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POSSE
HERRERA
RUIZ 

2016

The Client's Guide

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AND PARTNERS

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Has recognized Posse Herrera Ruiz as
Colombian Law Firm of the year
in 2010, 2011, 2015.

COLOMBIA

Posse Herrera Ruiz is ranked in
Chambers Latin America 2016 as follows:

BANKING & FINANCE

Banking & Finance
Leading Firms
Band 1
Posse Herrera Ruiz
Leading Individuals
Band 1
Posse Mariana Posse Herrera Ruiz
Star associates
Díaz Bermúdez Ofelia Posse Herrera Ruiz
Banking & Finance: Capital Markets
Leading Individuals
Band 2
Posse Mariana Posse Herrera Ruiz

Posse Herrera Ruiz

What the team is known for Renowned practice advising on the full range of matters in the banking, finance and capital markets sphere. Advises on loans governed by US and UK law, syndicated loans, multi-tier security packages, project finance and establishment of financial institutions in Colombia. Also active in capital market transactions including bond issuance, security listings, tender offers, securitisations and derivatives.

Strengths (Quotes mainly from clients)

"This is an excellent firm. We are very satisfied with the work, the response times and the depth of advice. These lawyers gives us security as a client."

Work highlights Assisted the Municipio de Medellín in connection with the issuance of public debt bonds for an amount of approximately USD102 million.

Notable practitioners

Mariana Posse is lauded by interviewees for her banking, finance and capital markets practice. Sources describe her as *"an excellent lawyer with great knowledge of the area."* They go on to say, *"she actively intervenes in the matters and makes timely and concrete comments that are relevant to the issue that needs to be resolved."* Interviewees are quick to highlight talented associate **Ofelia Díaz Bermúdez** for her *"very good disposition, positive relationship with clients and counterparts and ability to foment discussions."* They add, *"she is very good in the matters she manages."*

Significant clients AXA, Davivienda, BNP Paribas Securities Services, Scotiabank, CAF.

COMPETITION/ANTITRUST

Competition/Antitrust
Leading Firms
Band 3
Posse Herrera Ruiz

Posse Herrera Ruiz

What the team is known for Respected competition practice with a focus on merger filing matters and antitrust analysis for collaboration agreements among competitors. Recognised for its experience in cartel investigations and leniency cases and its advice to clients in regulated markets such as the tobacco, liquor and pharmaceutical industries.

Strengths (Quotes mainly from clients)

"This is a truly fantastic firm; the work is efficient, the team is up to date, and as clients we feel fully

supported thanks to the well-founded advice we have always received."

Work highlights Acted as counsel to Distoyota in competition matters related to the merger between the two main authorised Toyota distributors in Colombia.

Notable practitioners

Jaime Herrera is the key client contact.

Significant clients Davivienda, Cencosud, adidas, Philip Morris, Diageo.

CORPORATE/M&A

Corporate/M&A
Leading Firms
Band 1
Posse Herrera Ruiz
Leading Individuals
Band 1
Herrera Jaime <i>Posse Herrera Ruiz</i>
Band 3
Torres José Alejandro <i>Posse Herrera Ruiz</i>
Urrutia Francisco <i>Posse Herrera Ruiz</i>
Band 4
Cavelier Franco Ernesto <i>Posse Herrera Ruiz</i>
Cubillas Port Jaime <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Revered corporate practice advising on M&A transactions, deals involving publicly listed companies and joint ventures. Particular expertise in handling cross-border mandates. Team has specialisation across a broad range of industries, including healthcare, construction and energy.

Strengths (Quotes mainly from clients)

"I believe this is the best firm in Bogotá in terms of quality, pragmatism and client service. The lawyers are excellent in all aspects."

What's new? Archer Daniels Midland, Compañía de Cervecerías Unidas, Enerflex and Google are among the firm's new client wins.

Work highlights Advised Corp Group in connection with the merger of Banco Itaú Chile with CorpBanca.

Notable practitioners

Partner **Jaime Cubillos Porto** is highlighted by clients, who appreciate the *"quality of his work and advice."* They go on to describe him as a *"very practical, intelligent and responsible*

lawyer." He is admitted to practice in New York. Clients strongly recommend deeply-experienced practitioner **Jaime Herrera** for his corporate and M&A expertise, noting *"it is an absolute delight to work with him."* They go on to appreciate *"his response times, his knowledge of corporate matters and his ability to understand where the client is coming from."* **José Alejandro Torres** is praised by clients for his *"wide knowledge of M&A matters,"* alongside, *"his agile and precise work style."* Sources add, *"he is proactive and focused on moving the transaction forward."* **Francisco Urrutia** is recognised as *"a great lawyer"* by market commentators. He has particular expertise in handling joint ventures, M&A and other corporate matters for significant names in the mining sector. Sources describe **Ernesto Cavelier Franco** as a *"great and visible lawyer"* in the corporate sphere. He also focuses his practice on mandates in the telecommunications and intellectual property sectors.

