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A WORLDWIDE NETWORK OF LEADING LAW FIRMS

CROSS-SELLING & BUSINESS DEVELOPMENT CROSS-BORDER OPPORTUNITIES

PRACTICE GROUP:

CORPORATE / MERGERS & ACQUISITIONS



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CORPORATE / MERGERS & ACQUISITIONS

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FIRM: [BARREIRO](#)
SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Argentina

| | | |
|---|--|----------------------------------|
|  | Name: Dolores M. Gallo | |
| | Title: Partner | |
| | Practice/s: Corporate law | |
| | Email: dgallo@bodlegal.com | Phone: +54 9 11 4814 1746 |

I advise local and foreign investors in the design and structuring of their investments, the incorporation and registration of companies and associative agreements, and shareholders agreements. My practice is focused on structuring of share purchases and sales, corporate reorganizations, including mergers and spin-offs, transformations and due diligence, goodwill transfers and other complex asset transfer transactions. Together with the Litigation Department, I take part in corporate disputes, both in the pre-judicial and judicial stages. I devote part of my professional time to pro bono work.

KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.)

| | | |
|---------------|---------------|-------------------|
| 1. Technology | 3. Non-Profit | 5. Infrastructure |
| 2. Fintech | 4. Energy | 6. Retail |

CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING

| | | |
|-----------|-----------------------------|---|
| 1. Natura | 2. Nestlé/ Danone/ Unilever | 3. We intend to reach the clients of any industries benefited by the Program of Incentive of Large Investments (RIGI) approved by the Government. |
|-----------|-----------------------------|---|

CURRENT [NON-CONFIDENTIAL] CLIENTS

| | | |
|----------------------------|----------------------|----------------|
| 1. L’Oreal | 3. Globant | 5. Deltterra |
| 2. Mercado Libre Argentina | 4. Payu Argentina SA | 6. Crediminuto |

CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST

Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?

A: We should make our members aware of the recent regulatory changes implemented by the administration of President Javier Milei in Argentina are poised to create significant investment opportunities for foreign entities.

The new government has undertaken a series of economic reforms aimed at liberalizing the market, reducing bureaucratic red tape, and fostering a more business-friendly environment.

Key changes include:

- 1) The deregulation of several key industries (health, communications, mining) and end to price controls
- 2) Lifting of foreign exchange controls.
- 3) The relaxation of labor laws.

Gallo / BARREIRO (Argentina) continued

- 4) Repeal of law limiting acquisition of rural lands by foreign capital.
- 5) The privatization of state-owned enterprises and the promotion of public-private partnerships, which offer lucrative opportunities for international investors.
- 6) A pivotal shift in the country's energy policy, aimed at liberalizing the energy market, encouraging competition, and promoting sustainable energy development.
- 7) A Program of Incentives for Large Investments (RIGI) establishing certain tax, customs, and exchange rate incentives for entities with a single project in forestry industry, infrastructure, mining, energy, and technology.

These measures are expected to enhance the ease of doing business in Argentina, attracting foreign direct investment by providing a more predictable and transparent regulatory framework.

These developments should be closely monitored to advise clients on the emerging opportunities and navigate the evolving regulatory landscape effectively.

Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)

A: We intend to attend the annual conferences of the following organizations: The Law Firm Network, ConstruLegal, US Law.

| | |
|---|--|
| FIRM: Hall & Wilcox | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Australia (Melbourne) | |
|  | Name: Oliver Jankowsky |
| | Title: Partner & Head of International |
| | Practice/s: Corporate, M&A |
| | Email: Oliver.Jankowsky@hallandwilcox.com.au Phone: +61 404 227 725 |

| | | |
|--|-----------------|---------|
| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
| 1. Manufacturing | 2. Distribution | 3. Tech |

| | | |
|---|--|--|
| CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING | | |
| 1. ARAG | | |

| | | |
|---|-----------------------|---------------------------|
| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
| 1. Asendia | 3. Klaus Multiparking | 5. Tata Consumer Products |
| 2. Einhell | 4. Putzmeister | 6. Dynavox Group |

| |
|---|
| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
| Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success? |
| A: Introduction to clients of other firms that have a subsidiary or operation in Australia. |
| Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.) |
| A: Groups I belong to: International Bar Association (IBA), European Business Inc, German-Australian Chamber of Industry and Commerce, SwissCham Australia. I will attend the IBA Annual Conference in Mexico City in September and the IBA M&A Conference in New York next year. I plan a trip to Germany, Austria and Switzerland (and possibly other European countries) in the next 12 months. |

FIRM: [Hall & Wilcox](#)

SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Australia (Melbourne)

| | | |
|---|--|---------------|
|  | Name: Ed Paton | |
| | Title: Partner | |
| | Practice/s: Corporate & Commercial (M&A) | |
| | Email: ed.paton@hallandwilcox.com.au | Phone: |

Ed’s practice covers corporate transactions and advice, and private mergers and acquisitions (both local and inbound international), with a particular focus on mid-market deals in Australia, including restructures and international transactions. Ed has significant experience running large projects including company establishment, corporate restructures and succession for large family groups.

Ed has particular expertise with cross-border transactions, and regularly advises international clients on entering the Australian market. He co-manages Hall & Wilcox’s international law firm network.

