



Corporate Presentation



The **largest** legal firm in Central América

Guatemala

- Ciudad de Guatemala

El Salvador

- San Salvador

Honduras

- Tegucigalpa
- San Pedro Sula

Nicaragua

- Managua

Costa Rica

- San José
- Escazú
- Liberia
- Tamarindo



+200
Lawyers



18
Practice
areas



9
Offices

Services

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

Economic Sectors

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



MISSION

We are a ***sustainable international firm*** that provides the best personalized legal advisory service with ***quality, efficiency, and ethics***, contributing to the ***success of our clients***, shareholders, employees, and community.

VISION

To be a ***globally recognized*** company as ***the best legal firm*** in the countries where we operate, providing and ensuring the ***highest standards of service quality***, with ***professional ethics*** for the benefit and success of our clients.



Why Consortium?

- ✓ We are the legal firm with **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 assure you of 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, giving us the installed capacity to offer personalized attention in **highly complex regional** issues.



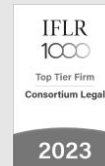
Recognitions



Central America
Law Firm of the Year



Central America Capital Markets
and Corporate Firm of the Year



The Clients' Choice



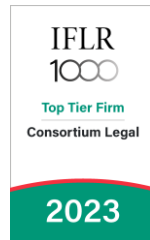
CAMBIO CLIMÁTICO

Leading firm in the *Central American* region



13
practice areas
Band 1

58
recognized lawyers



24
recognized lawyers

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



15
practice areas
Tier 1

27
Recognized
practice areas

56
recognized lawyers



34
recognized lawyers



19
recognized lawyers

At Consortium Legal we embrace *Sustainability*

Aware of the duty we have as professionals and human beings to **contribute to the sustainable economic development of our society**, we join efforts to work on sustainability projects focused on achieving the **United Nations' Sustainable Development Goals**, and towards the **economic, social, and environmental** aspects in all the countries where we operate.

We present you with our **awards and recognitions** for our journey in sustainability:

1 | Social



2,130.19 hrs
Regional 2023

2 | Environmental



Corporate Law

"They understand how *large foreign companies do business abroad*," say clients, and add that "they are very accessible, have a *deep team*, and bring *different knowledge*, which adds value."

Client for Chambers & Partners



We advise the **largest and most complex** corporate transactions, covering your legal needs in Central America with over 40 corporate lawyers, one of the **largest teams** in the region. Our **corporate specialists** quickly develop **optimal** structures for your investment projects, meeting your needs in the region with flexibility, efficiency, and transparency.

We combine our **reach** with the previous **experience** as in-house lawyers of some of our team members, allowing us to overcome virtually all your business challenges. We offer the **coordination** of our regional services through a single office, allowing our clients to obtain unified services, with the **highest quality standards**, creating **synergies** with our practice groups to provide an **integrated and seamless service** for your business.

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Banking Law

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

Client for Chambers & Partners



With over 15 years of **regional experience**, references from major local and international banks demonstrate that we are the **undisputed leaders** in banking and finance. Our extensive history in financial transactions has resulted in a deep **practical knowledge** of the regulatory landscape, making us the **chosen firm for first-class legal advice** in the financial industry.

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

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Fintech

"Consortium Legal has a *multidisciplinary team* of excellent level."

Client for Chambers & Partners

The challenges and opportunities presented by **technological disruption** are highly diverse. Among them, we find **regulatory aspects**, new uses of databases, digital signatures, electronic seals and authentication methods, digital assets, investment and entrepreneurial opportunities, business structuring, digital banking, application of technologies such as blockchain, cloud computing, artificial intelligence, big data, among others, to financial businesses, 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**.

We are a team of **agile and innovative** lawyers, renowned for our service and experience. We **understand technology** and have a **multidisciplinary team** that guarantees your satisfaction in the pursuit of results for your Fintech projects in the Central American region. Our **extensive experience** allows us to maintain good relationships with regulators and ensure optimal legal advice for your company (or project) in the Fintech industry.

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Tax Law

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

Client for Chambers & Partners



Consortium Legal specializes in local and international tax advice and has successfully defended significant cases that **have even set judicial criteria and precedents**. We have **professionals' experts** in tax matters from different areas (customs, municipal, litigation, auditing, and accounting) that distinguish us in Central America, to offer **comprehensive advice** in cases of legal defense.

Our **specialists** are members of different professional and commercial associations, allowing them to maintain relevant, practical, and up-to-date knowledge.

