

CORPORATE PORTFOLIO

2018



CERTIFICATES BY
ISO 9001:2015





We are an office with more than 35 years in the practice of law, whose partners have formed a multidisciplinary team of more than a dozen professionals who together with the administrative staff, for their ability and preparation, has managed to structure the legal operations that our clients they demand.

We take care of providing specialized legal services that generate added value in your business structure thus creating new business opportunities. In that sense, more than lawyers, we are business legal advisors that attend to the immediate needs of your business from the perspective of your interests.

Our office remains in continuous growth and is prepared to advise you in all areas of your business that have a direct relationship with the law, so that it has a different approach to what is customary for a traditional lawyer, since our business is your peace of mind .

We hope you will give us the opportunity to offer our services, guaranteeing that besides being satisfied with our work, there will be an excellent relationship that will grow day by day as time and effort increase our business.

Héctor Torres, LL.M.
Founding Partner

A stylized, handwritten signature in black ink, appearing to read 'Hector Torres'.



| ABOUT US

We are a group of lawyers and notaries with business and financial training with field of action in El Salvador and abroad. We combine the practice of a traditional office with current innovation and technology needs.

Our firm was founded in 2009 by lawyers with more than 35 years in the practice of law and young lawyers highly trained in legal, financial and business matters both in El Salvador and abroad, which makes us a solid firm to be your best legal allies.

In that sense, more than lawyers, we are business legal advisors that attend to the immediate needs of your business from the perspective of your interests.

Torres is a firm with an international vocation, with lawyers trained in the most prestigious law and business universities worldwide, having had international experience on issues related to the structuring of foreign investments.

| MISION

To provide top legal services to add value to the business structures of our clients, thus generating new business opportunities.

| VISION

To manage, legally and financially, the most important operations in the Region.

| OUR VALUES

LOYALTY
RESPECT
INNOVATION
RESPONSIBILITY
INTEGRITY
EFFECTIVENESS



OUR CLIENTS

They are our main reference, which is why we strive every day to carry out our work with the highest quality, under first class service standards.

We can serve various areas such as investment funds, renewable energy, financial platforms, retailers, international logistics, franchises, technology companies, advertising agencies, family businesses, tour operators, textile industries, commercial banking, telecommunications companies, medical services, foundations and non-profit associations, among other growing sectors.

We facilitate the realization of businesses in the region, we maintain solid and reliable alliances with leading offices in the region with excellent response times and high quality of service.



SOME OF OUR CUSTOMERS

TO THOSE WHO THANK HIS TRUST





OUR SERVICES

FAMILY BUSINESS

Our firm launched a specialized area of legal advice for family businesses, in which we seek to ensure the business continuity over time, avoiding unpleasant differences among its members. Each business family has its own characteristics, so our work is “custom made” for each client. We strive to give the best solutions for each particular case. Through our advice, your family will have a structure that will allow you to face the future in a more sustainable and reliable way.



SOME OF OUR SERVICES ARE:

- Family Protocols
- Family Conflict Resolution Systems
- Administrative Protocols for Corporation
- Generational Changes: covering Property, Family and Management.

FINANCIAL LAW

We are pioneers in the creation of companies dedicated to financial inclusion services through technological means; our firm has actively collaborated with our country's government institutions to create the regulatory framework for financial service borrowers, both mobile and/or electronic. We have also advised our clients in the execution of special operations such as syndicated loans, financial structuring, securitization and project finance, among others.



SOME OF OUR SERVICES ARE:

- Electronic Banking
- Project Finance
- Syndicated Loans
- Financial Structuring
- Risk Capital
- Entrepreneurship
- Banking Recruitment

LITIGATION

Our team has broad experience in issues related to: avoiding abusive clauses, advising on advertising campaigns, business policies related to consumer complaints, health records in compliance with consumer law and technical requirements.

We make sure that our clients businesses do not generate contingencies or fines before any government institutions.



