

**Estudio
Echecopar.**

Asociado a Baker & McKenzie International



Leading the change and the transformation of legal services in Peru

Who are we?

We are the first global firm in Peru



+6000 lawyers
in **74** offices



45 countries
+74 languages



We can exercise our rights in
more than **+250** jurisdictions



Reinvent
Baker McKenzie's
Innovation Program



First global law firm
in Peru



+74 years in the
Peruvian market

We are Estudio Echecopar

A member firm Baker & McKenzie International



**Peru Firm of the Year and
Latin America Firm of the Year
for Gender Diversity and
Career Development**

Women in Business Law Americas
Awards 2024



Top Tier Firm

The Legal 500, 2013 - 2024



WINNER
LATIN AMERICA AWARDS 2023

**Best Customer Service in Peru and
Firm of the Year in South America**

Chambers and Partners LA, 2023



Firma Top

IFRL1000, 2015 - 2023



30 leading lawyers

Chambers and Partners, LA 2024



Pro Bono Leading Light

Latin Lawyer and
Vance Center, 2012 - 2022



Elite Firm

Latin Lawyer, 2016 - 2023

Our presence in the Americas



551
Partners



881
Associates




■ Baker McKenzie locations
● Cooperation agreement*

Note: total employees as of December 2021.
The term "Associates" includes counsel.

*Trench Rossi Watanabe and Baker McKenzie have a strategic cooperation agreement for foreign law consulting.

We are where our customers need us



-  Baker McKenzie locations
-  Baker McKenzie's geographic initiatives
-  Cooperation agreement*

*Trench Rossi Watanabe and Baker McKenzie have a strategic cooperation agreement for foreign law consulting.

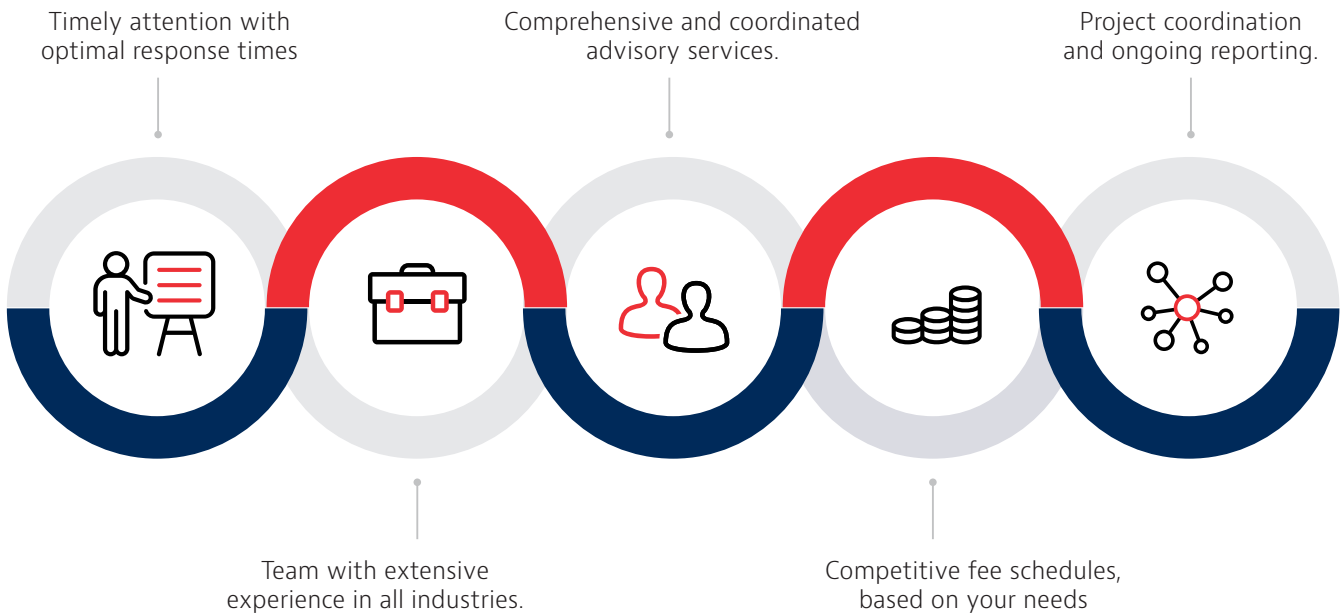


Presence in
45 countries



The Firm speaks
+74 languages

When everyone offers the same, few stand out



Value added

We keep our customers up to date



- Legal alerts (documents and publications)
- Training and coaching
- Face-to-face and virtual events

