

# ELLIT Alliance – Member profiles





# **Spain**

#### **Briz Juridico Tributario**



Law firm specialized in advising companies, mainly commercial and tax. We provide day-to-day advice and assessment via a constant monitoring and follow-up of our clients, with whom we are continuously in contact, and this enables us to remain abreast of their situation at all times, and it is this level of service that results in better tax planning.

We provide advice regarding acquisition and corporate restructuring operations as well as with respect to mergers and demergers both within the domestic market and abroad.

International taxation is another of our firm's specialities. We are there with our Spanish clients as they implement their expansion programmes working together with them to determine the most practical legal-financial structure for operating in new markets.



#### Ricardo Briz de Labra

#### ricardo.briz@brizjuridicotributario.com

Ricardo is one of the founding partners of BRIZ JURIDICO TRIBUTARIO. He has developed his professional career in the public sector, where he has held various positions in the Ministry of Finance and in the ICO (Official Credit Institute), as well as in the private sector, where he was partner at Ernst & Young.

#### Fields of expertise

International taxation; Tax planning; Transfer pricing; Bankruptcy proceedings; Mergers and Acquisitions



#### Álvaro de la Vía

#### Alvaro.delavia@brizjuridicotributario.com

Corporate operations, corporate restructuring and corporate reorganization of family business groups, mergers and acquisition of shareholding, restructuring and sale of family business groups. International Taxation. Asset and succession planning of corporate assets. Family Office advice.



# **United Kingdom**

#### Lewis Silkin LLP



Lewis Silkin is a full service commercial law firm with offices in London, Cardiff, Oxford, Dublin and Hong Kong. With 59 partners and a total staff of over 340, the firm is large enough to handle major projects whilst remaining of a size that ensures that the work we do for clients will be treated with the priority and importance they expect and deserve. We are a firm of legal and business advisors with a distinctive focus. We specialise in meeting the needs of the creative industries and innovation-driven businesses – whether large multi-nationals or fast-growing start-ups – as well as in helping clients to address the full spectrum of employment and immigration issues.

The depth and breadth of our legal insight and commercial experience in six core sectors is unmatched, including renowned expertise across the fields of Advertising & Marketing; Media & Entertainment; Retail, Fashion & Hospitality; Sports Business; Technology; and Professional Services. From trademarks to tax, disputes to data protection, contracts to corporate deals, property to partnerships, our extensive range of legal practice areas and array of non-legal business service offerings deliver practical advice and real commercial insight in a refreshing and straight-forward manner.

As well as offices in the UK and Hong Kong, our reach also extends worldwide through our membership in two leading global legal networks, lus Laboris (employment law) and the Global Advertising Lawyers Alliance (GALA). Our clients value our pragmatism and our professionalism, find us easy to deal with and view us as trusted partners. This approach which has enabled us to build strong, long-lasting relationships with, and add real value to, the businesses we work with.



Sam Pennington
Partner

+44 20 7074 8113 sam.pennington@lewissilkin.com Sam acts for companies, entrepreneurs and investors, providing a full range of corporate law advice, from everyday management issues to major transactions and fundraising events. He advises on investments – seed, angel, EIS, SEIS and series A – sales, acquisitions, joint ventures, shareholders' agreements, leavers and other significant company events as well as giving advice on a full ambit of day-to-day business affairs. Sam works closely with the owners and boards of startups and high-growth businesses as well as established national and international businesses and brands. As well as pure corporate law advice, Sam also advises shareholders, companies and board members on shareholder and boardroom disputes – preferably how to avoid them, but also how to solve them without destroying the value of a business.



Top 100 law firm



59 partners



340 staff



Offices in London, Cardiff, Oxford, Dublin, Hong Kong and two extensive global networks of best of breed law firms



Large enough to handle major projects, small enough to ensure our clients are treated with the priority and importance they expect and deserve



# Argentina

# FI Consulting - Macek Gutiérrez



The Fi Group is comprised of a set of entities that aims to offer a range of services that provide comprehensive coverage to current needs in the business world. The Fi Group is composed of:

Macek Gutiérrez - Public Accountants for accounting services, auditing, etc.

**Fiduciaria Internacional Argentina -**Company dedicated to wealth management and business structuring consulting. **Fi Consultores -** Firm dedicated to providing professional advice on fiscal and financial matters through its members - professionals in Economic Sciences.

Fi Asesores - Multidisciplinary firm dedicated to providing general business consulting services.

We provide our clients with advice on all aspects of taxation, whether local or international in:

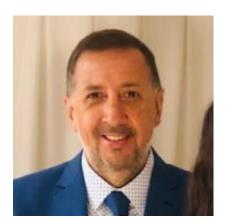
- Tax planning, tax litigation and other tax related services.
- Cross border taxation.
- Mergers and acquisitions
- Personal Wealth planning
- Expatriates (in bound / out bound)
- Accounting, Auditing and tax services

#### Esteban Macek

#### emacek@fiargentina.com.ar

Partner of Fi Argentina - Macek Gutierrez – Member firm of Parker Randall International.

