LATAM Investment Matrix Service

DWF's approach to strategic Legal, Regulatory and Operations risks' assessment services in **Latin American investments.**

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Investing in Latin America?

Global investments and business models may take many schemes and involve several strategies, including:

- Acquisition of companies or assets;
- Investment in start-ups or franchises;
- Mergers and corporate restructuring;
- Expansion into new countries or regions;
- New distribution or supply chain channels;
- Onboarding of new local strategic partners;
- among others.

Depending on Client's needs and core business sector, **DWF LATAM Group** is able to draft a sole / one-stop Investment Matrix based on DWF's unique services, through which, we are able to identify a complete range of potential risks and opportunities in particular geographic locations and industries.

DWF Key Differentiator

DWF is a leading global provider of integrated legal and business services.

We listen to our clients and there is a growing desire for legal and business services to be delivered in an easier and more efficient way. So, we've built our business and designed our range of services on this principle.

We have three offerings – Legal Services, Legal Operations and Business Services. Our ability to seamlessly combine any number of these services to deliver bespoke solutions for our clients is our key differentiator. Delivered through our global teams across nine core sectors, our Integrated Legal Management approach delivers greater efficiency, price certainty and transparency for our clients without compromising on quality or service.

LATAM Investments: A 360º Analysis

1. Regulatory

Research about and define specific **federal, local and municipal regulations, rules** or permits on environmental studies, construction, local approvals, define **name and contacts of key public enablers**. Define routes of legislative approval, when needed.

Also, define **specific rules and public organisations** affecting or in connection with core activity or product.

2. Government

Also, provide local expertise on **non-legal aspects but affects Direct Foreign Investment** decisions such as local **security, labour availability, political stability, social opposition**, local strengths and weaknesses and risk mitigation strategies.

Identify problems on the supply of **public services and utilities** as well as defining options is also part of the analysis including reliability on water and power supply.

3. Legal Services

Aside from the obvious Due Diligence, define **key legislation affecting both the decision and operation stages** of such new venture or investment.

This includes advisory on international and institutional legal frameworks on **Intellectual Property, Wages, Real Estate, Tax, Dispute Resolutions and International Trade all tailored** to the specific business core - product of the Client, including International Treaties.

4. Legal Operations

Our global Key Differentiator.

Using **Legal Operations capabilities to include Litigation Investigation, e-Discovery, Horizon Scanning as preventive risk methods,** identifying potential negative hidden situations not detected on a standard Due Diligence.

Introduction to Horizon Scanning for LATAM

Our services enable a proactive strategy to provide your organization with the advantages and capabilities that are instrumental in improving compliance, risk management, and strategic decision-making.

Client challenges

- Staying on top of new laws affecting business in LATAM
- Getting real-time alerts on critical law changes
- Assessing impact on organization
- Resource constraints
- Changing from legal and regulatory remediation to monitoring
- Local business and legal environments

Client benefits

- Improve legal compliance, limit potential liabilities
- Anticipate regulatory changes for early risk mitigation in LATAM
- Gain a competitive advantage by staying ahead of new laws
- Gain insights into emerging statutory/ regulatory trends
- Utilize this information for better data/resource management

Horizon Scanning for LATAM

Key Metrics (e.g. for one client)

- 5000+ URLs tracked on daily basis
- 3,000 updates analyzed daily
- 100k summaries delivered to date
- 150+ countries covered
- One business day TAT

Practice Areas

- Energy
- ESG
- Corporate / M&A
- Construction
- Commercial - Industrial
- Nearshoring

Process and Technology

- Lean and efficient process
- Relevancy determination
- ML / AI-powered summaries
- Live dashboards

Horizon Scanning – Process

Leveraging People, Process and Technology

1. Initial Knowledge Transfer
2. Playbook/ Document Creation
3. Scanning Websites via Web Crawlers
4. Relevancy Determination via ML
5. Generative AI Assisted Summarization
6. In-depth Quality Assurance Review
7. Final Delivery

Smart Resourcing

Leveraging Smart Technology

Smart Process

LATAM Investment Risk Matrix – Workflow

1. Identify

Identify risks normally detected in a standard legal Due Diligence, but also, **define regulatory, governmental, political, social, public services threats** affecting the final decision.

Our 360 vision assessment is crucial to understand and define solid grounds for decisions and future success of investments in Latin American complex under its **unique legal, social, political and economic landscape**.

2. Define

Define those risks from **legal, social, political and economic** landscape in each of options available for the Client.

Also, definition of origin of threats is important since risk mitigation strategies will tackle the origin, when feasible.

Conduct a research **of ethical public enablers or organisations to support** future efforts.

3. Assessment

A sound assessment of threats is fundamental. To do this, we define those **risks from different angles** since they shall be understood not from a single perspective. As such, a legal non-risk perspective can be a potential threat from a social or political point of view.

