



Focused on Latin America

Your partner for new markets

What we do for our clients

America is a continent full of opportunities. Many of its countries are experiencing strong growth through investment from other continents.

Eversheds Lupicinio's Latin Desk brings together the expertise and experience you need to succeed in Latin America – whatever your business strategy.

Our Latin Desk consists of lawyers based in Spain and an impressive network of 'best friends' firms that work to our high standards. Our similar culture and our common language give us a unique advantage in developing activities on both sides of the Atlantic.

We can advise you on all aspects of doing business in Latin America, covering both legal and cultural aspects, through our in-depth knowledge of the continent, combined with a global project management approach to help you achieve your commercial objectives.

We have more than 15 years' experience in Cuba and have provided guidance to companies looking to invest in this country, by offering them advice on all of the main sectors where they may want to do business. This includes foreign investment, commercial contracts, energy and infrastructure, regulatory, and arbitration.

Amongst our client list are: tour operators, energy providers, banks, aeronautical companies and builders. These clients trust us to deliver advice that allows them to acquire land and businesses, negotiate contracts, close agreements and set up new operations.

Innovation in our sector

Eversheds Lupicinio is a Spanish law firm that is used to working on cross border transactions in many jurisdictions around the world. Our people on the ground can offer both a cultural context and leading advice that takes into account every specific sector.

We offer greater certainty when it comes to costs, quality and outcomes. Using our unique project management approach, everything we do is fully scoped, planned and quoted on upfront.

Our international team's sector-focused expertise ensures that they work with lawyers who understand their industry and who can tailor their advice to the real business issues at stake. We are specialised in a variety of sectors such as: infrastructure, energy (including oil & gas, mining and renewable energy resources), health, transport and services to governments.

Focused on Latin America

Did you know?

- 1** We have a 'best friend' network all around the Latin American region. There is a regular exchange of 'know how' between lawyers.
- 2** Our experience in Latin America includes advising EMI, Repsol, Iberia, BNP PARIBAS, Spanish-Swiss Investment Group and Telefónica, among others.
- 3** We have a specialist department focused on Latin America and consisting of native lawyers.
- 4** We have developed seven main practice areas: infrastructure & regulatory, foreign investment, commercial contracts, energy, arbitration as well as banking & project finance.
- 5** Because of our history and our common language, Spain provides a perfect cultural link between Latin America and Europe.
- 6** Spain is, logistically and geographically, the gateway to Europe from Latin America.
- 7** Madrid hosts more Latin American institutions than any other European capital city.
- 8** We have practiced in Cuba for more than 15 years.

Key contacts

For more information, please contact:

José María Viñals (Partner – Spain)
JVC@evershedslupicinio.com

Karina Adriani (Partner – Spain)
KAM@evershedslupicinio.com

Lupicinio Rodriguez (Managing Partner – Spain)
LRJ@evershedslupicinio.com

Tel +34 91 436 00 90



www.eversheds.com
©Eversheds LLP 2010. Eversheds LLP
is a limited liability partnership.
EPRO.236