Significant clients AXA, Concreto, Citibank.

DISPUTE RESOLUTION

Dispute Resolution
Leading Firms
Band 1
Posse Herrera Ruiz
Leading Individuals
Band 1
Posse Daniel <i>Posse Herrera Ruiz</i>
Band 3
Posada Carolina <i>Posse Herrera Ruiz</i>
Associates to watch
Menjura Catalina <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Pre-eminent team in the sector, especially lauded for its domestic litigation expertise. Handles civil, commercial and administrative litigation for a range of clients from the energy and infrastructure spheres in particular. Represents clients in international as well as domestic proceedings.

Strengths (Quotes mainly from clients)

"The firm is excellent in every sense. It has a capable and efficient team and is very timely in attending to our needs as clients. I would highlight its quality, pragmatism and customer service."

What's new? New client wins include Rabobank, Corporación Interamericana de Inversiones and Tecnocom Colombia.

Work highlights Acted as counsel to Yara International and Suministros y Servicios Mineros de Colombia in an arbitration against state enterprise INDUMIL, relating to a breach of a co-production contract.

Notable practitioners

Daniel Posse is highly experienced in both litigation and arbitration, having worked on complex civil, commercial and administrative disputes. Clients note that *"his skill lies in being able to address the situation in a comprehensive manner, without losing attention to detail."*

Carolina Posada is described as *"quick, intelligent and very assertive"* by clients, who add that she *"has managed our litigation matters in Colombia brilliantly; she knows when to advise settlement and when to fight harder."* She is particularly experienced in administrative and civil disputes.

Catalina Menjura enters the rankings this year, noted particularly for her domestic litigation skills. Market sources highlight her aptitude and attitude which conveys a sense of security to the client.

Significant clients Industria Nacional de Gaseosas, AngloGold Ashanti Colombia, Bancolombia, Cerro Matoso, Cencosud.

POSSE HERRERA RUIZ

ENERGY & NATURAL RESOURCES

Energy & Natural Resources
Leading Firms
Band 1
Posse Herrera Ruiz
Leading Individuals
Band 1
Rodríguez Álvaro José <i>Posse Herrera Ruiz</i>
Band 4
Herrera Jaime <i>Posse Herrera Ruiz</i>
Star associates
Cabal Francisco <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Prominent energy and natural resources player representing a notable client roster across the oil and gas, power and renewable industries. Firm has consolidated its environmental law practice of late and advises across a wide range of sector issues.

Strengths (Quotes mainly from clients)

"This is one of the best firms in Colombia in terms of excellent quality and efficiency. We have a lot of trust in these lawyers. Their service is outstanding and their greatest concern is helping their clients obtain what they need."

What's new? New client wins include GDF SUEZ, SunEdison, Halliburton and Trafigura.

Work highlights Advised GDF SUEZ in connection with the due diligence and structuring of a potential bid for the proposed USD2.6 billion privatisation by the Colombian government of its 57% stake in ISAGEN.

Notable practitioners

Star associate **Francisco Cabal** is highlighted by sources as a *"very capable and proactive lawyer who shows great potential."* Interviewees go on to acknowledge his dedication to the energy sphere.

Álvaro José Rodríguez leads the energy and environmental departments and is singled out by sources for being *"greatly experienced, very good technically and solution-oriented."* Interviewees go on to describe him as *"one of the best lawyers a client could rely on in oil matters."* Partner **Jaime Herrera** has experience in M&A projects in the natural resources sector and particular knowledge of the midstream and downstream sector and in gas distribution. Sources describe working with him as *"a very comfortable experience."*

Significant clients Anadarko, ConocoPhillips, Petroamerica, Nabors Drilling, Impala.

ENERGY & NATURAL RESOURCES MINING

Energy & Natural Resources: Mining
Leading Firms
Band 1
Posse Herrera Ruiz
Leading Individuals
Band 1
Urrutia Francisco <i>Posse Herrera Ruiz</i>
Star Associates
Salazar Diana <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Renowned mining practice representing coal, nickel and gold mining companies in local operations. Frequently advises on class actions and mandates involving governmental bodies. Experienced in due diligence for potential investors and loans secured by mining titles.

Strengths (Quotes mainly from clients)

"This firm is absolutely incredible. The lawyers handle our cases as though they were their own. The work is always rigorous and precise and I have always been attended to with the same excellence."

What's new? Orosur Mining and Constructora Melendez are among its new client wins.

