



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

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Winston & Strawn partner Nicholas Rodriguez spoke with *Daily Business Review* about the flow of deals from Latin America despite increased regulations in the region. While the United States tightens its own antitrust laws, some Latin American countries are following suit, mirroring reactions in the U.S. and Europe, where regulators have raised concerns over the growing size of large tech companies. Despite the increase in regulations, lawyers say the flow of deals in Latin America remains steady.

“The countries that are really looking at this lately are Brazil, Colombia, Mexico, Peru as well as Chile,” said Nicholas. For the most part, these countries are scrutinizing individual deals on whether they harm consumers, especially when it comes to data privacy, he added. Eventually that may turn into laws that can guide these deals with more clarity, but the current approach is having a slight effect on the timing of deals.

“If there’s a transaction between two tech companies, we’re looking at it a little bit closer. It doesn’t mean that the transaction’s being delayed, it doesn’t mean that they request more information, but I think they do take a closer look at it,” he said.

In recent years, Chile is one country in the region that has seen political instability, causing many Chileans to shift their money overseas into the U.S. The cash flow between the U.S. and Latin American countries have had a profound effect on South Florida’s economy, benefitting a growing Miami.

“We’ve always referred to Miami as a gateway. It’s now, as one of my colleagues calls it, a destination,” said Nicholas. “Miami is a magnet for Latin Americans ... You’ve had a ton of capital, billions and billions of dollars coming out of Peru, Chile, Colombia and Mexico, into the United States and into Europe. It’s just created so many opportunities.”

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