

A white silhouette map of Latin America and the Caribbean is positioned on the right side of a dark blue to purple gradient background.

Latin America & Caribbean

Winston's deep experience representing companies and investors across Latin America and the Caribbean has made the firm a "go-to" resource for the strategic development of our clients' businesses and the vigorous protection of their interests in the region. With broad command of a diverse range of issues within the region's key industry sectors, we advise Fortune 500 companies, government and quasi-governmental entities, financial institutions, private equity and other investors, domestic and international oil and gas exploration and production companies, refiners and shippers, and a range of commercial and infrastructure developers.

Our experience includes finance, project finance, capital markets, M&A and spinoffs, joint ventures, private equity, environmental, tax, litigation, international arbitration, and antitrust/competition. Our Latin America & Caribbean practice includes experienced English-, Spanish-, and Portuguese-speaking lawyers with on-the-ground knowledge, supported by an established network of local counsel, which enable us to provide our clients with seamless, global service.

Winston's corporate attorneys counsel U.S. and international investors, including Latin American investors, on both outbound investments originating in Latin America and inbound investments originating in the United States, United Kingdom, and elsewhere. They structure and document joint ventures, strategic acquisitions/dispositions and spinoffs, and private equity investments and exits. They also advise Latin American issuers and placement agents/initial purchasers in public and private offerings of equity and debt securities, as well as Latin American companies, governments and quasi-governmental entities in corporate, structured, and project finance transactions.

Our corporate team advises clients in Latin America on some of the most innovative and complex transactions globally.

BRAZIL

Our São Paulo office reflects the firm's long-term investment in Brazil and the significant commitment of Winston's Latin America practice group members to Brazil over many decades. Our fully bilingual São Paulo-based lawyers work with the Latin America team and others through the firm to represent Brazilian and international clients in transactional and dispute matters.

CARIBBEAN

Our Award-winning Latin America & Caribbean practice has a long history in the Caribbean, including Panama and Puerto Rico. Experience working on deals with local law firms in the region, including those operating in Panama working with Panamanian law. Our team includes Latin American-trained attorneys as well as others with significant ties to the region.

SPAIN

Winston's experience serving Spanish clients and clients with interests in Spain is extensive. In fact, our work on behalf of our clients touches many core segments of Spain's diversified economy, including financial services, energy and infrastructure, agriculture, manufacturing, and apparel, among others. Likewise, our attorneys' experience intersects multiple legal disciplines—ranging from capital markets offerings, deals, financings, restructurings, and corporate counseling to a wide range of disputes and related proceedings. We add value and perspective to our clients' transactions and disputes involving Spain and/or Spanish entities through our deep understanding of Spanish culture, its laws and regulations, and those political and economic influences that help to shape Spanish commerce. Notably, our team includes several experienced Spanish-speaking lawyers, including a dual-qualified lawyer who is licensed to practice in both New York and Spain, as well as a practitioner who previously lived and practiced law in Spain for many years. We have also maintained a relationship with Julissa Reynoso, a former Winston partner and current U.S. ambassador to Spain and Andorra.

Key Contacts

Talbert Navia

Areas of Focus

Antitrust/Competition

Winston's industry-leading Antitrust/Competition attorneys provide comprehensive legal services to clients based in Latin America or operating in the region. For companies and individual executives based in Latin America, we offer U.S., EU, and China-qualified practitioners with decades of experience handling compliance, investigation, government enforcement, civil litigation, and merger review matters in jurisdictions around the world. We recognize that expanding into new markets, with an often-confusing patchwork of laws and regulations, can be daunting, so we strive to provide Latin America-based clients with a "one-stop shop" solution to their global competition-related legal needs. For international clients operating in Latin America, we offer deep experience with government investigations and enforcement actions in virtually every Latin American country with an enforcement regime. Through our trusted network of local counsel, we provide clients with a single solution to legal challenges across a host of Latin American countries. Indeed, our Antitrust/Competition Practice has been representing clients with legal needs in Latin America since the region's first sustained enforcement push in the early 1990s. In the years since, we've assisted clients in the more than 20 Latin American countries with active competition laws, developing particularly strong capabilities with respect to Brazil's Conselho Administrativo de Defesa Econômica (CADE) and Mexico's Comisión Federal de Competencia Económica (CFC).