We guarantee the security of your information



- Both hardware and software solutions
- Security certifications and other standards that guarantee IT security

Lawyer appointed to your organization



- Coordinating partner assigned to your company
- Regular meetings with the main users of the service
- Monitoring of compliance with our quality standards
- Identifying business opportunities

Access to our global network



- More than 6,000 lawyers worldwide
- 80+ languages
- Admitted to practice in over 250 jurisdictions

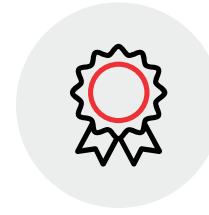
Our customer experience principles



Developing and maintaining a deep understanding of the customer



Offering commercial solutions



Proven quality



Highly communicative



Constantly providing value to our customers



Leaders in diversity and inclusion

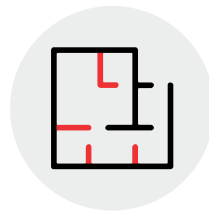
In-depth knowledge in the following industries



Energy, Mining and Infrastructure



Agribusiness



Real Estate



Consumer Goods and Retail



Technology, Media and Telecommunications



Education Law



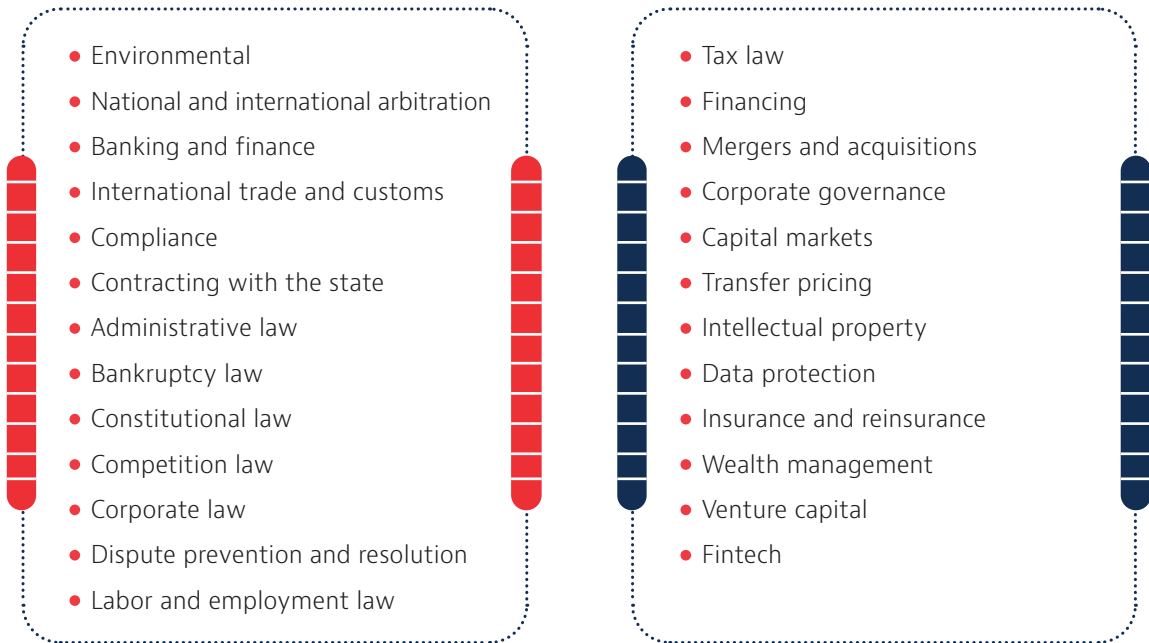
Pharmaceutical and Health law



Financial Institutions

We contribute solutions that generate value

Service lines



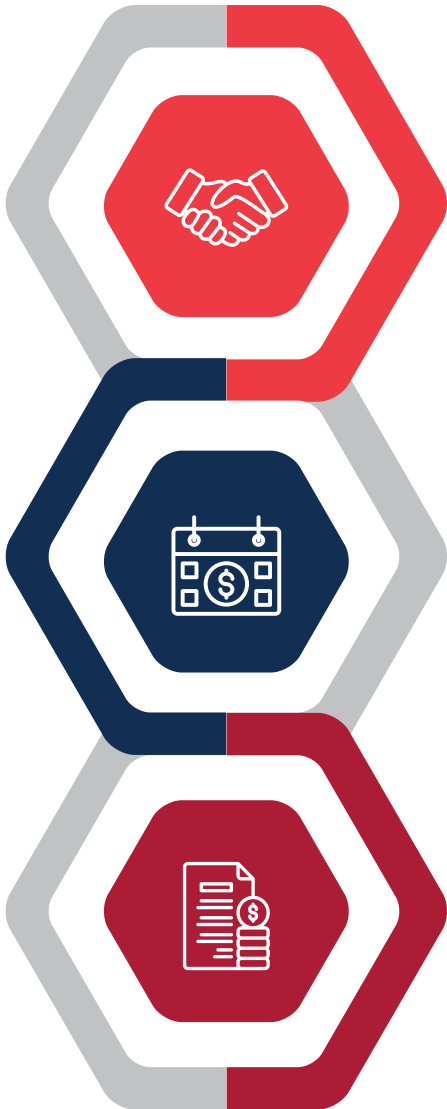
Diversity is in our DNA

We are committed to developing policies and initiatives that help promote diversity and gender equity to achieve a better work-life balance for all our employees.



Our fee schedules

We adapt to your needs



An hourly rate may be agreed upon according to the category of lawyers who participate in the client's assignments.

Our hourly rates are established annually and are based on experience and local market conditions, which allows us to be competitive for our clients.

Monthly retainer

Our firm offers the possibility of paying a monthly retainer, which gives the client the possibility of being assisted in their day-to-day legal matters, by applying a **single and preferential hourly rate**, for a **determined number of hours**, regardless of the category of lawyers involved in the advisory services.

Fixed rates per specific order

This system of fees may be agreed upon for the various legal matters that the client may need assistance with, including both ordinary and extraordinary.

Our Capabilities

The background features a complex, abstract design of overlapping, flowing lines in various shades of purple, blue, and red. The lines create a sense of movement and depth, with some areas appearing more saturated than others. The overall effect is a dynamic and modern aesthetic.

Banking and Finance

How can we help you?



Regulatory practice. We provide advice on the interpretation and application of the financial law system, as well as the different legal provisions regularly issued by the Superintendence of Banking and Insurance, the AFP and the Central Reserve Bank of Peru.