This **local understanding of components** is crucial in Latin American investments.

4. Prioritize

Finally, based on our findings, clients can take an acknowledged decision being aware that not only standard legal Due Diligence was followed**, but considerations about a complete 360 landscape** was properly conducted.

This will allow Clients to take better decisions which ultimately helps their businesses to thrive in Latin America.

Case Study - Mexico

Distribution Scheme *vs* Direct Foreign Investment of Automotive Components Factory in Mexico

A Client requests an Investment Matrix assessment regarding the main legal aspects to consider between the implementation of a Distribution Scheme of their foreign made products through local dealers or considering the acquisition and investment on an existing facility to transform it on a plastic injection-made automotive components, both devoted to car manufacturers located in the region.

In such case Regulatory, Government, Legal Services, Legal Operations on both local dealers and feasible existing facilities (all candidates proposed by Client) reviewing local permitting, due diligence, e-Discovery, Wages, Real Estate, Tax, Dispute Resolutions and International Trade based on the specific business core - product of the Client, including how International Treaties in place can support and make either option more efficient. Finally, we conducted a review or public services, local enablers and organisations and their availability to support the demand of future investment and growth.

Findings can be summarised as follows:

- Local Dealer with good business reputation and Due Diligence and e-Discovery found no major threats to operation. Federal Import Permit in place, although had to be renewed soon.
- Existing facility needed updated permitting since was registered with a different purpose. Local Municipality was open to support the change once all documentation and filings were properly made. Some Municipal licences were required including Construction Permit and Civil Protection. Chain of Title showed no risks although some property taxes were owed.
- Some problems with Electricity availability and reliability. The Government of the State and in particular the State Energy Agency in coordination with the Mexican Federal Electricity Commission, would find power supply solutions. This might be a red flag if not achieved.
- Both schemes included within Mexican federal laws and international free trade agreements among both host and foreign investor's countries. Producing products abroad (EU-Certificate) was not a burden since product, if imported, would be integrated to a final product made in Mexico. Surveillance of "Made in Mexico" rulings conducted to achieve maximum available benefits.
- Connections with Local Chamber of Commerce and Federal Association of Automotive Suppliers.
- Importation and tax-duties impact of both final plastic components from EU and importation of machinery if produced in Mexico conducted.
- Review of local taxes, wages and local support if in the case of new operations in Mexico.

Case Study

Key Findings and Recommendations

Power

Local power supply had to be solved if facility acquisition goes forward. Changing Power Laws in Mexico and its efficiency shall be followed up to secure interconnection of premises.

Local Support

Local support from both State and Municipal authorities in place. Permitting Gant execution for a seamless follow up. List of key public and private enablers conducted.

Access to USMCA

Review of benefits under International Treaties. Depending on future growth, direct access to USMCA can show different perspectives.

Facility

Proposed facility with no major detected risks. Social opposition not detected. List of local permitting and contacts delivered.

Continuous change of laws under **Horizon Scanning**

Distribution

Good business standard of proposed local Distributor. Importation Federal Permit to be renewed soon. Suggestion of non-exclusivity.

Government

Federal, State and Municipal authorities aligned with both options. Support to secure (public security) strategies requested.

Who we are

Legal teams are under increasing pressure to deliver greater strategic value, control costs and manage risk. Our Legal Operations services combine global expertise in operations, technology and consulting to design and deliver smart, innovative and integrated solutions that transform the delivery of legal services.

Recognised consistently in Chambers NewLaw Guide as a top tier provider, we help clients optimise processes, harness advanced technology and automation, strengthen governance, and drive measurable efficiencies – creating legal functions that are fit for the future.

Experience
+20 years supporting clients

Scale
500 ALSP team members,
5,000+ total DWF colleagues

Portfolio
Fortune 1000 & FTSE 250 clients

Secure
ISO 27001 certified

"DWF are outstanding in their delivery, in their understanding of business needs and requirements, and their prompt attention to requests, personal interactions and commitment to ensuring the positive outcomes for our business needs."

Chambers NewLaw Guide 2026 – Legal Transformation Consulting

Chambers Rankings

Leading firm in NewLaw 2026

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Band 2 - Contract Lifecycle Management
Band 2 - Legal Transformation Consulting
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World Commerce & Contracting

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IAOP The Association with Collaboration at its Core.

25 YEARS CHICAGO INNOVATION

DWF is a leading global provider of integrated legal and business services.

Our Integrated Legal Management approach delivers greater efficiency, price certainty and transparency for our clients.

We deliver integrated services on a global scale through our three offerings; Legal Services, Legal Operations and Business Services, across our key market groups. We seamlessly combine any number of our services to deliver bespoke solutions for our diverse clients.

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