalpa
San Pedro de Sula

NICARAGUA

Managua

COSTA RICA

San José
Escazú
Liberia

We are the only law firm with specialized lawyers dedicated exclusively to their practice areas in the five countries of the Central American region, guaranteeing the highest standard of technical quality for our clients. We have the largest team in the Central American region with +200 lawyers located in 8 offices in Guatemala, El Salvador, Honduras, Nicaragua and Costa Rica; which gives us the ability to offer personalized attention in high volume regional matters through a single point of contact for your regional needs, providing you with an agile and efficient coordination that results in a standardized and effective final product.



8 offices
5 countries
209 lawyers
448 staff

Services

- Corporate Law
- Banking & Finance
- Fintech
- Intellectual Property
- Tax Law
- Transfer Prices
- Real Estate
- Labor Law
- Dispute Resolution
- Regulatory Compliance
- International Trade
- Immigration Law
- Regulated Sector
- Environmental Law
- Stock Market
- Criminal Law
- Insurance and Reinsurance

Sectors

- Agroindustrial
- Consumer and retail goods
- Energy
- Health and Life Sciences
- Aviation and Transport
- Real Estate
- Government
- Infrastructure
- Manufacturing
- Mining
- Insurance
- Financial Services and Fintech
- Start-ups
- TMT
- Tourism



Mission

We are a sustainable international firm, offering the best personalized legal service, with attention to quality, efficiency, and ethics. All of which have contributed to the success of our clients, staff, and community.

Vision

To be recognized worldwide as the preeminent law firm in the countries where we operate, guaranteeing the highest standards in the quality of services with professional ethics for the benefit and success of our clients.

OUR VALUES

EXCELLENCE

We strive to give the best of each one of us in our work area, with our customers and colleagues.

We are aware that excellence is achieved through innovation, learning and agility. That is why we are always willing to go beyond basic requirements, exceeding expectations.



INTEGRITY

Our actions are within the framework of what is right, we do not transgress our values in order to satisfy the interests of others or our own, we take the client's problem as our own and we satisfy their needs within the legal and ethical framework.

SERVICE VOCATION

We are accountable for our actions. We aim to produce excellent results and are committed to fulfilling our commitments to our customers, colleagues, community, employees, suppliers and partners.

TEAMWORK

We recognize that working as a team and enjoying what we do makes a difference to our clients and to ourselves. It makes our work fun, exciting and rewarding. Therefore, we seek to foster a pleasant and productive work environment that channels potential and creativity, while encouraging mutual respect, collaboration and committed teamwork.



TRUST AND COMMUNICATION

We choose to have fluid communication, deep trust and a spirit of cooperation as basic attitudes in all successful working and professional relationships. The quality of our communications determines the quality of our relationships.



Why CONSORTIUM?



We are the law firm that has specialized lawyers dedicated exclusively to their practice areas, in the five countries of the Central American region, ensuring the highest standard of technical quality for our clients.

We ensure an agile and efficient coordination that results in a standardized and effective final product, simplifying your management, thanks to our single point of contact for your regional needs.

We have the largest and most consolidated team in the Central American region, providing us with the installed capacity to offer personalized attention in highly complex regional issues.

Our recognitions

WINNER
LATIN AMERICA AWARDS 2022
 Central America
 Law Firm of the Year

IFLR
 AWARDS 2022
AMERICAS
 Central America Capital Markets
 and Corporate Firm of the Year

TR TOP RANKED | The Clients' Choice
 Consortium Legal

ELITE
LATINLAWYER
 ET. TT 2021

LATINLAWYER AND THE VANCE CENTERS
 PRO BONO LEADING LIGHTS 2021

WTR 1000
 World Trademark Review

NATIONAL

LATINLAWYER NATIONAL
 AWARDS 2021

WORLD TAX

CLIENT CHOICE
 RECOGNIZING EXCELLENCE IN CLIENT SERVICE

B BENCHMARK LITIGATION
 LATIN AMERICA

Our rankings

TOP RANKED
 Chambers Latin America 2023
 Consortium Legal
 Líder en Latinoamérica por
Chambers and Partners

13 Practice areas
 BANDA 1

23 Practice areas
 TOP RANKED

56 Top Ranked Lawyers

IFLR 1000
 MARKET LEADER
 31st EDITION

Financial and Corporate: Tier 1
 Project Development: Tier 1
 M&A: Tier 1

21 Recognized lawyers

LEGAL 500
 LATIN AMERICA
 TOP TIER 2023

16 Practice areas
 Tier 1

27 Recognized practice areas

51 Recognized lawyers

WWL 31 Recognized lawyers

APPROVED 19 Recognized lawyers

Corporate Law

"They understand how big foreign companies do business overseas," clients report, adding that "they are super accessible, have depth in the team and bring different expertise to the table, which adds value."