Ed has advised on over 200 M&A transactions, including acting for buyers and sellers across a range of sectors on share sales, business & asset sales, due diligence projects, private equity transactions and venture capital investments. His clients include public and private companies, local and international businesses, professional services firms, restructure & turnaround and insolvency professionals.

KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.)

| | | |
|---|--|---------------------------|
| 1. Healthcare, aged care, life sciences | 3. Professional services, Financial services & insurance | 5. Retail & FMCG |
| 2. Technology, private equity & venture capital | 4. Agriculture, food and beverage | 6. Transport & industrial |

CURRENT [NON-CONFIDENTIAL] CLIENTS

| | | |
|--------------------------------|--------------------------------------|------------------------------|
| 1. Baxter’s Food Group Limited | 3. Jebson & Jessen Singapore Pte Ltd | 5. HW Richardson Group |
| 2. Dyson’s Bus Company | 4. Softiron Australia | 6. Torishima Pump MFG Co Ltd |

CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST

Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?

A: Firstly, for conference delegates to share this information within their firms.

Secondly, for member firms and their clients to consider us for any inbound Australian work. Specifically, for the network to look to us for support with cross-border matters into Australia (nationally) in the areas of mergers and acquisitions, restructures, disputes, intellectual property, private client matters (succession planning and estate planning), Australian taxation law, cross-border insolvency, banking and finance, employment and migration, commercial property, projects, infrastructure and renewables, business establishment, FIRB, and merger control.

Paton / Hall & Wilcox (Australia: Melbourne) continued

Thirdly for members to include us in opportunities to pitch together on global tenders for legal services which include the Australian jurisdiction

Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)

A: A team from Hall & Wilcox will be attending the IBA meeting in September in Mexico City. Members of that team will also attend the US meeting of SCG in LA in September.

| | |
|---|---|
| FIRM: Lydian | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Belgium | |
|  | Name: Maxime Colle |
| | Title: Partner |
| | Practice/s: Corporate M&A |
| | Email: maxime.colle@lydian.be Phone: +32 477 87 28 28 |
| <p>Lydian’s Corporate and M&A team has expertise in corporate law and transactions for domestic and international clients across diverse sectors. With a keen understanding of clients' businesses, our team offers clear, practical solutions for their daily governance, financing, and M&A activities. Our services include: M&A, Private Equity & Venture Capital, Joint Ventures and Partnerships, Corporate Advisory, Corporate Governance, Business Restructuring and Insolvency, Corporate Housekeeping, Corporate Litigation, Equity Capital Markets, Finance, Tax, Warranty and Indemnity Insurance.</p> <p>Maxime Colle co-heads Lydian’s Corporate and M&A team, together with Peter De Ryck (partner) and Florence Colpaert (partner).</p> | |

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.)¹ | | |
|--|-------------------------------|----------------------|
| 1. Tech | 3. Life Sciences | 5. Insurance |
| 2. Private Equity | 4. Logistics & Infrastructure | 6. Foods & Beverages |

| CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING² | | |
|---|-----------|-------------------------|
| 1. Nestlé / Danone / Unilever / P&G | 3. Airbus | 5. Generali |
| 2. Siemens | 4. Sanofi | 6. CVC Capital Partners |

| CURRENT [NON-CONFIDENTIAL] CLIENTS³ | | |
|---|---------------|--------------------|
| 1. IBM | 3. McDonald’s | 5. Group IPS |
| 2. Kyndryl | 4. IU Group | 6. IQGeo Group PLC |

| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
|---|
| Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success? |

¹ As mentioned in the description Lydian is a full service Belgian independent law firm, our Corporate M&A partners act for various clients active in all sectors. Sectors below are merely a snapshot of Maxime Colle’s practice at the date of this note.

² Lydian focuses on servicing on local companies as well as on multinational companies across all sectors, operating in Belgium.

³ As mentioned in the description Lydian is a full service Belgian independent law firm, our Corporate M&A partners act for various clients active in all sectors. Clients below are a sample of Maxime Colle’s clients at the date of this note.

Colle / Lydian (Belgium) continued

A: A strong SCG M&A Practice Group would benefit all SCG members active in Corporate and Mergers & Acquisitions in regards to both cross-selling opportunities and knowledge sharing.

Our Corporate and M&A practice consists of a good mix of international (cross border) deals and local Belgian work. Both transactional as well as advisory. For our international clients, good referral firms are key and in that field SCG plays an important role in our international strategy. We are of course keen to team up with other SCG members for Belgian transactions and/or Belgian parts of international transactions.

Our Lydian Corporate and M&A practice is a leading practice in the Belgian landscape. We are always interested in sharing knowledge on Belgian law and the Belgian market as well as receiving information from foreign jurisdictions on market trends and legal developments.

Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)⁴

A: Maxime Colle is an active member of the IBA (International Bar Association). He attended or will attend several international events this year among which the 12th IBA European Corporate and Private M&A Conference in Paris (February 2024), the 7th Mergers and Acquisitions in the Technology Sector Conference in Barcelona (March 2024), the 21st Annual International Mergers & Acquisitions Conference in New York (June 2024) and the Annual Conference in Mexico City (September 2024).

Furthermore, Maxime is a member of both the Belgian Venture Capital & Private Equity Association (BVA) and the Belgium Turnaround Association (BETA), amplifying his presence within diverse professional circles.