[Learn more about our firmwide Antitrust/Competition practice.](#)

Capital Markets

We represent issuers and initial purchasers in bond offerings—particularly pursuant to Rule 144A/Reg S—to fund projects in the energy, natural resources, infrastructure, real estate, telecommunications, and consumer products sectors throughout Latin America and have deep experience in Chile, Peru, Argentina, and Brazil. We routinely advise major corporations. Our experience includes counseling clients on public and private equity and debt offerings, including IPOs, investment-grade and high-yield debt offerings, American Depositary Receipts (ADRs), Euro-commercial paper programs, PIPEs, REITs, and offerings involving senior and subordinated debt and equity hybrids.

We are also a leader in SPAC transactions in Latin America, as well as in the U.S. and globally. Our team regularly represents SPAC sponsors and underwriters in structuring SPACs and completing their IPOs; SPACs and target companies in SPAC business combination transactions (de-SPACing); and investors considering investments in SPACs. We have a deep understanding of not only the legal issues impacting SPACs, but also the business, marketing, and industry issues that affect the success of SPACs.

[Learn more about our firmwide Capital Markets practice.](#)

International Arbitration & Dispute Resolution

Our team bridges the legal divide between the U.S. legal system and the differences from the civil law systems in Latin America. Our international arbitration practice has handled virtually every type of commercial arbitration, involving a variety of industry sectors, including energy and infrastructure. We are also well known for investment arbitration representations and have a wealth of experience acting for a diverse mix of investors and sovereign states. Recognized in the *Global Arbitration Review's* "GAR 100" and as a "Top Arbitration Firm" by *The American Lawyer*, our team brings together the experience of one of the U.S.'s most renowned litigation and arbitration practices and the capabilities of one of the U.S.'s leading Latin American practice groups. The combination offers Latin American clients unsurpassed effectiveness and value in pursuing and protecting their strategic objectives in U.S. dispute resolution and international arbitration.

We maintain offices in many of the world's most important arbitration centers, including New York, Miami, Texas, Washington, D.C., California, London, Paris, and Hong Kong, and handle arbitrations seated across the globe under all the major international arbitration rules, including the ICC, ICDR/AAA, LCIA, ICSID, SCC, CIETAC, HKIAC, DIAC, SIAC, CAS-TAS, Swiss Chambers, and UNCITRAL rules. Our practitioners are qualified in multiple jurisdictions and tackle disputes arising under civil law, common law, and international law. Further, we arbitrate in numerous different languages, including Spanish, English, and Portuguese.

[Learn more about our firmwide International Arbitration practice.](#)

M&A & Private Equity

Winston's well-established Latin America corporate and M&A practice advises global clients (including clients in Latin America) on a diverse range of corporate mandates, including complex company formations, cross-border transactions throughout the region, strategic acquisitions and dispositions, multifaceted spin-offs, and joint ventures. We have substantial experience with notable infrastructure, energy, and natural resources transactions.

We have a broad and active private equity practice. We provide strategic advice and legal counsel to private equity funds, hedge funds, family offices, portfolio companies, and institutional investors with U.S. and Latin America investments. Our team delivers value throughout each phase of the investment life cycle—from fund formation, deal sourcing, platform transactions, acquisition financing, and tax structuring, to add-on acquisitions, portfolio company management, and exits.

Learn more about our firmwide [M&A](#) and [Private Equity](#) practices.

Project Finance

Our comprehensive Latin America-focused Project Finance Practice combines the experience and resources necessary to successfully guide our clients through a broad and dynamic array of projects worldwide. We regularly advise private lenders, tax equity investors, project sponsors and developers, host governments, offtakers, and other project counterparties, as well as participants, in investments and non-recourse/limited recourse financings. Our experience in this space covers a wide range of project types, including conventional power, renewable and alternative energy, nuclear, oil and gas, LNG, petrochemicals, water and wastewater, infrastructure, transportation, telecommunications, social and commercial buildings, sports and stadia, and mining and natural resources projects. We provide counsel in connection with public-private partnerships (PPPs or P3s) as well as project bonds. We also have extensive experience with single project and project portfolio acquisitions and dispositions.