Advising placement agents, financial structurers and bondholder representatives. We constantly advise institutions such as issuers, investment banks, brokers and intermediaries, among other financial institutions regarding their obligations under capital market laws.



Restructuring of banks and other financial institutions. We have experience in the organization, authorization and establishment of new banking entities in Peru. Regarding the acquisition and merger of companies in the financial system, we have participated in the most important operations carried out in the country.



We have experience in providing answers to legal and business situations related to the Peruvian financial system. We act for domestic and foreign clients that require an understanding of the regulatory scheme and structure of the Peruvian banking laws and the Peruvian financial system.

Market recognition



Band 1
Banking and Finance
Chambers and Partners
Latin America 2024



Tier 1
Banking and Finance
The Legal 500
Latin America 2024



Tier 2
Banking and Finance
IFLR1000 2023



Leader
Banking and Finance
Leaders League 2023

Corporate: Mergers & Acquisitions

How can we help you?

- Corporate structures
- Incorporation of companies and establishment of branches
- M&A (public and private)
- Private equity
- Corporate reorganizations
- Legal stability agreements
- Corporate governance
- Corporate audits and due diligence
- Shareholders' agreements
- Joint ventures and other associative contracts
- Design of power regimes and organizational structure

What differentiates our practice



Full-service firm



Local expertise, global reach



Work style



Focus on diversity

Market recognition



Band 2
Corporate/M&A
Chambers and Partners
Latin America 2024



Tier 2
Corporate/M&A
The Legal 500
Latin America 2024



Tier 2
Corporate/M&A
IFLR1000 2023



Excellent
Corporate/M&A
Leaders League 2023

Real Estate



How can we help you?



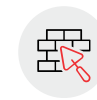
Contractual liability

- Legal opinion
- Non-compliance with contracts/contractual remedies
- Dispute resolution



Structuring

- Design of contractual schemes
- Real estate funds
- Taxation
- Negotiation
- Financing
- Execution



Real estate advisory

- Due diligence
- Zonification
- Qualifications
- Permits and licenses
- Environmental aspects (licensing, auditing and compliance)
- Procedures before public registries
- Asset laundering
- Regulatory compliance



Market recognition



Band 3
Real Estate
Chambers and Partners Latin America 2024



Tier 3
Real Estate
The Legal 500 Latin America 2024



Highly Recommended
Real Estate
Leaders League 2023

Tax Advisory



How can we help you?