In the realm of Corporate and M&A Law, Maxime Colle and the Corporate team will also attend the M&A Awards by the House of Executives and the M&A Awards of Acquisition International. These 2 events gather the most prominent figures of the field.

Maxime is a member of De Warande, a Brussels business club of entrepreneurs, politicians, diplomats and senior state officials.

Finally, Maxime Colle regularly attends the Vlerick Business School events, often assuming roles such as speaker, panel member, or esteemed jury member.

⁴ This provides an overview of Maxime Colle's event attendance. Meanwhile, our other Corporate and M&A partners Peter De Ryck and Florence Colpaert will be engaged in other events and conferences throughout the year.

**FIRM: [L. PAPAPHILIPPOU & CO LLC](#)
SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Cyprus**



Name: [Evridiki Antoniou](#)

Title: Associate

Practice/s: Commercial, Corporate, M&A

Email: ea@papaphilippou.eu

Phone: + 357 22 271000

Evridiki is a member of the Corporate, Commercial and M&A team of L. Papaphilippou & Co LLC and has experience and expertise in domestic and international transactions, providing legal advice to both national and international clients.

Our firm's Corporate & Commercial Department offers services of companies' incorporation, corporate administration, restructurings, domestic and cross-border multijurisdictional acquisitions, mergers, financing transactions, contract law related matters and drafting of legal documents such as agreements, shareholder agreements, and company incorporation documents, such as the articles of association.

Our Corporate Litigation team, Mr. George Christodoulou, as a head, and Ms. Marianna Sofokleous, associate, are experienced in representing clients before the Courts of the Republic of Cyprus, in corporate litigation matters and disputes.

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
|---|---------------|--------------|
| 1. Private Equity | 3. Investment | 5. Trading |
| 2. Technology | 4. Shipping | 6. Oil & Gas |

CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST

Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?

A: Maintaining M&A and litigation practice groups at mid-year and annual meetings focusing on the current market trends.

Strong presence of SCG's members in both M&A and litigation practice groups provides the opportunity to enhance relationships between existing and new members, laying the path for further cross-selling opportunities and other legal services.

Our firm has acted for many clients in corporate transactions with cross-border elements frequently involving acquisitions, mainly within Europe. Having the opportunity to share our knowledge and receive market and commercial insight from other members practicing in jurisdictions within the European Union but also exploring opportunities to collaborate with SCG members located outside the European Union, provides the prospect of expanding the range of our services and collaborating with more SCG members and develop the quality of cross selling services.

Antoniou / L. PAPAPHILIPPOU & CO LLC (Cyprus) continued

Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)

A: The advocates of our firm are members of the Cyprus Bar Association, the Cyprus International Businesses Association and the Cyprus Chamber of Commerce and Industry. All members of our firm frequently attend live events and seminars organised by the abovementioned organisations/associations, for the purposes of ensuring their ongoing education on trending matters and retrofit their knowledge and skills.

| | | | |
|---|---|--|---------------|
| FIRM: Skau Reipurth Advokatpartnerselskab | | | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Denmark | | | |
|   | Name: Morten Vibe (left) / Peter Skau-Andersen (right) | | |
| | Title: Attorney-at-Law, Partner / Attorney-at-Law, Partner | | |
| | Practice/s: Corporate M&A | | |
| | Email: | mvi@skaureipurth.com | Phone: |
| <p>Skau Reipurth’s Corporate M&A team has vast experience in advising Danish and international clients in connection with M&A transactions. Our advice extends to all aspects of a transaction. We advise buyers and sellers, private equity and venture capital, family businesses, private investors, etc., on the process and strategy involved in M&A transactions, and we have well-established business partners in corporate finance, transaction services, VDR, W&I insurance, etc.</p> <p>Attorney, Partner, Peter Skau-Andersen co-heads Skau Reipurth’s Corporate M&A team together with Attorney, Partner, Morten Vibe.</p> | | | |

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
|--|--------------------|---------------|
| 1. Tech | 3. Private Equity | 5. Automotive |
| 2. Testing, Inspection and Certification | 4. Medical devices | 6. IT |

CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING


| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
|---|--------------------------------|--|
| 1. Pack Tech A/S | 3. Pride Capital Partners B.V. | 5. The Semler Group A/S |
| 2. Apave Group | 4. Contura | 6. Konica Minolta Business Solutions Denmark A/S |

| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
|--|
| <p>Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?</p> <p>A: A strong SCG M&A Practice Group would benefit all SCG members active in Corporate and Mergers & Acquisitions in regard to cross-selling opportunities.</p> <p>Our Corporate and M&A practice consists of a good mix of international (cross border) deals and local Danish work. Both transactional as well as advisory. For our international clients, good referral firms are key and, in that field, SCG plays an important role in our international strategy. We are of course keen to team up with other SCG members for Danish transactions and/or Danish parts of international transactions.</p> <p>Our partner-driven Corporate and M&A practice is a stand-out practice in Denmark. The firm’s biggest strength is that it is big enough to handle all issues (full-service) and yet small enough to maintain a direct relationship with clients. Especially our Corporate and M&A practice offers a “partner-driven” transaction team, which acts swiftly and efficiently on mandates.</p> |