Notable practitioners

Experienced figure **Francisco Urrutia** receives praise for his expertise from sources who describe him as *"deeply knowledgeable in both mining matters and merger and acquisition strategy."* Interviewees add, *"his instinctive approach to the client's issues are correct – he is an excellent communicator and strategist."* Clients are quick to praise star associate **Diana Salazar** for her mining practice, emphasising her *"excellent strategic advice."* She is described as *"extremely responsive, committed and a pleasure to work with."*

Significant clients Vale, AngloGold Ashanti, Mineros.

INTELLECTUAL PROPERTY

Intellectual Property
Leading Firms
Band 3
Posse Herrera Ruiz
Leading Individuals
Band 3
Camargo Williamson Helena <i>Posse Herrera Ruiz</i>
Cavelier Franco Ernesto <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Well-reputed full-service firm with an active IP team. Experienced regarding the management of trade mark and patent portfolios, filings, protection and enforcement. Also provides sector-related litigation services and complementary areas of expertise such as advertising and licensing law.

Strengths (Quotes mainly from clients)

"The service is excellent and fast. The firm provides very good attention and dedication to clients."

What's new New client wins include KCM International Brands de Mexico and Liv-Smart.

Work highlights Represented Suramericana and Grupo de Inversiones Suramericana in a dispute resolution proceeding regarding the recovery of domain names.

Notable practitioners

Market commentators describe joint department head **Helena Camargo Williamson's** work as *"timely, precise and profound,"* adding that she is *"practical and knows the area very well."* Clients praise co-head of department **Ernesto Cavalier Franco** for his *"great knowledge"* of the sector. He specialises in IP licensing and technology transfer. **Significant clients** Team Foods Colombia, MicroPort Orthopedics, Protección – Fondo de Pensiones y Cesantías.

INTERNATIONAL TRADE/WTO

International Trade/WTO
Leading Firms
Band 2
Posse Herrera Ruiz
Leading Individuals
Star associates
Barbosa Juan David <i>Posse Herrera Ruiz</i>
Associates to watch
Cure Karla <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Heavyweight firm assisting with international trade matters, including structuring and implementation of free trade zone projects and advice on free trade agreements and their benefits and obligations. Often retained as counsel by foreign exporters and importers and national producers during anti-dumping and safeguard investigations in Colombia.

Strengths (Quotes mainly from clients)
"We are delighted with the service provided by this firm. The lawyers are experts in the area, and provide us with an excellent, communicative service."

Work highlights Advised Colombina on an anti-dumping investigation against the Colombian producer Sucroal.

Notable practitioners

Clients are very happy with the service and support provided by **Juan David Barbosa**. They say: *"He is an expert in free trade zones."* Clients highlight **Karla Cure**, who they describe as *"a great lawyer who is always very helpful."*

Significant clients Adidas, Diageo, Anadarko, Repsol, Archer Daniels Midland.

LABOUR & EMPLOYMENT

Labour & Employment
Leading Firms
Band 3
Posse Herrera Ruiz
Leading Individuals
Band 3
Camacho Carolina <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Well-regarded firm advising on the full range of labour and employment matters. Assists with social security issues, compliance, due diligence, collective bargaining processes, compensation plans and management of expatriate staff. Also provides assistance with immigration matters. Client roster includes foreign and local companies from a variety of industries.

Strengths (Quotes mainly from clients)
"Posse Herrera Ruiz is an important player in the labour field, with a strong team delivering an excellent service."

Work highlights Advised Ascensores Schindler de Colombia in the negotiation process for a new collective bargaining agreement with the industry union Sintraime, worth approximately USD1 million.

Notable practitioners

Carolina Camacho is described as *"an expert in her area"* by clients, who are *"very satisfied with her successful management of labour matters and her hands-on and proactive approach."*

Significant clients Syngenta, Cencosud, British Council, PepsiCo, Anadarko.

PROJECTS

Projects
Leading Firms
Band 1
Posse Herrera Ruiz
Leading Individuals
Band 2
Abello Alessia <i>Posse Herrera Ruiz</i>
Herrera Jaime <i>Posse Herrera Ruiz</i>
Band 3
Rodríguez Álvaro José <i>Posse Herrera Ruiz</i>
Torres José Alejandro <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Top-tier firm advising multinational companies in infrastructure, energy, natural resources and real estate projects. Handles all stages from initial planning and financing through to construction and ongoing work after completion. Assists with infrastructure projects including private initiatives, PPP schemes and state procurement bidding processes. Often retained as counsel by foreign investors or lenders.

Strengths (Quotes mainly from clients)
"I am delighted with this firm, principally for its quality, pragmatism and client service. The firm's quality of work is great and the team is very responsive."

Work highlights Advised Compañía Cervecerías Unidas in its strategic alliance with Postobón, an investment agreement worth approximately USD400 million.