Client for Chambers Latin America

Spanning five countries in Central America, **we advise on the most important and complex corporate transactions in the region**, covering all your legal needs with one of the **largest teams** of over 40 corporate lawyers. Our corporate **specialists** can quickly develop **optimal structures** for your investment projects, with flexibility, efficiency and transparency to meet your needs in the region.

We combine our reach, with team members having **previous in-house industry experience**, allowing us to practically overcome your business challenges. We offer the **coordination of our regional services through a single office**, which allows our clients to obtain unified services, with the **highest quality standards**, creating synergies with our practice groups guaranteeing integrated seamless service for your business.

Banking & Finance Law

"They have knowledge of international banking and complex transactions, listen to and understand clients' needs, and adapt easily to changes in the industry at the same pace as clients"

Client for Legal 500

Having 15 years of **regional experience**, with both leading local and international banks, our **clients' excellent references** prove we are undeniable **leaders in banking and finance**. Our long history of financial transactions has resulted in a **deep practical knowledge** of the regulatory landscape, making us the firm of choice for premium advice in the financial industry.

Advising investment projects, our multi-disciplinary team **flexibly** covers all phases of your projects across a spectrum of legal areas (labor, corporate, criminal, and tax). Our M&A, Corporate, and Regulatory teams advise our clients together, **saving them weeks** in the negotiation of M&A transactions by addressing the legal issues concurrently.

The partners in this practice have been repeatedly **recognized by leading international directories** such as Chambers & Partners as industry leaders, and the team is comprised of a diverse group of talented lawyers with **extensive experience** and track records in banking and finance law.

Fintech

The emergence of technology initiatives and developments in the financial sector in recent years has generated unprecedented innovation, as well as the emergence of a new ecosystem of entrepreneurs and companies worldwide that is growing continuously, offering a new and wide range of financial products and services based on innovative technological platforms.

The challenges and opportunities presented by this technological disruption are varied. Among them we find regulatory aspects, new uses of databases, digital signature, electronic seal and means of authentication, digital assets, investment and entrepreneurship opportunities, business structuring, digital banking, applications to financial business of technologies such as blockchain, cloud computing, artificial intelligence, big data, among others; as well as the challenge of increasing financial inclusion in society and collaborations between banks and traditional financial companies with new Fintech companies. These aspects present legal challenges that require the attention of specialized advisors.

Consortium Legal's Fintech practice team is comprised of outstanding professionals with recognized trajectory and expertise from our offices in Guatemala, Honduras, El Salvador, Nicaragua and Costa Rica, in areas such as: Banking and Finance, Securities, Insurance, Regulatory Compliance, Real Estate, Corporate, Tax, Intellectual Property, Consumer Law, Privacy and Data Protection and Litigation. The interaction of these specialists, together with their pro-business orientation, offers a comprehensive approach to the challenges and opportunities represented by these exponential technologies and the businesses that revolve around them, seeking to meet the needs of customers in the digital era, within a regulatory environment in the process of adjustment to this phenomenon.

Tax Law

The lawyers demonstrate "a very high standard of knowledge, a lot of availability and commitment," a client comments, adding that "the quality of the service stands out."

Client for Chambers Latin America

Consortium Legal specializes in local and international tax advice and **has defended significant cases that have even established judicial criteria and precedents**. We have **unique experts** specializing in tax matters (customs, municipal, litigation, auditing, and accounting) distinguishing us in Central America to provide **comprehensive advice** in client legal defense cases.

We have generated major **client savings** through tax efficiencies, and through a **high success rate in tax litigation**, although our advice is always within the legal framework, guaranteeing client legal security before the state.