Vibe & Skau-Andersen / Skau Reipurth Advokatpartnerselskab (Denmark) continued

Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)

A: In regard to business development, we are looking to build on our strong foundation of a Corporate and M&A department that has gone from strength to strength over the past years and our growing list of recurring clients. At the same time, we are looking to expand our international activities and are frequently travelling to visit international clients and international business partners to explore opportunities. Our litigation partner colleague, Frederik Kromann Jespersen, who is also a member of the SCG Legal board, will be present at the upcoming 2024 Annual Meeting in Los Angeles.

| | |
|---|--|
| FIRM: Guzmán Ariza | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Dominican Republic | |
|  | Name: Fabio J. Guzman Saladin |
| | Title: Partner |
| | Practice/s: Corporate M&A Chair |
| | Email: Fabio@drlawyer.com Phone: +1 (809) 255-0980 |

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
|---|-------------------------------------|-------------------------------------|
| 1. Banking, Finance, Insurance | 3. Manufacturing | 5. Tourism/Construction/Engineering |
| 2. Energy/Oil and Gas | 4. Fintech/Technology/Entertainment | 6. Healthcare |

| CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING | | |
|--|-------------------------|----------------------------------|
| 1. InterMex / GMX Seguros / Marsh/ Mercer | 3. Emergent Cold / Sika | 5. Hulu |
| 2. SunColombia | 4. Arajet | 6. BNP Paribas / UBS / IDB / IFC |

| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
|--|--|-------------------------------------|
| 1. Global Bank/BelleView Capital/BHD Bank/ Metrobank | 3. Orica/12Tree Finance/Dominion Energy/ GoldQuest/Kalpataru/ Sucden | 5. Gebbs Healthcare |
| 2. EPIX, Disney, Netflix | 4. Club Med North America | 6. CIFA, Knauf, Lantania, USG LatAm |

| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
|--|
| Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success? |
| A: An M&A Practice Group or Committee in SCG would benefit all the members active in Corporate and M&A in regards to cross-selling opportunities and knowledge sharing. The strategies should be: <ul style="list-style-type: none"> - identifying target markets - keeping everybody inform of the opportunities with good communication - keep it as a talking point in all the meetings - use technology to cross reference the information - expand to related services such as dissolutions, management buy-outs, joint ventures and corporate recapitalizations, reorganizations and restructurings. |
| Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.) |
| A: I will participate in September in Mexico in the International Bar Association-IBA annual meeting where I will contact my referrals and contacts I have made, especially from New York, with clients doing business in Latin America or the Dominican Republic. I am also exploring to participate in the 22nd Annual International Mergers & Acquisitions Conference from the IBA in 2025 in New York. |

Guzman Saladin / Guzmán Ariza (Dominican Republic) continued


I am also planning in visiting possible referrals in New York next November.

I am a former president of the Dominican-German Chamber of Commerce and we have scheduled several meetings with possible investors in the country as part of the Dominican German week.

A prolific writer, I write a monthly article in Lexology or Mondaq regarding Foreign Investment, M&A and Restructuring proceedings in the country, among others, and create teasers about business and investment opportunities in M&A that our business development team sends to clients and potential clients. They are also published in the RRSS channels.

We are also in the stages of developing podcasts for SCG for different practices and how to conduct successfully and M&A process in the Dominican Republic is one of them.

This being said, we are also conducting an internal mid-year strategic planning session at the end of this month to review our strategies and it will include the creation of the Special Accounts Teams for key accounts and the drafting/review of the existing individual business development plans, including cross-selling opportunities focusing on specific practices in the Corporate M&A area.

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|---|---|
| FIRM: Carrillo & Asociados | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Guatemala | |
|  | Name: Sara Santacruz |
| | Title: Partner |
| | Practice/s: Corporate M&A, Tax and Private Wealth Law. |
| | Email: sara.santacruz@carrillolaw.com Phone: (+502) 2421-5734 |

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
|---|------------|------------------|
| 1. Banking & insurance | 3. Energy | 5. Tech |
| 2. Logistics | 4. Fintech | 6. Family office |

| CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING | | |
|--|----------|----------------------|
| 1. Coca Cola | 3. Exxon | 5. Johnson & Johnson |
| 2. Unilever | 4. Abbot | 6. Grupo Bimbo |

| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
|------------------------------------|------------|--------------|
| 1. Maersk | 3. Philips | 5. Uniteller |
| 2. Oracle | 4. UPS | 6. Olam |

| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
|--|
| Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success? |
| A: We are interested in having access to decision-makers and being able to learn about their major issues, challenges and concerns. |
| Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.) |
| A: We belong to the following groups, chambers and networks: <ol style="list-style-type: none"> 1. State Capital Group 2. ICC Fraudnet 3. Terralex 4. The International Association of Restructuring, Insolvency & Bankruptcy Professionals (INSOLInternational) 5. The Global Network of Restructuring and Insolvency Professionals (GRIP) 6. The International Fiscal Association (IFA) 7. The Inter-American Association of Intellectual Property (ASIPI) 8. The Guatemalan Chamber of Intellectual Property (CAMPI) 9. The Guatemalan American Chamber of Commerce (AMCHAM) 10. The Guatemalan-British Chamber of Commerce (BRITCHAM) |