We have generated **significant savings** for our clients through **tax efficiency and a high success rate** in tax litigation, as our advice is always within the legal framework, guaranteeing the client's **legal security** before the state.

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Intellectual Property

Interviewees endorse Consortium Legal's capabilities in this area and praise their ***level of service*** and ***commercial awareness***.

Client for Chambers & Partners

Regional team led by women, with over 15 years of experience in the field and leveraged by technology to offer the highest service standard in Central America and providing **regional coordination** for your transactions.

We show our clients how to **add value to their intellectual property assets** by providing **innovative advice**, both in identifying protectable intangible assets (know-how, technology, domains, trade dress), and in structuring franchises and licenses for them. We **prevent costly and time-consuming disputes** over priority rights by providing strong and timely protection for their intangible assets.

Legal advice alone is not enough to achieve the best results: we **create synergy with your company** and become one team to incorporate your culture and priorities into the strategy for protecting your intellectual property.

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Litigation & Arbitration

Our team stands out for their constant availability and accessibility, as well as their ***deep knowledge*** in litigation procedures, plus a clear and consistent explanation of ***legal strategies***, and ***attention to the smallest details.***"

Client for Chambers & Partners



We are the **only regional firm** that has exclusively **specialized Litigation and Arbitration departments** in all five countries of the Central American region. Our 25 litigators have over 20 years of **solid experience**, ensuring comprehensive case management and representation.

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

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Regulatory Compliance

“They have positioned themselves very well within the market” he adds.
"Consortium Legal enjoys a good combination of *experienced people.*"

Client for Chambers & Partners



Our multidisciplinary team of +200 lawyers **works in synergy** across the 16 practice areas we offer, ensuring that all your legal needs are covered. Our team's **specialization and experience** in various industries guarantee **thorough and quality advice**.

As true **strategic allies**, we engage in risk analysis, policy and procedure development, compliance monitoring, and internal investigations, creating value for your company and minimizing the economic consequences of non-compliance. We believe in **preventative advice**, so we accompany you in the process of designing your processes, properly delegating responsibilities, and acting with the **highest ethical standards** in compliance with regulations.

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Labor Law

"Their knowledge and experience in labor legislation are **excellent**. They not only give their opinion but also **propose solutions**. They are **specialized labor lawyers**, which makes a big difference."

Client for Chambers & Partners



Our Regional Labor Law team has over **15 years of experience** and expertise in developing processes and products aimed at **providing preventive and proactive legal advice** in labor matters. We provide labor advice to many companies in **different economic sectors** with varying compliance requirements, but always with the aim of growing their businesses and making them more competitive.

Through a legal service supported by **accredited technical specialists**, we can **reduce** prolonged labor disputes while increasing staff morale and retention.

We believe in **preventive advice**, so we conduct courses and seminars on labor topics for company lawyers and HR teams, which allows them to **avoid common mistakes**.

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Immigration Law

A client testifies: "I believe Consortium is one of the **best firms in Central America**," and added, "The lawyers have a **good knowledge of the law** and are very accessible."

Client for Chambers & Partners



We are a practice area that works **interdisciplinary** with other legal departments, which allows us to provide **comprehensive and quality advice** to our clients. Given our **extensive experience** in the challenging processes of hiring foreigners, we represent local and foreign companies, with and without local presence in their hiring processes.

We are **official agents** of leading global companies in the market who trust our **successful track record** to serve their clients. We also offer assistance and immigration regularization services to our foreign clients and executives of multinational companies, implementing best immigration practices for work, business or residence purposes.

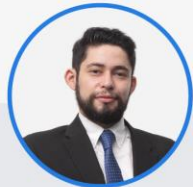
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Energy

"The team always brings ***innovative ideas***, providing alternatives to unlock ***negotiations***. They are very resourceful and ***creative***."

Client for Chambers & Partners

We are a full-service firm, specialized in the Energy sector and capable of providing legal assistance required for the development or acquisition of energy projects, both renewable and non-renewable. We have a team of **lawyers who specialize** in Environmental Law, M&A, Tax, Finance, Corporate Law, Labor Law, among others.

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

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Real Estate Law

A client praises Consortium Legal's ability to handle ***complex and sophisticated matters*** and highly values the firm's service levels, responsiveness, and ***commercial awareness***.

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 rentals, planning of residential, horizontal property, corporate, tourist real estate developments including structuring of financing.

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

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GUATEMALA | EL SALVADOR | HONDURAS | NICARAGUA | COSTA RICA