Tax

- General tax planning and opening and closing of the fiscal year
- Defense in tax litigation (both administrative and judicial)
- Tax planning in M&A and reorganizations, advice on the issuance of bonds in domestic and international markets and complex project finance transactions
- Transfer pricing
- Wealth management advice
- Tax consulting services
- Advice on transactions with entities not domiciled in Peru (technical assistance, royalties, digital services, among others)

Transfer Pricing

Conflict management

- Planning, local assessment, appeals, litigation

Global/Regional transfer pricing documentation

- UA global platform for uniform documentation across the region
- Reduced risk of penalties due to insufficient supporting documentation or non-compliance with standards.

Transfer pricing consulting/diagnosis/risk assessment

- PT planning, strategies designed to optimize processes and coordinate incentives, ensuring compliance.

Financial and intellectual property valuations

- Intangibles, M&As, reorganizations, litigation and intellectual property disputes, recapitalization and business planning.

APA consulting

- Previous unilateral, bilateral or multilateral valuation agreements.

Support to the audit process

- Advice in discussions with tax authorities and design of defense strategies
- Collection of facts, documents and a respective analysis to support the taxpayer's position
- Evaluation of the economic risks associated with a PT audit process.

Advice on the procedures of the competent authorities



Market recognition



Band 3
Tax Advisory
Chambers and Partners Latin America 2024



Tier 2
Tax Advisory
The Legal 500 Latin America 2024



Peru Tax Firm of the Year
World Tax/ITR 2022

Dispute Tax Firm of the Year
World Tax/ITR 2023



Tier 1
General Corporate Tax/Tax Controversy/Transactional Tax
World Tax/ITR 2024



Excellent
Tax Advisory/Tax Litigation
Leaders League 2023

Labor and Employment advisory



How can we help you?

Mobility

- Transfer of executives
- Expatriate assignments
- Visas and work permits

Recruitment and rewards

- Contracts and related documentation
- Compensations
- Global benefit plans and other benefits
- Pensions

Management

- Daily HR consulting
- Human resources policies
- Disciplinary proceedings
- Compliance investigations
- Performance management

- Employment terminations
- Diversity and discrimination
- Litigation
- Training and education

International labor and human rights

- Labor relations strategy
- Management of trade unions
- Information and consulting
- Crisis management

Business changes and restructuring

- Workforce management, reorganization and redundancies, and alternative workforces
- Restructuring, including mergers and spin-offs

- Transfers, acquisitions and other business transfers
- Outsourcing

Strategy and compliance

- Best practices
- HR compliance approach
- Data privacy
- Horizon scanning
- Strategic HR projects
- Training and education

Business protection

- Confidentiality
- Restrictive covenants
- Intellectual property rights
- Controversies



Market recognition



Band 3

Labor and Employment Consulting
Chambers and Partners Latin America 2024



Tier 2

Labor and Employment Consulting
The Legal 500 Latin America 2024



Highly Recommended

Labor and Employment Law
Leaders League 2023

Dispute Prevention and Resolution



How can we help you?



Alternative dispute resolution mechanisms

- Reconciliation
- Mediation
- Dispute resolution tables



Arbitration

- National commercial arbitration
- Public procurement
- International arbitration
- Investment arbitration — CIADI



Judicial

- Civil and commercial proceedings
- Administrative litigation proceedings
- Constitutional proceedings
- Disputes in electoral matters



El mercado nos reconoce



Deal of the Year

Disputes
Latin Lawyer Awards 2023



Leader

Civil and Commercial Litigation/Construction Dispute Resolution
Leaders League 2023



Band 1

Dispute Prevention and Resolution: Arbitration
Chambers and Partners Latin America 2024



Highly Recommended

Litigation: Commercial/Competition/Intellectual Property
Benchmark Litigation



Band 2

Dispute Prevention and Resolution: Litigation
Chambers and Partners Latin America 2024



Tier 1

Dispute Prevention and Resolution
The Legal 500 Latin America 2024

Administrative Public Law



How can we help you?

Administrative law

- General consulting on administrative procedures before governmental authorities
- General consulting on regulations related to the state's administrative systems
- Representation in administrative proceedings, including the process and appeals, and challenges and sanctions
- Consulting and advisory services for permits and licenses

Government contracting and procurement

- Consulting and national supplier registration
- Advice for bidders' participation in selection processes
- Sponsorship in the execution of the contract
- Advice on sanctioning processes.

Public-private partnerships

- Advice on bids and tenders: concessions, privatizations, private initiatives
- Advice for process participation
- Advice on negotiation and execution of contracts
- Counseling during controversies
- Infrastructure concessions, public services and privatizations
- Work for taxes
- Government contracting and procurement
- Consulting and national supplier registration
- Advice for bidders' participation in selection processes.
- Sponsorship in the execution of the contract
- Advice on sanctioning processes



Market recognition



Band 1
Regulatory Advisory
Chambers and Partners Latin America 2024



Tier 1
Regulatory Advisory
The Legal 500 Latin America 2024

Competition



How can we help you?