Intellectual Property

Peers strongly support Consortium Legal as one of the leading firms in this area, calling it "a leading IP law firm" and adding: "It has been in the market for a long time and has a large number of clients."

Chambers Latin America

We are a regional team led by women, with more than 15 years of **experience** in the field and leveraged on technology, to offer the **best standard of service in Central America**, offering **regional coordination** for your transactions, from a single point of contact, with **invoicing, response times and standardized formats**.

We show our clients how to **add value to their intellectual property assets**, managing an **innovative advisory**, both in the identification of protectable intangible assets (know-how, technology, domains, trade dress), as well as in the structuring of franchises and licenses of the same. **We avoid costly and time-consuming disputes** over priority rights, through a strong and timely protection of your intangible assets.

Legal advice is not enough to obtain the best results: **we create synergy** with your company and become a single team to incorporate your culture and priorities in your Intellectual Property protection strategy.

Energy

"The team always comes up with new and innovative ideas, providing alternatives to unblock negotiations. They are very resourceful and creative."

Chambers Latin America

We are a "full-service firm", with specialization in the Energy area necessary to develop or to acquire energy projects, both renewable and non-renewable. We have a team of **lawyers specialized** in Environmental, M&A, Tax, Financial, Corporate and Labor Law, among others.

Consortium has **extensive experience advising and developing creative strategies for investors** in the regional energy market. The firm represents in a **variety of transactional matters** including regulatory, financing, acquisitions, licensing, permitting, environmental, contractual and compliance matters. We highlight our **ongoing advice to investors involved in regional power generation projects**, including our participation in all stages of development of major hydro, wind, coal, thermal and solar power projects.

Labor Law

"Their knowledge and experience of labour legislation is excellent. They do not just provide their opinions, but also propose solutions. They are specialist labour lawyers, which makes a big difference."

Client for Legal 500

The Labor Law team in all our offices has more than 15 years of **experience and preparation** in the development of processes and products aimed **at preventive and proactive advice** on labor law matters. We provide labor advice to many companies in different economic sectors and with different compliance requirements, but we always do it with the objective of **making your company grow and become more competitive**.

Through a legal service supported by accredited technical specialists, **we can reduce protracted labor disputes** and at the same time increase staff morale and retention.

We believe in **preventative advice**, so we run courses and seminars on employment issues for in-house lawyers and HR teams, enabling them to avoid common mistakes.

Regulatory Compliance

"They have positioned themselves very well in the market," he adds, "Consortium Legal has a good combination of experienced people and a good understanding of the market."

Client for Chambers Latin America

Our multidisciplinary team of over 200 lawyers works in **synergy** among the 16 practice areas we offer, ensuring that **all your legal needs are covered**. The **specialization and experience** of our team in the different industries guarantees a thorough and **quality** advice.

As true **strategic allies, we get involved** in the elaboration of risk analysis, policies, procedures, compliance monitoring and internal investigations, creating value to your company and minimizing the economic consequences of non-compliance. We believe in **preventive advice**, so we accompany you in the process of designing your processes, properly delegating responsibilities, acting with the **highest ethical standards** in regulatory compliance.

Litigation & Arbitration

"The team at Consortium stand out for their constant availability and accessibility, as well as their deep knowledge of litigation proceedings, their clear and consistent explanation of legal strategies, and their attention to even the smallest details."

Client for Legal 500

We are the only regional firm with departments exclusively specialized in Litigation and Arbitration in the five countries of the Central American region. Our 25 litigators have more than 20 years of **solid experience**, which guarantees a comprehensive handling and representation of the case.

Our Litigation and Arbitration team aims to provide **strategic advice** for the resolution of disputes in all areas of law including technical support in direct settlement, conciliation, mediation and technical dispute boards.

Real Estate

"Consortium Legal is great at real estate deals."

Client for Chambers & Partners

Consortium Legal's real estate practice is recognized for providing advice on complex, **sophisticated transactions** with short and long term development. With a high **specialization** in purchases, sales and leases, planning of residential, condominium, corporate and tourism real estate developments, including the structuring of financing.

We provide integrated advice with other practice areas such as banking and finance, environmental, corporate and tax, especially in real estate financing, purchase and sale transactions, project development, capital market matters and tax advice.



Consortium
L E G A L

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