Notable practitioners

Partner **Alessia Abello** is recognised by sources for her expertise in this sphere. She handles

infrastructure, PPPs and regulatory matters. She is praised by clients for her *"instrumental involvement"* in the work carried out. Partner

Jaime Herrera is recognised by market sources for his involvement in the transactional aspect of projects, including major deals concerning energy and infrastructure projects. Clients praise the work of partner **Álvaro José Rodríguez** commenting: *"he has been helping us on a constant basis and we were fully satisfied with his advice."*

His expertise lies in structuring and implementing projects in the private sector, particularly in the oil and gas, mining and energy spheres. Respected practitioner **José Alejandro Torres** brings his corporate expertise to the team, and is noted by market commentators for his work in project finance, structuring and development.

Significant clients Jamestown, Promotora Palval, Karisma Hotels & Resorts, BTG Pactual, Cintra Infraestructuras.

POSSE HERRERA RUIZ

PUBLIC LAW

Public Law
Leading Firms
Band 2
Posse Herrera Ruiz
Leading Individuals
Band 3
Abello Alessia <i>Posse Herrera Ruiz</i>
Associates to watch
Uribe Natalia <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Formidable firm advising clients on public tenders, public contracts and general public law matters. Assists with the bidding process and legal structuring of projects for both public and private parties and on non-solicited PPP projects. Advises the government and government-owned companies and often represents foreign and domestic clients in litigations. Principal sectors of expertise are the transportation, defence, energy and oil and gas industries.

Strengths (Quotes mainly from clients)

"Its a very good team with a vast understanding of the sector. The service is great, they are attentive to the client and manage expectations very well."

Work highlights Advised the City of Bogotá on the structuring of a congestion charge to be implemented in the city, valued at USD33 million.

Notable practitioners

Alessia Abello is highly recommended by clients, who say: *"She is impeccable technically, has great knowledge of public law and has a very good grasp of the sector."* They highlight *"the clarity of her observations, the efficiency and effectiveness of her interventions and her ability to solve problems and attack them in the best way possible."* Clients appreciate the *"knowledge, great capacity and talent"* of **Natalia Uribe** in infrastructure matters. They add: *"She is very good, very practical and answers quickly and manages expectations well."*

Significant clients Graña y Montero, Tradeco Infraestructura, Grupo Aeroportuario Centro Norte, Financiera de Desarrollo Nacional, CODAD.

REAL ESTATE

Real Estate
Leading Firms
Band 2
Posse Herrera Ruiz
Leading Individuals
Band 2
Montoya Andrés <i>Posse Herrera Ruiz</i>
Band 3
Torres José Alejandro <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Highly regarded team whose work in urban and rural real estate projects is focused on acquisition structures, negotiation of long-term land exploitation contracts and solutions to complex land ownership restrictions. Also advises investors in the Colombian forestry market, agribusiness and energy and natural resources sectors.

Strengths (Quotes mainly from clients)

"The quality of the work produced by this firm is very good and the lawyers are very dedicated, giving due attention immediately. We are very satisfied with the good-quality advice and timely responses of this firm. This firm is excellent in every sense – whenever we rely on it, we feel very secure that we have been advised in the best way."

Work highlights Represented LAEFM Forrestry Fund in the sale of its participation in a forestry

project to Pizano, valued at USD7.5 million. The firm structured the sale, contracts and payment guarantees given by the purchasers.

Notable practitioners

Sources have a high opinion of **José Alejandro Torres**, describing him as *"a very good and intelligent lawyer."* They endorse his practice in real estate and corporate law. Clients have a very positive impression of **Andrés Montoya**, emphasising his *"agile co-ordination of his team and great ability to understand the situation of a client and recommend pertinent and effective actions."* They note that he is *"always clear, concise and very correct in his advice."*

Significant clients BTG Pactual Real Estate Fund, Jamestown, Verizon Business, Terpel, Torres Unidas Infraestructura.

TAX

Tax
Leading Firms
Band 1
Posse Herrera Ruiz
Leading Individuals
Star individuals
Ruiz Juan Guillermo <i>Posse Herrera Ruiz</i>
Band 4
Aroca Felipe <i>Posse Herrera Ruiz</i>
Associates to watch
Gómez Jaime <i>Posse Herrera Ruiz</i>

Posse Herrera Ruiz

What the team is known for Respected full-service firm advising on the full range of tax law matters. Represents clients in high-profile litigation proceedings with particular focus on transfer pricing matters. Provides a wealth management service for high net worth individuals. Frequently acts for multinational companies on complex cross-border transactions.

Strengths (Quotes mainly from clients)

"An excellent team with exceptional legal knowledge. The lawyers are constantly available and the response times are always very satisfactory."

Work highlights Provided tax and customs support in the structuring and development of Anadarko Petroleum's offshore oil operation in Colombia.