- Sponsorship in investigations and proceedings for the abuse of dominance and anti-competitive practices
- Advice on merger and concentration applications and authorization procedures
- Complaints and defense in proceedings for the infringement of antitrust, unfair competition, advertising and consumer protection regulations
- Advice on complaints against public entities for the imposition of bureaucratic barriers
- Implementation of antitrust, unfair competition and consumer protection compliance programs
- Prompt and effective reviews of advertising material before it is disseminated to verify that it complies with the rules of commercial advertising and unfair competition
- Review of consumer contracts and product labeling for compliance with consumer protection and labeling regulations
- Training for company executives and employees to ensure compliance with legislation and avoid legal contingencies
- Review of distribution contracts, exclusive sales, collaboration agreements or other similar agreements to ensure compliance with free competition rules



Market recognition



Band 3
Competition
Chambers and Partners Latin America 2024



Tier 2
Competition
The Legal 500 Latin America 2024



Excellent
Competition and Antitrust
Leaders League 2023

Compliance



How can we help you?

- Advice on investigations and implementation of compliance measures
- Implementation of corporate compliance programs with the strictest regulatory requirements
- Advice on the review of internal documents of national and international companies and compliance schemes
- Design of policies to protect the company's reputation, i.e., codes of ethics and conduct, internal complaint hotlines, incident logs, etc.,
- Internal audits and investigations to detect risks and provide preventive and/or mitigation measures
- Advice on compliance risk assessment (red flags)
- Compliance due diligence prior to the engagement of commercial agents and/or business partners and in M&As, including in the post-acquisition phase
- Training for managers and senior executives on business ethics and protocols governing relations with government entities
- Implementation of the Money Laundering Prevention System
- Legal advice on the design of policies and procedures to prevent money laundering and terrorist financing



Market recognition



Tier 2

Compliance

The Legal 500 Latin America 2024



Leader

Compliance

Leaders League 2023

Intellectual Property



How can we help you?

- Advice on trademarks and patents in administrative and judicial proceedings
- Advice on copyright matters
- Actions against counterfeiting and piracy
- Intellectual property due diligence (in M&As)
- Technology transfers, confidentiality agreements and data protection
- Sui generis intellectual property rights: access agreements to genetic resources and traditional knowledge
- Extensive experience in geographical indications
- Legal advice on provision of health services and regulation of pharmaceuticals
- Registration of pharmaceuticals, medical devices, cosmetics, food and beverages before governmental authorities



Market recognition



Band 3

Intellectual Property

Chambers and Partners Latin America 2024



Tier 1

Intellectual Property

The Legal 500 Latin America 2024



Leader

Registration/Marks and Patents: Contentious

Leaders League 2023



Excellent Patents

Patents: Registration
Patents: Litigation

Leaders League 2023



Highly Recommended

Compliance and Anti-Piracy

Leaders League 2023

International Trade and Customs



How can we help you?

Trade facilitation and customs

- Advice and strategic planning on all matters related to the import and export of goods and services, including tariff and non-tariff requirements, tariff classification, rules of origin, customs valuation and customs clearance of goods.

Labeling and marking

- Support in product labeling and labeling issues.

Food trade

- Advice on phytosanitary measures, as well as on obtaining benefits and permits for the import of inputs and export of final goods from agro-exporting companies

Drawback

- Advice, management and monitoring of the entire process of the customs regime and restitution of customs duties.

International

- Advice and structuring of international commercial transactions, incoterms and letters of credit.

International agreements

- Legal advice on international trade and investment matters and the advantages available under the World Trade Organization (WTO) Agreements and applicable Regional and Bilateral Free Trade Agreements (USA, EU, Mexico, Japan, Canada, Chile, Costa Rica, Pacific Alliance, Andean Community, among others)

Advice and representation on dumping, subsidies and safeguards

Negotiation and dispute resolution

- Advice on compliance with commercial and customs obligations, and advice on litigation in these matters.

Transportation

- Legal advice on international logistics (supply chain management).

Restricted products

- Advice on trade in restricted goods and services (food, pharmaceuticals, sanitary products, chemical inputs, among others)



Market recognition



Band 1

International Trade & Customs

Chambers and Partners Latin America 2024



Tier 1

International Trade & Customs

The Legal 500 Latin America 2024

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