SOME OF OUR SERVICES ARE:

- Arbitration
- Civil Trials
- Commercial Trials
- Constitutional Processes
- Administrative Litigation
- Alternative Conflict Resolution

TAXES



Our firm has a solid experience in tax law, in which we focus on an efficient and fair application of tax charges by the Public Treasury of El Salvador. We have successfully represented our clients before government institutions and we have defended their interests before the Administrative Room of the Supreme Court of Justice of El Salvador.

SOME OF OUR SERVICES ARE:

- Tax Audit
- Customs Processes
- Direct Taxation (Income, Capital Gains)
- Indirect Taxation (VAT, Duty Tariff Rate, among others)

CORPORATE AND COMMERCIAL LAW



We are a law firm with international vocation, our attorneys have been trained in some of the most prestigious law and business schools in around the globe. Our lawyers had international experience in structuring and foreign investments in various Latin American countries. Corporate and commercial law is the heart of our legal practice. Our firm was born to provide top legal services and satisfy the needs and expectations of our clients, no matter whether big or small, to us each case is equally important.

SOME OF OUR SERVICES ARE:

- Franquicias
- Franchising
- Foreign Investment
- Legal Agreements
- Anti-trust and Competition Law
- Telecommunication Law
- Electric Generation Project Management
- Due Diligence
- Public Tenders and Procurement

INTELLECTUAL PROPERTY



We provide legal advice to recognized publishers, private art collections, information & technology companies, telecommunication operators, traditional and digital advertising agencies, among others. Our services seek to present legal protection strategies by which we can create and/or increase value of the trade mark/intellectual property elements of our clients. These strategies include the preparation, drafting and negotiation of contracts on intangible assets, and the defense of intellectual property rights in judicial instances.

SOME OF OUR SERVICES ARE:

- Copyright
- Patents
- Health Registries
- Branding Protection
- Brand renewals
- Branding Audit
- Franchising
- Oppositions

CONSUMER LAW

We have a team of proven experience in matters related to: avoiding abusive clauses, advising on advertising campaigns, consulting on business policies to deal with consumer complaints, obtaining health records with all legal and technical requirements for consumption. We take care of ensuring that our customers' business practices do not generate contingencies or fines by the country's consumer authorities.



SOME OF OUR SERVICES ARE:

- Creation of Business Policies for the Consumer
- Advertising Review
- Consumer Contracts Consulting
- Processes before the Consumer Advocate

LABOR LAW

We are aware that the engine that drives the business development of our customers, is the human resource, that is why we fully advise on labor matters. We have advised and prepared for our clients: preventive human resources policies that have gone from pre-selection of personnel, their recruitment, to termination of the contract. We offer immediate attention to existing situations, but we also create strategies to prevent them from occurring. Each client is important and we study their needs based on a technical and practical opinion, we propose different options according to the need of your business and avoiding legal contingencies.



SOME OF OUR SERVICES ARE:

- Individual and Collective Hiring
- Work Permits for Foreigners
- Internal Work Regulations
- Labor Audits
- Occupational Health and Safety
- Administrative and Labor Judicial Processes

MONEY LAUNDERING PREVENTION

Our team is highly qualified to serve companies from different sectors in terms of compliance, anti-money laundering and anti-corruption.

SOME OF OUR SERVICES ARE:

- Advising related to anti-washing policies.
- Creation of money laundering prevention manual.
- Preparation of ethics manuals.
- Registration of companies before the Financial Investigation Unit of the Attorney General's Office.
- Compliance Officer
- Registration and accreditation with audit institutions in matters of anti-money laundering.
- Identification of risks and mitigation tools.
- Monitoring, audit and periodic compliance assessment programs.
- Preparation and drafting of legal and regulatory compliance policies.
- Preparation of corporate regulation documents.



HÉCTOR TORRES REYES

Founding Partner of the firm with
over 35 years of experience.