Santacruz / Carrillo & Asociados (Guatemala) continued

Our upcoming events include:

- The International Arbitration [Congress](#) in Antigua Guatemala, Guatemala. (August 19-20, 2024). Ricardo Recinos and Katherine Rodríguez will attend.
- The 40th ICC Fraudnet [Conference](#) in Puebla, México (September 12-14, 2024). Rodrigo Callejas and Emanuel Callejas will attend.
- The International Bar Association (IBA) [Annual Conference](#) in México City, México. (September 15-20, 2024). Rodrigo Callejas will attend and be a panelist.
- SCG Legal [Annual Meeting](#) in Los Angeles, USA. (September 19-20, 2024). Sara Santacruz will attend.
- The Terralex [Global Meeting](#) in Santiago de Chile, Chile (November 13-16, 2024). Rafael Valladares and other members will be attending.

**FIRM: [Amit, Pollak, Matalon & Co.](#)
SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Israel**



Name: [Stephen Rozen](#)
Title: Partner and Head of International Relationships
Practice/s: Corporate/M&A and Tech Innovation
Email: sbr@apm.law **Phone:** +972-53-7666438

APM's Corporate and M&A Team is highly ranked by Dun's 100, IFLR 1000, BDI Code, Chambers and Partners and The Legal 500. We act for both *buyers* and *sellers*, as well as *key shareholders and directors*, and are experienced in:

- Representing **multinational companies** on acquisitions in Israel. We have an extensive track-record in the high-tech sector representing for example, publicly-listed buyers looking to acquire Israeli or Israeli-related companies.
- Acting for **Israeli and Israeli-related start-ups and scale-ups** on their acquisition by overseas investors.
- Advising **venture capital and other investment funds** on the disposal of their shareholding through M&A or other secondary transactions.
- Representing **directors and management** during management buy-outs.
- And advising **private equity funds** on taking stakes in domestic companies. We also have a leading practice on [fund formation](#) and [fund representation](#).

We work on some of the largest and most complex cross-border transactions including share purchases, statutory mergers, asset purchases, tender offers, spin-offs and purchases of businesses.

We offer a multicultural and personalised approach to transaction management. We understand how to adapt to the different cultures that companies face when investing in Israel or when Israeli businesses are looking overseas.

Each deal is different and we assemble a tailored team to meet the client's business needs. In addition to being able to tap into our in-house tax, antitrust, securities, intellectual property, employment and compliance expertise, our focus is on the client's commercial success. We offer business solutions alongside technical excellence to help the client structure transactions and navigate the complex challenges of M&A.

We support the client's business strategy by opening the right doors. We see ourselves first and foremost as business advisers able to connect the dots not only on the client's transactional needs but also in terms of the opportunities, people and partnerships that can benefit their business.

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
|---|------------------------|----------------------------------|
| 1. Tech (all aspects) | 3. Banking and Finance | 5. Ultra-high net worth families |
| 2. Real estate | 4. Manufacturing | 6. Venture Capital |

| CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING | | |
|--|---|------------------------------------|
| 1. International multinationals (MNCs) | 3. International investment funds | 5. Single and multi family offices |
| 2. International private equity firms | 4. International investment banking firms | |

Rozen / Amit, Pollak, Matalon & Co. (Israel) continued

| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
|---|------------------------|------------|
| 1. DuPont | 3. Meridian Bioscience | 5. Paycor |
| 2. Nielsen | 4. Novartis | 6. KYOCERA |

| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
|--|
| <p>Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?</p> |
| <p>A: Putting together joint pitches of the most entrepreneurial SCG firms, and then going on a roadshow or attending conferences together, would allow us to provide a competitive offering.</p> <p>We are very comfortable being first chair and leading the transaction, or taking a “second chair” role (when appropriate) and working harmoniously with our colleagues from around the world in order to provide a seamless experience for the client.</p> |
| <p>Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)</p> |
| <p>A: We actively attend IBA (International Bar Association) and ABA (American Bar Association) events related to M&As, and we frequently attend the IBA International M&A Conference in New York City and the annual IBA Conference (taking place in Mexico City during 2024).</p> <p>We are members of various Israeli business clubs, and frequently lecture on related topics before Israeli academic institutions and industry groups.</p> |

FIRM: [DSM Avocats à la Cour](#)
SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Luxembourg



Your Name: [Mario DI STEFANO](#)

Title: Managing Partner – Avocat à la Cour

Practice/s: Corporate M&A, Real Estate, Tax

Email: mdistefano@dsm.legal

Phone: +352 26 25 62 1

KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.)

1. Real Estate & Construction

3. Chemicals / Healthcare

5. TMT

2. Business & Consumer Services

4. Transport & Logistics

6.

CURRENT [NON-CONFIDENTIAL] CLIENTS

1. PM International

3. Wagner Group

5. EuroCaution

2. International Chemical Investors

4. Wallenborn Group

6. Landimmo

CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST

Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?

