

# International: Latin America

## Overview

Carlton Fields' strong Florida presence, particularly in Miami, the gateway to Latin America, gives a competitive advantage to our clients from, doing business in, or hoping to expand into Latin America. We advise, assist and counsel companies and individuals conducting business in the region, and have handled projects in every Central and Latin American country.

Our Latin American Desk is comprised of attorneys and professionals with strong credentials and experience in a variety of practice areas in the region. Collectively, our Spanish, Portuguese, and French-speaking lawyers have more than 100 years of experience in the region. Clients benefit from the cultural, political, operational, and legal familiarity we bring to their business.

Instead of operating international offices, Carlton Fields has built relationships with the top law firms in every country, ensuring that our clients' business is conducted or overseen by lawyers with deep expertise in the relevant legal areas. In turn, these law firms regularly refer business to us, demonstrating that they trust us to handle the challenges their clients face.

Our clients operate across industry sectors, including agribusiness, automotive, aviation, biotechnology, capital markets, commercial lending, construction, energy, entertainment, financial services, fine arts (dealing and collecting), information technology, infrastructure, insurance, manufacturing, pharmaceuticals, real estate investing, recycling and biodiesel, sports, and telecommunications.

We are committed to serving our clients effectively and efficiently, and work with them individually to develop competitive and flexible fee arrangements that meet their needs.

## Experience

- Represented a publicly held company in its strategic acquisition of a leading provider of network solutions and systems integration services in Venezuela, Argentina, Mexico, Colombia, Ecuador, and Central America.
- Represented a consortium of U.S. and non-U.S. construction companies in its bid to become the concessionaire to construct, operate, and maintain the Port of Miami Tunnel.

- Represented a Colombian drug manufacturing company in establishing worldwide strategic alliance for clinical development, marketing, and commercial manufacturing of prescription drug delivery systems.
- Represented a privatized Latin American pension fund in its acquisition and operation of U.S. commercial real estate properties.
- Represented an international telecommunications company in connection with FCPA due diligence.
- Represented an international distribution company in its restructuring and acquisition of numerous Latin American companies.
- Represented Brazilian investors in purchase of commercial properties and high-end condominium apartments and residences.
- Tax structuring for numerous inbound foreign investment transactions.
- Represented a Latin American sports marketing company as its outside U.S. general counsel.

## Insights

# Featured Insights

12.20.2021

Chinese Insurers Look Beyond Infrastructure Risk in Latin America

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01.07.2021

Recent Tax Shelter Disclosure Requirements in Mexico and Argentina

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08.06.2019

FIRRMA Impact on Real Estate Transactions

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08.06.2019

The Practical Effect of Blocking Statutes on Helms-Burton Title III Actions

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08.06.2019

Regulating Privacy on the Blockchain Starts With Understanding the Meaning of “Personal Data”

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04.29.2019

Brazil’s New Data Protection Law: An Overview and Four Key Takeaways for U.S. Companies

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## Our Team

## Key Contacts



Andrew J. Markus

OF COUNSEL

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Additional Members



Daniel A. Badovinac

SENIOR COUNSEL

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Miami

📞 305.539.7327



Robert B. Macaulay

SHAREHOLDER

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Miami

📞 305.530.4026



Thomas F. Morante

SENIOR COUNSEL

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Miami

 305.539.7252

## Related Practices

- Banking, Commercial, and Consumer Finance
- Construction
- Real Estate
- Business Transactions
- Development
- Energy and Utilities
- Hospitality

- Immigration Planning and Compliance
- International
- International Litigation & Arbitration
- International Tax
- International: Asia
- International: Brazil
- International: Cuba
- International: Europe
- International: Mexico
- Pharmaceuticals and Medical Devices
- Private Equity and Venture Capital
- Technology
- Telecommunications

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- Banking, Commercial, and Consumer Finance
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- Real Estate
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- Telecommunications