PARTNER

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EDUCATION

Doctor Social Sciences and Juris Doctor, Attorney at law and Notary Public authorized by the Republic of El Salvador. He obtained his Doctorate in Jurisprudence and Social Sciences at the “Universidad de El Salvador” and has been practicing public law for over 35 years.

Dr. Torres has held numerous public positions in the Judicial System; he has served as Judge, Magistrate as well as Councilor and Director of the Judicial Training School at the National Judiciary Council.



EXPERIENCE

Dr. Torres has specialized in economic criminal law, civil contracting and real estate planning. He is also the strategy manager in the preparation of litigation cases. Throughout his career path he has been in constant education in all areas of law, has participated in different seminars, conferences, courses and trainings in El Salvador and abroad, both as speaker and attendee. He has taken important positions in several unions of the country and has been a law professor and education consultant.



LANGUAGES

SPANISH ■■■■■

HÉCTOR TORRES CÓRDOVA, LL.M.

Founding partner of the firm specialized in Administrative and Corporate Law, Financial Inclusion Projects, Alternative Dispute and Family Business counselor.



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PARTNER



EDUCATION

Attorney at law and Notary Public authorized by the Republic of El Salvador.

He obtained his Juris Doctor degree at the “Universidad José Simeón Cañas”, graduating with honors.

He obtained a Legum Magister in Business Law at “IE Business School” in Madrid, Spain, having obtained for his studies one of the six scholarships for Latin America from the Carolina Foundation.



EXPERIENCE

Héctor has over 12 years of experience in the practice of private and public law, specializing in the areas of administrative and corporate law, means of alternative dispute resolution and family businesses counseling. He is also a University Professor in private law and administrative contracting and accredited Arbitrator by the Chamber of Commerce and Industry of El Salvador.



LANGUAGES

SPANISH 

ENGLISH 

FRENCH 

ÓSCAR GIRALT, LL.M.

Partner specialized in Public and Private Law, being Public Administration his area of expertise.



PARTNER

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EDUCATION

Attorney and Notary Public authorized by the Republic of El Salvador.

He obtained his Juris Doctor degree at the “Universidad Dr. José Matías Delgado”. He later completed his master’s degree in Image Consultancy and Political Consulting at the “Universidad de Salamanca”, Spain, focused on corporate image management and strategic design for political campaigns.



EXPERIENCE

He has over 15 years of experience in the practice of public and private law, focused on public administration. He has served as legal adviser in different government institutions such as the Court of Audit of the Republic of El Salvador, the Environmental Fund of El Salvador and the Municipality of the city of San Salvador. He has also managed boards of directors of private companies and non-governmental organizations; in addition, he advises companies on their relations and administrative procedures with the State.

Among other positions, Oscar is President of the Association of Professionals in Image, Strategy and Public Communication (ECOP), a member of the Rotary Club Activo 20-30 Internacional, an international organization of young professionals serving children and the community, and he also holds the position as director of several foundations dedicated to improve the quality of life of Salvadorans.



LANGUAGES

SPANISH  ENGLISH 

ALBERTO RUIZ, MBA.

Partner specialized in Business Development and Asset Management.



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PARTNER



EDUCATION

He holds a Juris Doctor degree and a degree in Corporate Law from the “Universidad de Navarra” in Pamplona, Spain. In addition, he completed two major courses: the first one at the London School of Economics and Political Science, in London, England, called Organization and Strategic Management; and later a postgraduate course at “Harvard University”, Cambridge, Massachusetts, USA called “Money, Markets and Financial Institutions” and “Financial Behavior”. He then completed his MBA (Master of Business Administration) at University of Bath, in the United Kingdom.



EXPERIENCE

He has an extensive experience in the areas of business development, investments, M&As, product development, negotiations, distribution logistics, corporate structure development and business models for new lines of business. He also advises international NGOs and is an active venture capitalist. He has worked for multinational corporations in two continents in the areas mass consumption, aeronautic and aerospace industry, investment funds and in one of the largest law firms of the Central American region. Additionally, he provides pro bono advice to NGOs specifically to projects to reduce poverty and social exclusion.

