

## Latin America

### OVERVIEW

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For over 60 years, Wilson Sonsini has been a pioneer, representing key stakeholders associated with virtually every milestone innovation across the technology, life sciences, and growth industries. As the United States' leading law firm representing venture-backed companies, Wilson Sonsini brings its unique depth of experience to Latin America, where the firm represents a broad range of hundreds of the region's most exciting venture-backed companies across all stages of development. The firm's LatAm practice delivers the advantages of a professional team with deep knowledge in all the crucial stages of the business lifecycle, including experience in company formation, venture financing, expansion, branch operations, joint ventures, spin-offs, capital markets, mergers and acquisitions, antitrust and financial regulation, technology transactions, intellectual property counseling, and more.

The LatAm practice's clients, which include many of the region's anchor unicorns and leading regionally focused investors, are active in the region's most dynamic markets, including Brazil, Mexico, Colombia, Argentina, and Chile, among others. Representing both U.S. and non-U.S. clients in a range of cross-border matters, Wilson Sonsini has firmly established itself as a global leader in counseling entrepreneurs, investors, and companies at all stages of development in the international venture capital and technology markets.

The firm has advised thousands of entrepreneurs starting new businesses, advising on the formation of companies, equity structures, negotiations with investors, intellectual property rights, and other issues vital to their success. In addition to setting the global standard in support of entrepreneurs and companies, the firm has had the privilege of representing many of the most active and dynamic investors in the Latin American venture finance market, advising key players in the region such as Valor Capital, Kaszek, monashees, and Lightrock, among others.

### Innovative Leadership

Over the last decade, the firm's LatAm practice has proudly represented its clients in hundreds of deals across Latin America, including some of the region's most exciting and impactful venture-backed financings and high-profile mergers and acquisitions. Among these are the acquisition of EasyTaxi by Cabify, the merger of Grin and Yellow, the acquisition of Navent by QuintoAndar, the acquisition of Box Delivery by Rappi, the acquisition of OKOL by Habi, and the acquisition of Daitan by Encora.

Our team has pioneered key innovations in the region, including sophisticated venture financing structures, complex corporate reorganizations, and creative solutions to the challenges posed by the region's unique idiosyncrasies. Our practice, like the firm at large, is resolute in its commitment to providing entrepreneurs and investors with the information, opportunities, and cutting-edge thought leadership they need as they look ahead to the future.

Our attorneys' extensive knowledge and experience allow our clients to be exceptionally well positioned to deal with the market's often challenging characteristics. As is the case across the firm, the LatAm practice takes an interdisciplinary approach to counseling entrepreneurs, emerging companies, and investors. The firm's resources are extended to all of its clients, meaning our clients have access to insights and counseling from attorneys across Wilson Sonsini's broad range of practice areas, including thought leaders at the forefront of financial regulation, tax, antitrust, employee benefits and compensation, intellectual property, privacy and cybersecurity, technology transactions, complex litigation, and real estate.

This interdisciplinary approach, along with the breadth and depth of our practice, allows us to serve as a strategic advisor through each stage of a company's growth. In addition, we have top-of-the-line business processes and proprietary knowledge management systems in place that enable all of our attorneys to leverage the collective experience and skills of the firm, ensuring maximum effectiveness and

efficiencies for our clients. Our team consists of attorneys who are native or fluent in a multitude of languages, including Spanish and Portuguese.