Notable practitioners

Clients emphasise **Juan Guillermo Ruiz's** expertise in tax law, describing him as *"an excellent practitioner with a great understanding of local and international business."* They further highlight his commercial awareness and hands on approach.

Felipe Aroca is described by clients as *"an excellent tax lawyer who is quick to understand problems which may arise and is measured in his approach."*

Sources go on to add: *"He is detail-oriented and gets very involved in matters."* Sources say **Jaime Gómez** is *"an excellent lawyer"* and are quick to praise his timely responses and confident approach to the matters at hand.

Significant clients Shell, BHP Billiton, Cencosud, Bancolombia, Diageo.

Leaders' Profiles in Colombia

ABELLO, Alessia

Posse Herrera Ruiz, Bogotá
+571 325 7242
alessia.abello@phrlegal.com

Featured in Projects (Colombia), Public Law (Colombia)

Practice Areas: Partner of Posse Herrera Ruiz. Her practice is focused on bidding and concessions of public contracts. She also works in mergers and acquisitions, project finance, venture capital and private equity funds.

Career: Alessia specialises in privatisation processes, infrastructure concession contracts obtaining financing from the private sector. She has advised bidders in public bidding processes and has counseled private and public companies in syndicated loans involving public budget and debt. She is active in the structuring and incorporation of private equity funds in Colombia. She has an LLM from Cornell Law School and a Universidad de los Andes JD.

AROCA, Felipe

Posse Herrera Ruiz, Barranquilla
+57 5318 7211
felipe.aroca@phrlegal.com

Featured in Tax (Colombia)

Practice Areas: Partner of Posse Herrera Ruiz. His practice focuses on Tax Planning and International Commerce.

Career: Felipe has experience on tax structuring for corporate reorganisations, joint venture projects and foreign investment. He has worked in the application of international tax treaties, free trade zone structuring and financial transaction taxes. He has a JD, a graduate degree in Tax Law, and an LLM in Taxation, all from Universidad Externado, and has a graduate degree in Business Finance from Universidad Complutense.

BARBOSA, Juan David

Posse Herrera Ruiz, Bogotá
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juan.barbosa@phrlegal.com

Featured in International Trade (Colombia)

Practice Areas: Juan David Barbosa is an Associate at Posse Herrera Ruiz. His practice focuses on International Commerce.

Career: Juan David has experience in customs and international trade proceedings and litigations as well as in the development of import-export tax efficient strategies. He worked in several international unfair trade practices and safeguard investigations, and in the negotiation and implementation of free trade agreements. In the Ministry of Commerce, Industry and Tourism he led the negotiations of the trade remedies chapter in several free trade agreements and acted as Technical Secretary of the Committee on Customs and Tariffs matters.

CABAL, Francisco

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francisco.cabal@phrlegal.com

Featured in Energy & Natural Resources (Colombia)

Practice Areas: Francisco Cabal is an Associate at Posse Herrera Ruiz. His

practice focuses on natural resources and energy and corporate law.

Career: Francisco has several years of experience in the oil and gas sector. Before joining Posse Herrera Ruiz, he worked as an independent lawyer of Lukoil Overseas Colombia Ltd., Suroco Energy Inc., C&C Energia, NOV Downhole de Colombia, Petroworks SA and Atlantis Gold Mines Corp. He has a JD from Universidad de Los Andes.

CAMACHO, Carolina

Posse Herrera Ruiz, Bogotá
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carolina.camacho@phrlegal.com

Featured in Labour & Employment (Colombia)

Practice Areas: Partner of Posse Herrera Ruiz. Her practice focuses on labour and immigration.

Career: Carolina advises Colombian and foreign companies on corporate, immigration and labour matters. Her expertise includes collective dismissal processes, due diligences, hiring and termination of Colombians and foreigners, labour settlements before the Ministry of Social Protection, labour litigation, administrative procedures before labour authorities, and immigration procedures. Carolina has a Masters degree in corporate and labour studies from Universitat Pompeu Fabra (Barcelona, Spain), and a JD and a postgraduate degree in labour and social security law from Universidad Javeriana.

CAMARGO WILLIAMSON, Helena

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Featured in Intellectual Property (Colombia)

Practice Areas: Helena Camargo is a partner at Posse Herrera Ruiz. She heads the IP Team, overseeing the practice and concentrating on the domestic and international clearance, registration and prosecution of patents, trademarks, copyrights and health registrations. She has extensive experience in handling domestic and international trademark and patent portfolios.

Career: Her experience includes providing strategic counseling to clients concerning global trademark filing, defense strategies and foreign opposition proceedings; due diligence, organization and management of domestic and international trademark and patent portfolios; and administrative litigation. Helena's experience as a litigator encompasses nullity actions and appeals in Colombia and abroad.