He joined the firm in January 2017 as a strategic partner to complement legal services and to strengthen the financial and business counseling services.



LANGUAGES

SPANISH ■■■■■

ENGLISH ■■■■■

JULIO SIBRIÁN, LL.M. MBA.

Partner specialized in Intellectual Property, International Trade, Investments Attraction, Corporate Law, and Business Development.



PARTNER

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EDUCATION

Attorney and Notary Public authorized by the Republic of El Salvador to practice law. He obtained a master's degree in law from the University of California, Berkeley School of Law and an MBA in International Business from Ajou University in South Korea.



EXPERIENCE

Julio has more than 16 years of experience in the practice of law. He is a recognized expert in intellectual property, international business, developing and diversifying companies, protecting their interests using strategic alliances abroad and has experience in tax regimes in order to attract new foreign investment.

He has served the government as counselor, participating in the creation of national legislation and policies in tourism and in negotiations of Free Trade Agreements, including the Association Agreement between the European Union and Central America. Julio served as counselor for the Regional Tourism Integration Organization executing projects with international organizations. His background on legal research, public consulting and vast network with businessmen and government officials from various countries have contributed to an integral perspective of some of the most relevant legal and economic issues today.

Julio has participated in complex legal cases, transactions and negotiations in multiple jurisdictions, advising companies and governments. His main strength is that he always finds creative legal solutions, either to access new markets or to solve conflicts. He joined the firm as a partner in 2017 to strengthen the areas of intellectual property and international trade.



LANGUAGES

SPANISH ■■■■■ ENGLISH ■■■■■

LUIS DOMÍNGUEZ

Experienced Business Partner with a demonstrated history of working in the management consulting industry. Skilled in Negotiation, Privacy Law, Enterprise Risk Management and Corporate Law.



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in /Luis R. Domínguez

PARTNER



EDUCATION

Attorney and Notary authorized by the Republic of El Salvador, he obtained a degree in Legal Sciences and a Master's Degree in Business Law from the "Universidad José Simeón Cañas" (UCA).

He also has several trainings in managerial skills and managerial development of Aden Business School; a diploma in insurance technician from the School of Insurance of Central America; and participation in The Banking Strategy and Bank Organization, given by the Financial Technology Transfer Agency, Luxembourg.



EXPERIENCE

With more than 20 years of experience as a lawyer, with experience in the insurance industry, Regulatory Law, Consumer Law, Corporate Governance, Financial Law, Commercial Law, Intellectual Property and Criminal Law. Acting as advisor in legal and regulatory compliance related to operations of Insurance, Banks, Reinsurers; Sanctioning administrative processes against supervised entities of the Financial System and compliance with legal requirements of financial entities.



LANGUAGES

SPANISH ■■■■■■

ENGLISH ■■■■■■

RAQUEL SANTOS

Associate specialized in Corporate, Immigration and Labor Law.



ASSOCIATE

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EDUCATION

Attorney and Notary Public authorized by the Republic of El Salvador to practice law. She holds a Juris Doctor degree from the “Universidad Centroamericana José Simeón Cañas, UCA”. In addition, she has participated in several seminars and specialized courses of antitrust law, consumer protection law and electoral law.



EXPERIENCE

She is in charge of the labor law department of the firm, in which she advises on individual and collective contracts, internal labor manuals, occupational health and safety manuals, work permits for foreigners, labor audits, administrative and labor judicial processes, among others.

Prior to joining the firm, she held judicial functions in the Civil and Mercantile 1st Court of San Salvador, as well as in the Antitrust Superintendence. Raquel joined the firm in 2014.



LANGUAGES

ESPAÑOL 

INGLÉS 

ALEJANDRO MUÑOZ, LL.M.

Associate specialized in Consumer, Antitrust, Administrative Law and AML.



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ASSOCIATE



EDUCATION

Attorney and Notary Public authorized by the Republic of El Salvador to practice law. He obtained his Juris Doctor Degree at the “Universidad Centroamericana José Simeón Cañas, UCA”. As well as his Master’s Degree in Business Law.