Large experience advising Multinational and Domestic companies (more than 20 years). Great expertise in the telecommunications and media business. Serves clients such as Banco Hipotecario Group, Chubb, Candy Electrodomestici, EDEMSA and VISA.



#### Pablo A. Gutierrez

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Partner of Fi Argentina - Macek Gutierrez – Member firm of Parker Randall International. Consultant of companies, in tax and financial matters. Specialist in Capital Markets, Stock Market and Stock Exchange. Government Economist (University of San Andrés).

- Specialized Tax Advice
- Business Structuring
- Tax Audit
- Tax Procedure Advice
- International Taxation



# **Italy**

# Palma Boria



PALMA BORIA is an independent, mid-size law firm founded in the 1980 based in Rome.

It is a full-service commercial law firm, well established in the Italian jurisdiction, with a strong domestic focus and, at the same time, a good expertise in international business.

The law firm rendered corporate and tax assistance to the Italian and international companies through a group of experienced and qualified lawyers.

In the years, with new partners joining the law firm, the legal know how expanded in several areas of the business law and the focus was extended to the international transactions and tax planning.



Prof. Avv. Pietro Boria

Managing Partner and manager of Studio Palma Boria.

Jurisdiction in tax law, business law, corporate law and contract law, European law and international law.

He has followed numerous acquisitions or mergers, as well as national and international business reorganisations.



# Peru





Gálvez, Risso, Zegarra & Asociados is a tax law firm specializing in tax and corporate matters (80%) and, international trade and customs (20%). Its three partners, with more than 20 years providing tax and corporate legal advice to domestic companies and international corporations, have been part of the teams at KPMG Peru and Deloitte Peru. The team is comprised of 16 associates, among them managers and consultants. In 2017, Antonio Ramírez, a former partner at KPMG (Venezuela) joined the firm, bringing his experience in investment consulting as project manager of the "Ayacucho Project", aimed at promoting and developing businesses and global investments in Peru. He specialises in Oil & Gas, corporate, finance and international law regarding promotion and protection of investments.

Practice areas are: Tax advisory, Tax planning, Tax audit, Tax litigation, Corporate legal services, Foreign Trade and Customs.

Clients include large companies, some of which are considered in the Peruvian tax authority's (SUNAT) list of major taxpayers. (LATAM, Grupo AJE, ALICORP, VISANET, Avianca, Devanlay (Lacoste), Bimbo, Gerdau, Virú Agribusiness, Ransa and América Móvil (CLARO)).

The services delivered are considered highly sophisticated since they are based and driven by their own protocols and methodologies. Advice is also provided to families and individuals with large estates regarding investment and tax planning.



RAMÓN GÁLVEZ-MÁRQUEZ

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With over 25 years of experience and 17 as a partner at KPMG and Deloitte Peru, Ramón focuses his practice on operations planning and structuring. He combines consulting activities with representing clients in proceedings before administrative and judicial courts.

Ramón is a member of CONFIEP's tax committee – a grouping of representative associations of the country's production industries. He is also a member of the IPDT and the IFA.



#### France

# **Cabinet Desfilis**

Desfilis is an independent French business law firm.

The firm was established in 1920 by the former general counsel of the Renault group, and was taken over by José Desfilis in 1985.

A historic partner for family groups, the firm has now become a regular advisor to industry professionals and private equity firms with the arrival of partners from top firms since 2011.

The firm advises listed and non-listed companies, investment funds, family groups, entrepreneurs and managers.

Our lawyers deal with the main areas of business law: mergers and acquisitions, private equity, securities law, finance, taxation, employment law, restructuring and business litigation.

Desfilis now has ten partners and twenty associates.



Frédéric Pinet

#### fpinet@desfilisavocats.com

Frédéric Pinet has developed a strong expertise in M&A advising family-owned companies and private equity houses. He joined Desfilis in 2011 after 20 years of practice in international law firms including 14 years at international law firm Ashurst where he was a corporate and M&A partner. In the 2016-2017 edition of the Legal 500, it is mentioned that he "has all the skills required by and expected from demanding clients".



# Columbia

# Porte y Canales



Founded in 2003 by its current partners Rodolfo Porte and Octavio Canales, along with other prominent advisors of the specialty, who had integrated a work team in EY for more than 15 years, the creation of our study constituted the materialization of a professional project, long conceived, to develop and make available to the market a new format of comprehensive services and highly specialized in tax matters, with a hallmark of independence, trust and full customer focus. Interdisciplinary team of professional lawyers and accountant auditors, with high technical qualification, experience and academic training. Specialists in all areas of taxation.



Rodolfo Porte

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Lawyer, Bachelor of Law and Social Sciences from the University of Chile. Master's Degree in Law, with a Mention in Tax Law, from the Law School of the University of Chile.