CAVELIER FRANCO, Ernesto

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ernesto.cavelier@phrlegal.com

Featured in Corporate/M&A (Colombia), Intellectual Property (Colombia)

Practice Areas: Ernesto Cavelier is a partner of Posse Herrera Ruiz. He works in M&As, corporate law, foreign investment and competition law. He is Co-Director of the Intellectual Property

Practice Area, and specializes in IP licensing and portfolio management.

Career: Ernesto has advised clients in mergers and acquisitions and corporate matters in the oil services industry, logistics, international insurance companies, beverage bottling companies, communications and technology, and has also advised on issues related with medical ethics and anti-corruption.

CUBILLOS PORTO, Jaime

Posse Herrera Ruiz, Bogotá
+57 1325 7300
jaime.cubillos@phrlegal.com

Featured in Corporate/M&A (Colombia)

Practice Areas: Jaime Cubillos is a partner of Posse Herrera Ruiz. His practice focuses on corporate transactions with a focus on domestic and cross-border mergers and acquisitions.

Career: Prior to joining the firm, Jaime worked for over 5 years in Skadden in cross-border M&A transactions in Latin America. He also participated in several cross-border syndicated financing facilities and public and private offerings of debt securities in the international capital markets. Jaime is admitted to practice in Colombia and the State of New York. He has a JD from Universidad de los Andes, and an LLM from Northwestern University School of Law.

CURE, Karla

Posse Herrera Ruiz, Bogotá
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karla.cure@phrlegal.com

Featured in International Trade (Colombia)

Practice Areas: Karla Cure is an associate at Posse Herrera Ruiz. Her Practice focuses on Tax Planning and International Commerce.

Career: Before joining Posse Herrera Ruiz, she worked for local firms. She has a JD from Universidad Javeriana and a graduate degree in Political Science from the same University.

DÍAZ BERMÚDEZ, Ofelia

Posse Herrera Ruiz, Bogotá
+57 1325 7300
ofelia.diaz@phrlegal.com

Featured in Banking & Finance (Colombia)

Practice Areas: Ofelia Díaz is an Associate at Posse Herrera Ruiz. Her practice focuses on financial law and capital markets.

Career: Before joining Posse Herrera Ruiz, she worked at local law firms. She has a JD from Universidad del Rosario and an LLM from the University of Warwick.

GÓMEZ, Jaime

Posse Herrera Ruiz, Bogotá
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jaime.gomez@phrlegal.com

Featured in Tax (Colombia)

Practice Areas: Jaime Gómez is an associate at Posse Herrera Ruiz. His practice focuses on tax planning and international commerce.

Career: He has worked on the tax planning for mergers, acquisitions and other major projects, and in investment transactions for several industries, including infrastructure, oil and gas, mining, energy, finance, real estate and hotels,

and retail. He has also experience in developing tax structures for cross-border restructurings, the settlement of free trade zones, tax litigation, and planning for high net worth individuals. Jaime has a JD from Universidad del Rosario and a post-graduate degree on taxation from the same university.

HERRERA, Jaime

Posse Herrera Ruiz, Bogotá
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jaime.herrera@phrlegal.com

Featured in Projects (Colombia), Corporate/M&A (Colombia), Energy & Natural Resources (Colombia)

Practice Areas: Founding Partner of Posse Herrera Ruiz. Heads the mergers and acquisitions and corporate law practice groups and co-heads natural resources and energy.

Career: Jaime's recent transactions include M&As, public-private partnerships and financing of companies in telecommunications, mining, oil, gas and energy. Jaime has also advised both sellers and buyers in M&A transactions in diverse sectors. He participated in the group of experts who drafted the bill for the corporate law chapter of the Colombian Commerce Code. He has a JD from Universidad Javeriana, and studies on technology transfer, commercial agency agreements and corporate acquisitions.

MENJURA, Catalina

Posse Herrera Ruiz, Bogotá
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catalina.menjura@phrlegal.com

Featured in Dispute Resolution (Colombia)

Practice Areas: Catalina Menjura is an associate at Posse Herrera Ruiz. Her practice focuses on Dispute Resolution.

Career: Catalina has experience in litigation and has been acting as an arbitral secretary of the Center of Arbitration of the Chamber of Commerce of Bogotá. Before joining Posse Herrera Ruiz she worked in the Judicial Power and as lawyer for local law firms. She has a JD from the Universidad Santo Tomas, undertook graduate studies in Business and contract law from the Universidad Externado.

MONTOYA, Andrés

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Featured in Real Estate (Colombia)

Practice Areas: Partner of Posse Herrera Ruiz. He co-heads the Real Estate Development and Trusts practice area and has a strong practice in dispute resolution. His practice includes M&As, corporate structures, real estate, regulatory matters, civil and administrative litigation and the defense of corporations in Government investigations.