He holds diplomas and studies in community law in Central American merchandise trade policy, specializing in Central American Technical Regulations (RTCA) on food labeling, beverages, medicines and cosmetics, net content and food safety, sanitary registration, records in imported goods recognition and inscription of health establishments.



EXPERIENCE

Alejandro joined the firm bringing with him experience from working at the Sanctioning Court of the Consumer Advocate, in which he served as a resolver. He specializes his practice in Consumer Law from a business perspective, preventive litigation and contingency with consumers, preparation of adhesion contracts, credit structure and collection of commission fees. He advises business on marketing campaigns, avoiding misleading advertising; advises real estate companies in development contracts; pawnshops and microfinance companies in policies and procedures of claims and other required by the regulator of Consumer Protection.

He also has experience in administrative procedures before all governmental regulators, claims before the Administrative Litigation Room of the Supreme Court of El Salvador, conciliation, consumer mediation and arbitration.



LANGUAGES

SPANISH ■■■■■■

ENGLISH ■■■■■■

RUBÉN RIVAS, LL.M.

Associate specialized in
Litigation and Arbitration.



ASSOCIATE

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EDUCATION

Attorney and Notary Public authorized by the Republic of El Salvador to practice law. Degree in Legal Sciences from the “Escuela Superior de Economía y Negocios, ESEN”. At the same time, he has a Master’s Degree in Business Law (LLM) from the “Pontificia Universidad Católica de Chile” and an International Postgraduate in Law, Economics and Business from ISEADE-FEPADE.

He is also creditor of honorable mentions in national and international competitions, on writings of demand, arbitration and oral litigation.



EXPERIENCE

Currently, he is in charge of the Litigation and Arbitration Department, where he offers the services of Civil and Commercial Litigation, constitutional, administrative and administrative litigation and alternative resolutions of conflicts.

Within his professional experience, he has worked as an External Notary within the Social Fund for Housing, in addition to working as a trial lawyer in different legal firms.



LANGUAGES

SPANISH ■■■■■■

ENGLISH ■■■■■■

CARLOS ORELLANA

Associate specialized in Corporate Law and Competition, Antitrust, Mergers and Acquisitions and Commercial Law.



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ASOCIADO



EDUCATION

Lawyer and Notary authorized by the Republic of El Salvador. He obtained his bachelor's degree in Legal Sciences with specialization in Commercial Law and a diploma in Higher Studies in Civil and Commercial Procedural Law at the Unviersidad Centroamericana "José Simeón Cañas". He has studies in Competition Law, Antitrust, M & A, Commercial Law and Intellectual Property.



EXPERIENCE

He has more than 10 years of experience in the practice of public and private law, focused on Competition Law, Commercial Law, Civil Law and Civil and Commercial Procedure. He is a specialist in Competition Law, mainly in Economic Concentrations (Mergers and Acquisitions) and its authorization procedure before the competition authority.

He has served as the main lawyer in the area of Economic Concentrations of the Superintendence of Competition of El Salvador, and in that capacity was part of the drafting team of the draft reforms to the Competition Law and its regulations; participated in cases, transactions and complex legal negotiations on mergers and acquisitions, national, regional and global: conditioning of the operation AB InBev / SABMiller; authorizations for the ASSA / AIG, Citi / Terra and Orazul / Nejapa Power operations. He has been a legal collaborator of the Judicial Branch in the 2nd Civil Chamber of the 1st Section of the Center and in the 2nd Civil and Commercial Court of San Salvador.

He has taught, courses, training and conferences in his area of expertise for the Superintendence of Competition, as well as in the Higher School of Economics and Business and the Universidad Centroamericana "José Simeón Cañas", being a professor of the latter.



LANGUAGES

SPANISH



ENGLISH





ARTURO MOLINA

Paralegal in the Department of Intellectual Property and Corporate Law.



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