A:

- Regular networking opportunities
- Knowledge sharing and best practices
- Client introductions and referrals
- Joint marketing initiatives
- Cross-Border expertise and training
- Technology and tools for collaboration

Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)

A: Mario DI STEFANO is actively engaged in various business development activities. Over the next 12 months, his planned activities include participating in events organized by:

- American Chamber of Commerce in Luxembourg
- British Chamber of Commerce in Luxembourg
- Chambre Française de Commerce et d'Industrie Luxembourg
- Indian Business Chamber of Luxembourg
- Camera di Commercio Italo-lussemburghese
- FEDIL
- Deutsch-Luxemburgische Wirtschaftsinitiative
- Luxembourg Confederation

DI STEFANO / DSM Avocats à la Cour (Luxembourg) continued

In addition to these memberships, Mario plans to attend several key conferences and international trade fairs, such as the International Bar Association (IBA) Conference, ExpoReal in Munich, and the MIPIM in Cannes.

He is also a member of the Cercle Munster, Paperjam Business Club, IMS CEO Club, and B17 business club in Luxembourg.

He regularly writes articles for magazines and hosts conferences and webinars.



FIRM: [Domański Zakrzewski Palinka sp.k.](#)

SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Poland



Name: [Bartosz Marcinkowski](#)

Title: Partner

Practice/s: Corporate and M&A

Email: Bartosz.Marcinkowski@dzp.pl

Phone: +48 504 232 783

Advisory on company law and mergers and acquisitions has been one of the key areas of services provided by Domański Zakrzewski Palinka since the Law Firm was founded in 1993. Over 40 renowned and experienced experts work under the leadership of 12 Partners (specialized in different sectors) on all types of transaction and across industries, including innovative operations on an international scale. We carry out transactions of various types, including leveraged buy-outs, MBO's, joint ventures, LBO's, reorganisation and restructuring projects, covering both company mergers and demergers, and also take-overs in regulated sectors. We also have deep experience in market-listings, delistings, mergers, etc.

KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.)

| | | |
|------------|------------------|--------------------------|
| 1. Finance | 3. Healthcare | 5. Manufacture |
| 2. Energy | 4. Life Sciences | 6. Retail trade and FMCG |

CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING

| | | |
|---------------------------------|---|-----------------------------------|
| 1. Global and regional PE funds | 3. Regional industrial champions | 5. DPO / shared service centers |
| 2. Global and regional VC funds | 4. Distribution networks / chains (e.g. 7-11 Franchising) | 6. FMCG producers / distributions |

CURRENT [NON-CONFIDENTIAL] CLIENTS

| | | |
|-----------|------------------|--------------------------------|
| 1. ING | 3. BNP Paribas | 5. Amphenol Corporation |
| 2. Danone | 4. Mercedes-Benz | 6. Babcock International Group |

CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST

Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?

A: Targets/investment intelligence exchange.

Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)

A: IBA Annual Conference Mexico City, IBA Private Equity Transactions Symposium (London), 13th IBA European Corporate and Private M&A Conference (Paris), IBA Annual International Mergers & Acquisitions Conference (New York), roadshows (England, Spain, France, Korea, China).

FIRM: [Vernon | David](#)

SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Romania



Name: [Maria Nica](#)

Title: Partner

Practice/s: M&A, Corporate

Email: maria.nica@vdalegal.com

Phone: +40-727-788-418

Vernon | David is an international boutique law firm specializing in complex commercial transactions, disputes, regulatory matters and compliance issues. We pride ourselves in helping clients close deals, identify risks and avoid legal impediments and disputes. Over the years, we have advised on numerous M&A projects, including cross-border and local acquisitions, asset purchases, share deals (both private and listed), domestic privatizations and joint ventures. We are highly skilled in planning for and dealing with the labor and employment aspects of an acquisition or merger.

Our commercial practice provides practical, understandable, and timely advice, covering all areas of business activities and needs. Whether we are advising on strategic transactions or day-to-day activities, our substantial commercial experience allows us to assist our clients with the most challenging of issues and situations. We provide advice on a wide assortment of complex supplier and customer agreements, distribution and franchise arrangements, consumer and data protection issues, sales, labeling and marketing matters.

Currently, we have offices in Bucharest, Romania and Chisinau, Moldova.

KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.)

| | | |
|---|---|----------------------------------|
| 1. Agricultural & Farming | 3. Pharmaceuticals and Food Supplements | 5. Mineral Extraction & Quarries |
| 2. Heavy Industries and Steel Manufacturing | 4. Renewable Energy | 6. Retail |

CROSS-SELL OPPORTUNITIES: LIST CLIENTS THE YOU AND/OR THE FIRM IS TARGETING

| | | |
|-------------------------------------|---------------------|-------------------|
| 1. Electronic Arts (EA games) | 2. Ahold Delhaize | 3. Renault / Ford |
| 5. Nestlé / Danone / Unilever / P&G | 4. Holcim / Lafarge | 6. Inditex |
| 7. Lear | 8. Sumitomo | |

CURRENT [NON-CONFIDENTIAL] CLIENTS

| | | |
|-----------|-----------------------|------------------|
| 1. Artrom | 3. Banca Transilvania | 5. Casella Wines |
| 2. Oracle | 4. Top Farms | 6. Victoriabank |

Nica / Vernon | David (Romania) continued

CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST

Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?

A: We believe that a strong and active M&A group within SCG legal is a key factor in potential growth. We would be very supportive and active in aiding any and all marketing initiatives within the group, including marketing events at the relevant conferences and business group.

Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)

A: We plan on joining and becoming active in the IBA (International Bar Association). Until recently, we have not participated. This is a major initiative for us. We are active in SCCE (Society of Corporate Compliance and Ethics) and have in the past spoken at their European annual events.

Partners in our firm are active locally in numerous business and professional organizations (Fulbright Commission and AmCham) and hold board positions in several of these institutions, including European Business Association and the International Court of Commercial Arbitration (Moldova).

We also speak regularly at local conferences, most recent being AmCham's Business Development Conference for Moldova/Romania. We are currently working on updating and expanding the list of speaking engagements for our partners over the upcoming year.

We are also currently in the process of tailoring a series of live face-to-face educational/networking events on various topics of interest, including on M&A and Corporate.

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| FIRM: CNPLaw LLP | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Singapore | |
|  | Name: Pradeep Kumar Singh |
| | Title: Equity Partner, Management Committee |
| | Practice/s: Corporate M&A / Capital Markets / Financial Services Regulatory / Labour & Employment |
| | Email: pk Singh@cnplaw.com Phone: +65 6349 8679 |

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
|--|---------------------------|---------------|
| 1. Manufacturing and industrials | 3. Real estate | 5. Healthcare |
| 2. Technology | 4. Consumer goods, retail | 6. Oil & Gas |

| CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING | | |
|---|-------------------|--|
| 1. Aquaculture | 3. Transportation | |
| 2. ESG | 4. Agriculture | |

| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
|---|---------------------------------|---|
| 1. Aztech Global Ltd | 3. Datapulse Technology Limited | 5. Innova Sourcing Co., Limited |
| 2. Intrepid E-Commerce Services Pte Ltd | 4. Founders of Rebonics Pte Ltd | 6. Global Palm Resources Holdings Limited |
| 7. Fedegari Group | 8. Grupo Aeromexico | 9. The Intec Group Holdings |

| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
|--|
| <p>Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?</p> |
| <p>A: CNPLaw LLP is annually endorsed and recommended by various professional and commercial publications, including Asialaw Profiles, Chambers and Partners, IFLR1000, and the Legal 500 Asia Pacific for its expertise across different practice areas.</p> <p>CNPLaw LLP serves a wide-ranging client base, including private and public companies, high-net-worth individuals, the public sector, property developers, and financial institutions. We pride ourselves in providing the same level of dedication and attention to detail for each and every one of our clients. The firm supports clients in all major Asian markets and globally.</p> <p>To maximize our success, SCG's dynamic collaborative framework will allow us to tap on its robust, relevant and timely resource offerings. As such, we aim to constantly refine our market knowledge and coordinate with fellow member firms to seamlessly deliver coordinated, strategic and cost-effective solutions for litigation, transactional and regulatory matters.</p> |

Singh / CNPLaw LLP (Singapore) continued

| |
|--|
| Collaboration via cross-referrals, networking opportunities to meet in person or via various online platforms with clients in the same line of business |
| Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.) |
| A: Attendance at SCG Legal Midyear Meeting in Barcelona 2025. |


| | |
|---|--|
| FIRM: CNPLaw LLP | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Singapore | |
|  | Name: Wong Pei Ling |
| | Title: Partner |
| | Practice/s: M&A/ Corporate, Employment & Technology (Data Protection) |
| | Email: plwong@cnplaw.com Phone: +65 6349 8737 |

| | | |
|--|-------------------|---------------------------------|
| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
| 1. Technology, Gaming | 3. Transportation | 5. Manufacturing and Industrial |
| 2. Consumer Goods, Retail | 4. Healthcare | 6. Services |

| | | |
|---|-----------------------------|--|
| CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING | | |
| 1. Aquaculture | 3. Transportation/Logistics | |
| 2. ESG | 4. Agriculture | |

| | | |
|---|-------------------|-----------------------------|
| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
| 1. TD Synnex Tech Data | 3. Dynasty Group | 5. Speedcargo |
| 2. Aztech Global Ltd | 4. Fedegari Group | 6. The Intec Group Holdings |
| 7. Grupo Aeromexico | | |

| |
|---|
| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
| Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success? |
| A: CNPLaw LLP is annually endorsed and recommended by various professional and commercial publications, including Asialaw Profiles, Chambers and Partners, IFLR1000, and the Legal 500 Asia Pacific for its expertise across different practice areas. CNPLaw LLP serves a wide-ranging client base, including private and public companies, high-net-worth individuals, the public sector, property developers, and financial institutions. We pride ourselves in providing the same level of dedication and attention to detail for each and every one of our clients. The firm supports clients in all major Asian markets and globally. To maximize our success, SCG’s dynamic collaborative framework will allow us to tap on its robust, relevant and timely resource offerings. As such, we aim to constantly refine our market knowledge and coordinate with fellow member firms to seamlessly deliver coordinated, strategic and cost-effective solutions for litigation, transactional and regulatory matters. Collaboration via cross-referrals, networking opportunities to meet in person or via various online platforms with clients in the same line of business. |
| Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.) |
| A: IAAP Asia Privacy Forum 2025, SCG Legal Midyear Meeting in Barcelona |

| | |
|---|---|
| FIRM: Van Benthem & Keulen | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): The Netherlands | |
|  | Name: Sander Marges |
| | Title: Partner |
| | Practice/s: Corporate, M&A |
| | Email: sandermarges@vbk.nl Phone: +31 6 51836868 |