[Learn more about our firmwide Project Finance practice.](#)

Structured Finance & Securitization

Winston’s Latin America-focused structured finance attorneys are recognized leaders in a wide range of key asset classes, including aircraft, vessel, and railcar finance; marketplace lending; CLOs; energy structured finance (including solar finance and reserve-based finance); commercial mortgage-backed securities (CMBS); derivatives and structured products; lease and operating asset finances; and life settlements. We frequently develop and rethink the structures and documents that the market employs in aggregating and funding these and other emerging and mature asset types. Our Tax team is known for its command of securitization and structured fund tax issues, and its capacity to identify (and explain in layman’s terms) nuanced and pragmatic solutions to challenging problems.

[Learn more about our firmwide Structured Finance practice.](#)

Investigations, Enforcement & Compliance

We offer Latin American clients an industry-leading Investigations, Enforcement & Compliance Practice frequently recognized as top tier by *Best Lawyers*, among other leading publications. With more than 100 lawyers with significant experience in internal investigations, regulatory compliance, anti-bribery and anti-corruption (ABAC) laws, and sanctions enforcement, Winston provides a wealth of experience to governments, public and private companies, and individual executives on relevant matters in Latin America. Winston is recognized by *The Legal 500 Latin America* as having a team with in-depth local experience and access to international knowledge relating to compliance programs, internal investigations, and government enforcement activity—both in the U.S. and outside the U.S.

Our clients benefit from our attorneys who are native to the languages and who know the markets intimately. With these combined strengths, we can get clients through their most challenging matters regardless of the country, scope, or situation. Our team includes former prosecutors, government enforcement agents, military lawyers, and in-house compliance professionals who work closely to provide our clients in Latin America with a full-service solution to regulatory challenges and enforcement risks. Notably, our white collar attorneys regularly help clients navigate U.S. and international ABAC and AML laws, including the FCPA and the UK Bribery Act, that pose extensive risks to global enterprises. With regulators ratcheting up ABAC investigations in major Latin American markets, including Brazil, Colombia, Argentina, and Ecuador, it is important that Latin American companies and global corporations with Latin American interests have experienced white collar counsel by their side.

[Learn more about our firmwide Government Investigations, Enforcement & Compliance practice.](#)

Related Capabilities

Antitrust/Competition	Capital Markets	Commercial Litigation & Disputes	
International Arbitration	Private Equity	Project Finance	Real Estate
Securities, M&A & Corporate Governance Litigation		Mergers & Acquisitions	
Structured Finance	Government Investigations, Enforcement & Compliance		
Financial Services	Infrastructure	Technology, Media & Telecommunications	

Recent Experience

E-Bus Deal Financing in Chile

Related Insights & News

SPONSORSHIP

Winston & Strawn Sponsors FIBA AML 2024 Conference

MARCH 18, 2024

RECOGNITIONS

Winston & Strawn Named *IJGlobal's* 2023 “Legal Advisor of the Year – Infrastructure – North America”

MARCH 14, 2024

SPEAKING ENGAGEMENT

Richard Puttré Speaks at IJ LATAM 2024

MARCH 12, 2024

RECOGNITIONS

Talbert Navia Named to *Latinvex's* Top 100 Lawyers 2024

MARCH 4, 2024

SPEAKING ENGAGEMENT

Winston Co-Hosts SOBAL Reception and Networking Event

FEBRUARY 15, 2024

SPONSORSHIP

Winston Sponsors Celebration of *The Legal 500* GC Powerlist – Miami 2024

FEBRUARY 1, 2024

ARTICLE

Barranquilla's Rise as a Nearshoring Powerhouse

DECEMBER 15, 2023

SPEAKING ENGAGEMENT

Winston Supports SOBAL Conference 2023

NOVEMBER 30, 2023

IN THE MEDIA

Nicholas Rodriguez Discusses Deal Flow from Latin America Following Increased Regulations with *Daily Business Review*

NOVEMBER 9, 2023

RECOGNITIONS

Winston Ranked in *Leaders League* 2024 for Brazil – International Firms, Capital Markets

NOVEMBER 3, 2023

RECOGNITIONS

Winston & Strawn Recognized by *Chambers* Brazil – International Firms 2023

OCTOBER 30, 2023

SPONSORSHIP

Winston & Strawn Sponsors IBA Annual Conference 2023

OCTOBER 29, 2023