Career: Andrés practice focuses on national and international arbitration, real estate, infrastructure, utilities, acquisitions, public bidding processes and contractual liability. He routinely advises clients in legal developments of real estate projects from the planning to the closing phase. He has an LLM from McGill University and a JD from Universidad de Caldas.

POSSE HERRERA RUIZ

POSADA, Carolina

Posse Herrera Ruiz, Bogotá
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carolina.posada@phrlegal.com

Featured in Dispute Resolution (Colombia)

Practice Areas: Partner of Posse Herrera Ruiz. Her practice focuses on dispute resolution, dealing with local and international arbitration and litigation.

Career: Carolina has had an active litigation practice, before civil and administrative courts, and has also acted as an attorney and secretary before several arbitration tribunals. She has worked for local and international clients in insurance and reinsurance disputes, as well as contractual liability and torts. She has a JD from Universidad de la Sabana and postgraduate studies in 'Responsibility and Indemnifiable Damage' from Universidad Externado.

POSSE, Daniel

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Featured in Dispute Resolution (Colombia)

Practice Areas: Founding Partner of Posse Herrera Ruiz. Leads the firm's Litigation and ADR Practice Group.

Career: Daniel has acted as attorney and arbitrator in national and international arbitration proceedings. His work includes dispute resolution in arbitration, civil, commercial and administrative litigation, bankruptcy proceedings and collections, and civil and commercial advice to national and international clients. His practice has been focused in complex litigation and arbitration. He is arbitrator of: Bogotá Chamber of Commerce Arbitration Centre, Arbitration Centre of the Superintendence of Corporations and Asomagister, member of the Colombian Arbitration Committee and the ALARB Committee of Relations with State Entities.

POSSE, Mariana

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Featured in Banking & Finance (Colombia)

Practice Areas: Mariana Posse, Partner of Posse Herrera Ruiz, leads the capital markets and finance practice.

Career: In banking and finance she has counseled multilateral credit agencies and leading American and European commercial banks in the financing of the major corporate groups, in various sectors of the economy. In capital markets she has been counsel for foreign and local banks and companies in the most important debt restructurings; she has been responsible for the structuring, drafting and negotiation of loan agreements and securities including bond and securities issues in the local markets and under Rule 144A Reg S markets.

RODRÍGUEZ, Álvaro José

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Featured in Projects (Colombia), Energy & Natural Resources (Colombia)

Practice Areas: Alvaro Jose Rodriguez is a partner of Posse Herrera Ruiz. His practice focuses on natural resources, with emphasis on oil and gas, power and environmental law.

Career: Alvaro has more than 20 years of experience, he advises international and Colombian companies in structuring, acquisition, operation and divestiture of resource exploration and production projects, including government tender processes, farm-in, farm-out, merger, power purchase and similar agreements. Currently is active in some of the most important and cutting-edge resource projects in Colombia including deep-water oil and gas exploration, shale gas and renewable energy (solar and wind power projects).

RUIZ, Juan Guillermo

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Featured in Tax (Colombia)

Practice Areas: Founding Partner of Posse Herrera Ruiz. He heads the Tax Planning and International Commerce Practice. His practice focuses on taxation, centered on tax planning for cross-border transactions.

Career: Juan Guillermo has worked on tax structure and planning for mergers, acquisitions and other major projects and transactions in diverse industries. He has experience in developing tax structures for project finance and government bids with international components, and free trade zones. Juan Guillermo has a JD from Universidad Javeriana, a Master degree in Administrative Law from Universidad del Rosario and a degree in Business management from Inalde Business School.

SALAZAR, Diana

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Featured in Energy & Natural Resources (Colombia)

Practice Areas: Diana Salazar is Of Counsel on Natural Resources and Energy matters at Posse Herrera Ruiz.

Career: Diana has worked in the mining sector, advising mining companies in connection with exploration and production projects, with emphasis on contracts associated with the construction and commissioning of mining projects, such as EPCM, EPC, trade and supply and insurance contracts and agreements with the communities within the area of influence of the projects, as well as in relation to the compliance of requirements derived from mining concession contracts and environmental licenses. She has a JD from Universidad del Rosario.

TORRES, José Alejandro

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Featured in Projects (Colombia), Real Estate (Colombia), Corporate/M&A (Colombia)

Practice Areas: Partner of Posse Herrera Ruiz. Heads the infrastructure and PPPs and co-heads the Real Estate Development and Trusts practice groups. His practice focuses on finance, construction, infrastructure projects, M&As and corporate law.

Career: José Alejandro has represented clients in corporate matters, mergers and acquisitions, financial structures, foreign investments and in the design, structuring

and development of real estate projects including shopping centers, hotels and resorts, agricultural projects and housing developments. He has an LLM from the London School of Economics, and a Graduate Degree in Financial Law and a JD from Universidad de los Andes.