He has completely dedicated his professional life to professional practice as a lawyer and in the tax specialty, in a comprehensive context of legal advice to companies, families and individuals. It has a wide capacity for strategic analysis and resolution of complex situations, development of special projects, management of complex contracts and reorganization processes. Previously in the Internal Revenue Service and senior manager at EY. Among other assignments, he was in charge of various periodic tax publications and training courses for that company.



Octavio Canales Tapia ocanales@portecanales.cl

Public Accountant and Auditor. Postgraduate in Tax Legislation from the University of Santiago, Magister © in Law, with a mention in Tax Law, from the Law School of the University of Chile.

With a long professional career in the area, he has extensive experience and ability to analyze the tax phenomenon and the projection of its effects, which has given him a recognized reputation in business reorganization, planning, international operations and policy development processes. Long term in tax matters.

Previously manager and partner in the Legal and Tax Department of EY, among other assignments, he joined the Latin American team of the International Tax Department of said firm, based in New York, where he assumed the quality of "Chilean desk".



### Columbia

# Araujo Ibarra & Asociados S.A



For more than four decades, Araujo Ibarra & Asociados S.A has supported businesses and governments in understanding the INTERNATIONAL ENVIRONMENT, becoming the leader in consulting and comprehensive advice on international business.

The company has a team of professionals that provides financial and legal advice on international trade, corporate law and domestic and foreign investment, structuring of investment projects and environmental management projects under international standards.

They are known for being at the forefront in the strategic application of instruments and trade facilitation mechanisms that enable businesses to maximize their tax benefits and optimize their logistics performance. They are the partner of companies, national and regional governments in developing plans to improve competitiveness, we seize the opportunities and meet the challenges arising from the FTAs. They have different agreements with companies in Latin America , North America, Europe and China enabling us to develop strategic alliances to provide services anywhere in the world. In addition to developing several projects in Colombia , the firm has worked in several countries, among which are: the Philippines, Sri Lanka , Guatemala , Dominican Republic , Costa Rica , El Salvador , Venezuela , Ecuador and Jamaica.



Juan Paulo Rodriguez Gonzalez

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Lawyer from the Universidad del Rosario, with a specialization in International Tax Law from the Universidad Austral de Buenos Aires, with more than twenty years of experience in Consulting, tax litigation, corporate and business law.

In his professional career he has been Tax Chief of the El Tiempo Publishing House, Senior Lawyer of PWC Legal and Tax Services in Bogotá and Consultant of the same firm in Santiago de Chile. He has been Legal Director of several law firms in Bogotá; lawyer of the firm Parra Escobar Abogados, rapporteur at the Colombian Institute of Tax Law and Legis Editores.

Through his experience, he has participated in the management and creation of consulting teams for public and private companies such as Construplan Colombia Branch, Construplan Mexico, National Infrastructure Agency, ERSI Colombia SAS, SAS Clean Area, Avianca, Cencosud Colombia, LG Chile, Pluspetrol Colombia, Telmex (today Claro), Holcim, Laboratories Analyze, LAN Chile, Grupo Aval, Grupo Sadinsa, (Luis Carlos Sarmiento Angulo Organization) among others.



### Mexico



# **ECOVIS Quibrera Saldaña**

ECOVIS Quibrera Saldaña is a leading firm of chartered accountants, business and legal advisors based in Mexico City. We are managed by two working partners, who are supported by 30 + professional staff. As part of the international ECOVIS network, we provide superior and personalized service to allow our clients achieve their professional goals. Our services are aimed at private investors – both domestic and foreign.

We provide specialized tax consulting for national and foreign enterprises. We provide assistance by developing structure, making decisions, and delivering a detailed analysis of specific operations.

We offer a horizon of services, from the inception of a company to launching its operations – and everything in between! In addition, we diagnose the degree of compliance in the company's tax obligations; we analyze and produce an effective fiscal approach; and we develop a sophisticated scheme for both national and international tax strategy.



Arturo Quibrera Saldaña

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Arturo has over 25 years of relevant experience. Certified Public Accountant, graduated from the National Autonomous University of Mexico. Holds a Master's in Taxation, and has also postgraduate studies in Corporate Finance, Intellectual Property, International Taxation and Transfer Pricing at IEE, Harvard ITP, IBFD, the Instituto Tecnológico Autónomo de México ITAM and with the Mexican Association of Certified Public Accountants. Member of the Mexican Association of Certified Public Accountants, the International Fiscal Association (IFA), the German-Mexican and Spanish-Mexican Chambers of Commerce.



Ricardo Quibrera Saldaña

#### ricardo.quibrera@ecovis.mx

Specialties: Tax consulting. Experience advising clients on domestic and international tax matters, tax structuring, transfer pricing, Mergers & Acquisitions, cross border transactions and tax audit representation.

