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This week, as Havana mourns and Miami celebrates the passing of Fidel Castro, President-elect Trump continues to choose his cabinet in New York and DC as he readies for taking office in 2017. Early results of a survey about the 2017 outlook for Cuba by **The Latin American Lawyer** shows consensus that the normalisation process of US - Cuba relations might slow down but not stop. There is still time to respond to this survey clicking [here](#) .

Meanwhile, compliance-related work in Latin America is far from becoming commoditised, a recent survey by **The Latin American Lawyer** has found. Indeed, 48% of participants say that demand in the area is growing with the majority of companies planning to adopt compliance initiatives. Results of the survey will be published on the oncoming issue of Iberian Lawyer magazine, please click [here](#) to subscribe.

In other news, Peruvian law firms Miranda & Amado and Lazo, De Romaña were instructed on the debut offering by Banco de la Nacion. Also in Peru, [Rodrigo, Elías & Medrano](#) expanded its Asia investment team and acted on a landmark mining deal with Simpson Thacher.

In Chile, [Carey](#) and [PPU](#) were instructed on a \$15 million wind farm financing while in Mexico Cuatrecasas advised Multitel on the country's largest telecom PPP project to date.

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News

[Miranda & Amado and Lazo, De Romaña instructed on Banco de la Nacion debut offering](#)

Miranda & Amado Abogados advised Banco de la Nación on its first bond issuance. Estudio Lazo, De Romaña & CMB Abogados acted for BBVA Banco Continental which was structuring agent of the deal.

[García & Bodán advised Hilton Hotels franchisee on financial restructuring](#)

García & Bodán acted for Hilton Princess Hotels, the Central American franchise operator of Hilton, on its financial restructuring.

[FERRERE opens office in Guayaquil](#)

Uruguay-headquartered law firm FERRERE announced the opening of an office in Guayaquil, its third in Ecuador.

[TozziniFreire instructed on Kirin sale](#)

TozziniFreire advised Brasil Kirin on the sale of its bottling plant in the state State of Rio de Janeiro to Ambev.

[Estudio Rodrigo expands Asian investment team](#)

Rodrigo, Elías & Medrano announced the hiring of Claudia Martinez, an associate who specializes in Chinese investment into emerging economies.

[Carey and PPU instructed on wind farm financing in Chile](#)

Carey advised Banco Security on extending a \$15 million credit facility to Parque Eólico Cabo Leones I. The borrowers instructed Philippi Prietocarrizosa Ferrero DU & Uría.

[Cuatrecasas advised Multitel on telecom PPP in Mexico](#)

Cuatrecasas acted for Multitel in setting up the consortium and throughout the bidding process for Mexico's largest telecom project to date.

[Herbert Smith Freehills recruits Latin American project finance lawyer from Allen & Overy](#)

The New York office of Herbert Smith Freehills announced that Edward J. Dougherty will join the firm as a partner in January 2017.

[Latham & Watkins instructed on Latin America's largest equity offering of 2016](#)

Latham & Watkins advised Infraestructura Energética Nova (IEnova) on its \$1.6 billion follow-on equity offering, the largest equity offering in Latin America in 2016 so far.

[RC Law instructed on Quito metro financing](#)

RC Law advised Global Quality Steel in obtaining a \$15 million short term facility with Corporacion Interamericana para el Financiamiento de Infraestructura (CIFI). Proceeds of the facility will be used in the financing of a \$127 million contract with the Quito Metro L1 Project.

[For more news click here](#)

Iberian Lawyer TV

[Cuba: Tourism and real estate potential attract investors](#)

(Video only available in Spanish) Latin America is a large market with opportunities for law firms of all sizes and expertise. Law firms need to focus, particularly mid-size law firms, so they can seize the growing opportunities in markets which are less known or less familiar to larger law firms.



[For more videos click here](#)

Events

Mergers and Acquisitions in Latin America: New opportunities in a changing scenario

15 - 17 March, Buenos Aires

A conference presented by the IBA Corporate and M&A Law Committee and the IBA Latin American Regional Forum. [Read more](#)