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
|---|----------------|---------------|
| 1. engineering | 3. food & agri | 5. IT & data |
| 2. infrastructure | 4. leisure | 6. automotive |

| CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING | | |
|--|----------------|-------------|
| 1. Carrier | 3. EDGE | 5. Shimano |
| 2. Kärcher | 4. Bridgestone | 6. Mondalez |

| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
|------------------------------------|--------------|-------------------------------|
| 1. Sweco | 3. Eurofiber | 5. MegaGroup |
| 2. Emil Frey | 4. Certhon | 6. Walibi/Compagnie des Alpes |

| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
|---|
| Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success? |
| A: <ul style="list-style-type: none"> • Direct introductions to clients of other firms that have existing business in the Netherlands or plans to enter the Dutch market. • A comparative guide with differences in M&A between jurisdictions, both from a legal (incl regulatory) & cultural point of view • Access to AI tooling beneficial to M&A practice • Sharing best practices on deal (flow) management |
| Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.) |
| A: IBA annual conference, SCG meetings + we will host an event as part of our recurring program for in-house counsel, which a large number of in-house counsel of large corporates will attend. |

FIRM: [Erickson and Sederstrom, PC, LLO](#)

SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): United States / Nebraska



Name: [Bill Foley](#)

Title: Partner / President

Practice/s: Corporate M&A

Email: wfoley@eslaw.com

Phone: 402-390-7132

Erickson and Sederstrom’s (ES) Corporate and M&A team acts as General Counsel for and business advisor to a diverse group of businesses, from entrepreneurial start-ups to multi-generational family-owned companies. ES has extensive experience and knowledge in advising clients in matters related to corporate governance, mergers and acquisitions, securities, finance, tax, and real estate.

Bill has been the President of ES since 2021. Bill also leads the firm’s Corporate and M&A team and works closely with Shay Garvin (partner) and Andrew Collins (partner) on Corporate and M&A matters.

KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.)¹

| | | |
|----------------|-------------------------------|---------------------------|
| 1. Healthcare | 3. Transportation / Logistics | 5. Aviation |
| 2. Agriculture | 4. Franchising | 6. Automotive Dealerships |

CROSS-SELL OPPORTUNITIES: LIST THE CLIENTS YOU AND/OR THE FIRM ARE TARGETING²

CURRENT [NON-CONFIDENTIAL] CLIENTS³

CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST

Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success?

A: ES would like to be a resource for other SCG members that have client needs in our market and ES would like to use other SCG members as a resource for our client’s needs in other markets. ES would also be interested in sharing and hearing about Corporate and M&A trends in other markets.


Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.)

A: Members of the ES Corporate and M&A team sit on the boards of several local companies and participate in a variety of local speaking events and conferences.

¹ ES represents clients in multiple other industries.

² ES isn’t targeting any specific clients, but would be interested in assisting any local, national, or international clients with legal needs in our market.

³ ES prefers to keep its clients confidential, but represents a wide range of clients from small local startups to national franchisors and publicly traded companies.

| | |
|---|---|
| FIRM: Dilinh Legal | |
| SCG LEGAL JURISDICTION (COUNTRY/STATE, ETC.): Vietnam | |
|  | Your Name: Michael Kuman Lee |
| | Title: Partner |
| | Practice/s: Corporate and M&A, Labor, TMT, Life Science, Competition, Trade, and Arbitration |
| | Email: michael.lee@dilinh.com Phone: +84 90 2727 935 (cell) |

| KEY CLIENT SECTORS/INDUSTRIES (Oil and Gas, Tech, etc.) | | |
|--|---------------|---------------------------------|
| 1. Manufacturing | 3. Technology | 5. Real Estate and Construction |
| 2. Pharmaceuticals | 4. Automotive | 6. |

| CURRENT [NON-CONFIDENTIAL] CLIENTS | | |
|---|--|------------------|
| 1. Phu Hung Group | 3. Union Underwear (dba Fruit of the Loom) | 5. Ipsen Pharma |
| 2. Henkel AG | 4. Jones and Vining | 6. Mayoly Pharma |

| CROSS-SELLING/BUSINESS DEVELOPMENT WISH LIST |
|--|
| Q: What cross-selling/business development resource/support from SCG and our members would be of greatest benefit to your success? |
| A: We can assist with all legal aspects of inbound investment and market entry. We can also serve the corporate legal needs of foreign entities operating in Vietnam. We are particularly well positioned to assist in the areas of: <ul style="list-style-type: none"> 1. M&A. 2. Competition law filings and clearances. 3. Providing legal support for US anti-dumping actions. 4. Data privacy law compliance, documents (e.g., notices, policies, and DPAs), mandatory filings, and training. 5. Contentious and non-contentious labor matters. 6. Advising on regulatory compliance issues (e.g., marketing) for foreign pharmaceutical companies. |
| Q: Please identify your business development activities for the next 12 months (conferences you will be attending, business groups you belong to, etc.) |
| A: I plan to attend the SCG mid-year event in Barcelona, Spain (May 15-16). I also plan to conduct 3-4 seminars in Ho Chi Minh City, Vietnam through AmCham Vietnam. |



For more information about the network, its firms, and its impact:

scglegal.com