URIBE, Natalia

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Featured in Public Law (Colombia)

Practice Areas: Natalia Uribe is an Associate at Posse Herrera Ruiz. Her practice focuses on Infrastructure and Private-Public Partnerships.

Career: Before joining Posse Herrera Ruiz, she was legal advisor of Fiduciaria La Previsora SA and legal counsel at a local law firm. She has a JD from Universidad de los Andes and a graduate degree in Public Law from Universidad de los Andes.

URRUTIA, Francisco

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Featured in Corporate/M&A (Colombia), Energy & Natural Resources (Colombia)

Practice Areas: Merged with PHR in 2003. Co-heads the Natural Resources and Energy Department. His practice is focused in mining, oil and gas, joint ventures, negotiations and government relations.

Career: Francisco has advised in legislation changes, the Colombian Government in its claims in a public-private power generation partnership, and international investors in negotiating joint ventures, M&As and establishing local operations. He was a member of the Board of Directors of Ecopetrol and Ocesa, and is currently on the Boards of Directors of several industrial companies. He has an LLM from Harvard Law and a Universidad de los Andes JD.

POSSE HERRERA RUIZ ABOGADOS

FIRM OVERVIEW

Managing Partner: Jaime Herrera

Senior Partners: Jaime Herrera, Daniel Posse, Mariana Posse, Juan Guillermo Ruiz, Francisco Urrutia, José Alejandro Torres, Álvaro José Rodríguez

Number of partners worldwide: 16

Number of lawyers worldwide: 106

THE FIRM: Posse Herrera Ruiz is a full-service law firm that uses a systematic, multidisciplinary approach to find creative, prudent and value generating business solutions, which optimise the clients' return on investment while minimising risks.

MAIN AREAS OF PRACTICE:

- Mergers and acquisitions
jaime.herrera@phrlegal.com
- Natural resources and energy law
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- Mining
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- Tax planning and international commerce
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- Finance and capital markets
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- Dispute resolution
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- Labour and immigration
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- Corporate
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- Intellectual property
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- Insurance and reinsurance
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- Environmental law
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INTERNATIONAL WORK: The majority of Posse Herrera Ruiz clients are multinationals, other foreign investors, and some of the largest Colombian companies.

Relevant transactions that Posse Herrera Ruiz participated during 2014 include the majority acquisition of the Colpatria insurance companies by

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INTERNATIONAL OFFICES

The firm also has offices in Medellin and Barranquilla

Axa, finalizing the merger of Corpbanca with Banco Helm and working on the Itau-Corpbanca merger, the bidding process to acquire Isagen, the second Colombian power generator, the bond placement by Grupo de Inversiones Suramericana, and the regulatory work related to all these transactions. In natural resources, the firm worked for Anadarko, the largest player in deep and ultra-deep water exploration, Conoco Phillips in unconventional, exploration and production companies in the Hydrocarbons Agency bidding process, juniors which have been acquired by larger players and in industry joint ventures, and several of the largest mining companies in the country, among others.

The firm also advises clients, included in the list below, in natural resources, infrastructure projects, road concessions, pipelines, multimodal transportation and ports, airports, railroads, refineries, retail, consumer products, pharma, banking and insurance, among others.

LANGUAGES: Spanish, English, French, Portuguese and German.

CLIENTS

Adidas, ADM, AIG, Anadarko, Anglo Gold Ashanti, Aon, Axa, Banco Davivienda, Bancolombia, Banmédica, Bimbo, BNP Paribas, Boeing, BofA/Merrill Lynch, BTG Pactual, Cencosud, Cerromatoso/BHP Billiton, Citibank, Credit Suisse, Coca-Cola Femsa, Compañía de Petróleos de Chile, ConocoPhillips, Corpbanca, Credit Suisse, ED & F Man/Carcafe, Darby, DHL, Diageo, Distoyota, Distribuidora Nissan, Dole, Ecopetrol, Embraer, Fujifilm, Fujitsu, GDF Suez, GE, IFC, Indra, InterOil, JMalucelli, JPMorgan, Kimberly-Clark, Lukoil, McKinsey, Mead Johnson, Nabors, Nokia, Nukor, Oil Tanking Colombia, P1 Energy, Parker Drilling, Pepsico, Pioneer Drilling, Porsche, Quiñenco, Refinería de Cartagena Reficar, Repsol, SAS Institute, Seguros Bolívar, Schlumberger, Shell, Skanska, Scotiabank, Grupo de Inversiones Suramericana, Syngenta, Termotasajero, Terpel, Toronto Dominion Bank, Toshiba Tec, Trafigura, Tyco, UPS, Vale, Verizon, Virgin Mobile and Yara.

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