

Firm Overview

Co-Managing Partners: Rafael Rosales and Xavier Rosales

Number of partners: 7

Number of other lawyers: 28

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The Firm

International standards, local vanguard

With more than 30 years of experience, CorralRosales is one of the largest law firms in Ecuador, operating in both Quito and Guayaquil. CorralRosales is a preferred law firm by multinational corporations. A full-service law firm, with a highly specialized approach for sophisticated matters in areas such as corporate/commercial law, data protection, dispute resolution, M&A, employment, banking and finance, competition and antitrust, public procurement, natural resources, regulatory, tax and intellectual property - area in which the firm has a historical track record. The firm's cross-border expertise and the ability to combine true multidisciplinary leading teams along with top tier experts in industries such as food and beverages, aviation, pharmaceutical, infrastructure, insurance, real estate, and telecommunications makes CorralRosales a strategic partner for its clients, rather than just a legal advisor.

CorralRosales has assisted many leading multinational companies in establishing and developing their business in Ecuador with first class legal advice, being always true to our motto: international standards, local vanguard.

At CorralRosales, we realize the importance of availability for our clients. For that reason, at least 2 lawyers are always involved in each matter entrusted to the firm. CorralRosales has longstanding, nurtured and fruitful professional relationships with government institutions, banks and financial institutions and media contacts which allow us to better serve our clients.

Without disregarding its vision towards personal service, the firm has known a sustained and organized growth allowing its expansion for providing expeditious and comprehensive legal advice to a growing number of international organizations and individuals. Today, CorralRosales has a professional team with broad experience in the most diverse areas of law, which allows us to give comprehensive advice to our clients regardless of the nature of their individual needs.

Main areas of practice:

Banking & Finance - Advising banks, multilateral agencies, as well as domestic and multinational companies in the negotiation and structuring of financial transactions. Lawyers in the area rely on multi-disciplinary teams that include experts in finance, tax and sector-specific regulation. Drafting, preparation and review of agreements and other financing documents; financial structuring; project financing, secured transactions; as well as day to day general advice. Additionally, the firm is highly knowledgeable in capital markets law, including regulatory matters, public stock and bond offerings, as well as debt restructurings.

Competition/antitrust - The firm covers all areas of competition and antitrust law, together with regulatory and consumer protection matters, including representation of clients in investigation proceedings and related litigation, as well as negotiation of leniency and similar agreements. The team participates in the clearing of complex mergers, acquisitions, spinoffs and integrations. It performs antitrust due diligence and development of good practices and policies.

Compliance - Advising domestic and international clients on compliance issues. Investigations dealing with government procurement and private deals. Development and enforcement of compliance policies and compliance due diligence. Specialized team in high-profile investigations, review and implementation of compliance programs and due diligence of third parties in the context of M&A, distribution, and other commercial transactions.

Corporate / M&A – Leaders in the field. CorralRosales has a strong track record advising local and international clients in the incorporation of companies, day to day corporate legal advice, and complex corporate transactions and operations. The firm is highly renowned for its experience in M&A transactions, successfully dealing with share purchase agreements; asset purchase agreements; drafting, preparation and review of contracts and other documents; commercial trusts; international leases; and performance of due diligence.

Data Protection - CorralRosales is a leader in data protection regulation. The area works hand in hand with our intellectual property and technology practice and counts with specialized lawyers in data protection, which makes CorralRosales a key player in this field for Ecuador. The firm advised local and international companies on the implementation of data protection programs. CorralRosales is continuously training and advising clients through seminars and meetings regarding the application of data protection laws.

Dispute Resolution - With an effective service covering all courts and venues in Ecuador, CorralRosales represents local and foreign corporations in a wide spectrum of disputes, including local and international arbitration. Indeed, the members of the department have extensive experience in civil, administrative and arbitration disputes as well as industry specific controversies such as aviation, automotive, banking, pharmaceutical, retail, food and beverage, telecommunications, among others. The development of the litigation strategy takes into consideration the characteristics of the client, the economic sector in which it operates and the legal regime applicable to the case, with the purpose of carrying out an exhaustive analysis of the risks associated with the particular dispute and establish mitigation and preventive mechanisms.

Environmental - The firm has experience and knowledge in the different fields involved in environmental law, advising our clients in obtaining environmental permits, defense on

sanctioning proceedings, environmental damage, preventive due diligence and advice on good environmental and social practices.

Foreign Trade and International Trade Agreements - CorralRosales started the practice of Foreign Trade and International Commercial Agreements, with the purpose of providing a specialized legal advice and consultancy service, aimed at optimizing business and corporate activities developed by economic agents that operate in the market of the countries in the region. It designs and executes legal strategies that allow players to undertake or perfect the process of internationalization, create or participate in regional value chains and access the advantages offered by international trade agreements. This new practice also seeks to provide advice for an adequate and timely resolution of conflicts, using for that purpose the dispute resolution mechanisms provided for in those instruments.

Intellectual Property – CorralRosales is one of the most respected firms for IP in the region, boasting a comprehensive team of lawyers, agents and technical staff, who provide all levels of IP services and advice. CorralRosales offers cutting edge services in every aspect of IP law, including patent, trademark, copyright, design, litigation, anti-counterfeiting, comprehensive portfolio management, prosecution, enforcement and more. CorralRosales is one of the few law firms with a regulatory and litigation practice in Ecuador as an integral part of its IP organization. The IP regulatory practice assists companies in highly regulated industries (including pharma, cosmetics, agribusiness, food and beverages) obtaining proper authorizations and licenses from relevant government agencies.

Labour Law and Immigration - CorralRosales assists domestic and foreign companies in all issues related to the employer-employee relationship. This includes day-to-day issues as employment agreements tailored to specific needs, internal work regulations, consultations on hiring alternatives, employment of disabled employees, among others. The firm performs employment due diligence and work on assuring the best alternatives to cope with existing risks or liabilities. CorralRosales also has wide experience in handling litigation and administrative claims, as well as collective bargaining proceedings. CorralRosales also offers a wide range of corporate immigration services, including work permits, temporary visas, work visas and permanent resident visas to expatriates and foreign employees.

Public Procurement - CorralRosales has extensive experience advising on all aspects of public procurement in Ecuador, including public-private partnerships. The firm advises clients on pre-contractual matters, negotiation and execution of all type of agreements and resolution of related disputes, including consulting agreement, supply of goods and rendering of services to government entities. Additionally, the team has broad experience advising clients on audit proceedings conducted by the government audit agencies and related litigation.

Tax & Customs - CorralRosales provides advisory services and representation of clients in administrative and judicial proceedings. The firm has successfully sponsored lawsuits against tax assessments made by the Internal Revenue Service and the National Customs Service of Ecuador to local and international clients. In addition, the department participates in due diligence processes, the analysis of tax consequences derived from M&A transactions, the analysis of risks in complex transactions and comprehensive tax planning.