



PUBLIC AFFAIRS ■ TRADE INVESTMENT ■ SUSTAINABILITY

MISSION

We seek to reconcile public and private interests by building bridges between worlds of often distant logics and cultures.



About Us

- We possess the human capital, experience, and knowledge necessary for our clients to achieve their business and public policy objectives.
- We execute actions aimed at influencing political actors to promote decisions favorable to the client's interests.
- We accompany the investor in the decision-making process, as well as the design and execution of their investments and business operations.

Added Value

- Reputation
- Experience
- Knowledge
- Quality
- Transparency
- Honesty

Our Areas of Practice



Public Affairs

We contribute to achieving the objectives of companies and organizations in compatibility with the people and the environment in which they operate.

Trade Investment

We provide tools and strategies that generate benefits to companies by facilitating foreign trade operations and investment projects.

Sustainability

We accompany in achieving transformative objectives in social and environmental areas, incorporating them into the business strategy as a competitive advantage

Our Services



Public Affairs



- Governmental Mapping and Relationship Building
- Local Government and Communities
- Regulatory Framework and Public Policies
- Political Communication and Positioning

Our Services



Trade Investment

- Special Regimes
- Market Research, Feasibility, Value Chains
- Free Trade Zones and Economic Development Zones
- Customs and Logistics
- Trade Policy, Negotiation, and Administration of FTAs

Our Services

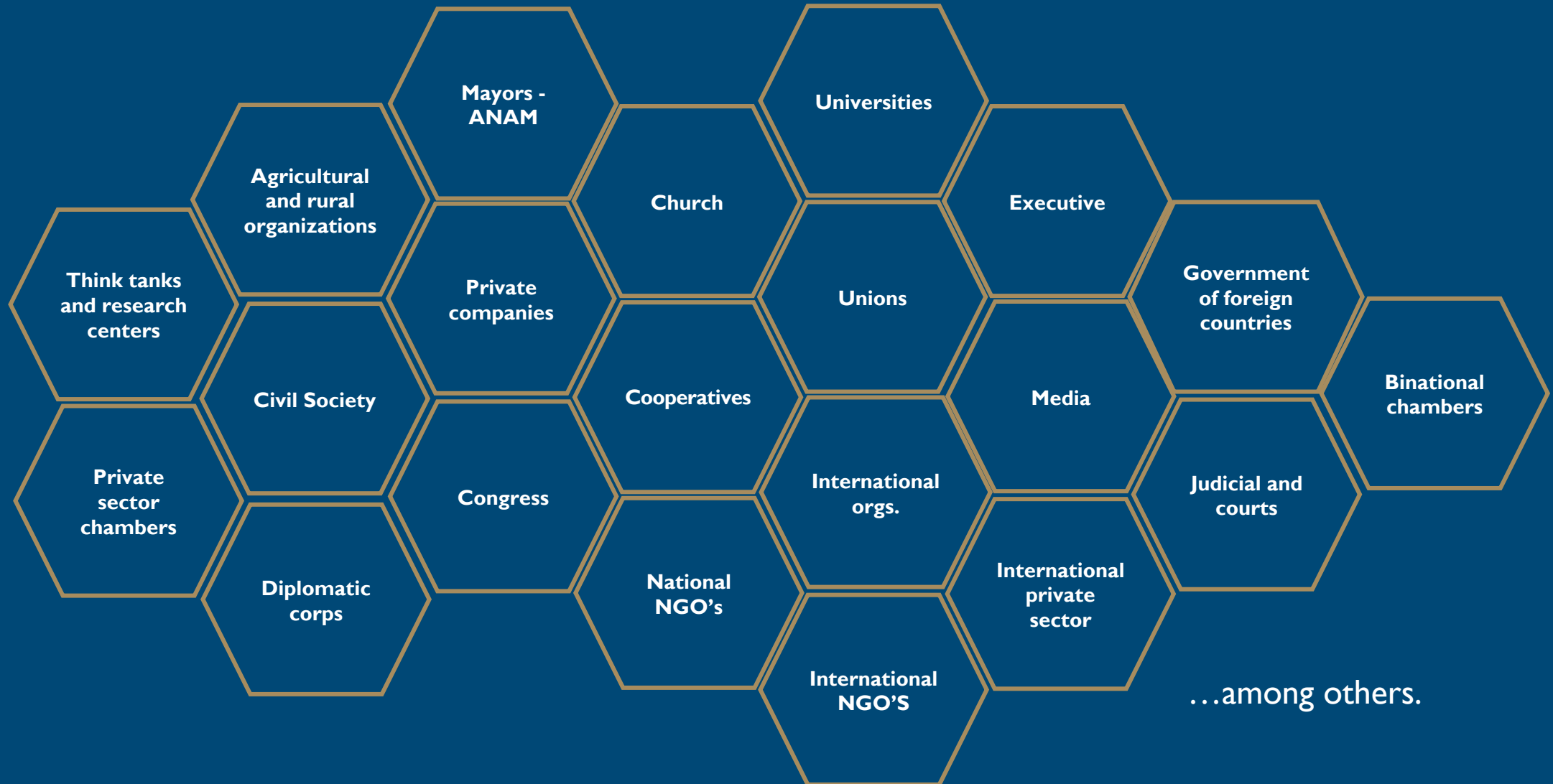
- ESG and SDG Criteria in Business Strategy
- Sustainability and CSR Strategies
- Social Impact Assessments and Mitigation Plans
- Environmental Instruments, Management and Mitigation Plans
- Capacity Building and Implementation Strengthening



Sustainability



Strategic Network



Our clients



Companies and business organizations



- Customs Warehouse (El Naranjo)
- Green Fabric, S.A. (ZDEEP user)
- Bioinsumos, S.A. (ZDEEP user)
- Association of Alcohol Producers of Guatemala

Our clients



Institutions and international organizations



Economic development



FUNDACION CASTILLO CORDOVA

Team



Rubén Morales Monroy

- Managing Director
- Lawyer, LLM
- Public affairs, trade & investment



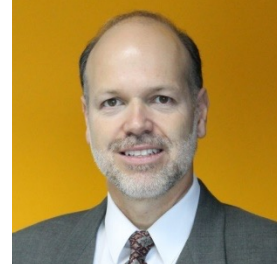
Sonia René Lainfiesta

- Economist and communicator
- Regulatory affairs
- FTAs and trade policy
- Central America integration



Facundo Vazquez

- Internationalist and public policy specialist
- Market analyst
- Public affairs



Pedro Murillo

- Communicator and political scientist
- Public affairs
- Political and corporate communication
- CSR



José María Flores

- CPA, MBA
- Sustainable finance
- Banking and finance
- Risk management



Carlos Ganddini

- Lawyer and Notary
- Legislative and Electoral Law
- Public Affairs
- Legislation and Regulations

Team



Luis Bedoya

- Anthropologist, Ph.D. in Social Anthropology
- Ethnographic studies
- Rural productivity
- Local development



Aída Lorenzo

- Industrial Engineer, MBA
- Environmental management, sustainability
- Renewable energies, biofuels
- Climate change



Héctor Marroquín

- Systems Engineer, MBA, CSR
- Business development
- Trusts and investment funds
- Fintech and microfinance
- Risk management and agricultural insurance



Pablo Jiménez

- Agricultural Engineer, MBA, Doctoral Candidate in Projects
- Boosting economic engines and value chains
- Productivity and competitiveness for SMEs.



Alfredo Bances

- CPA, Lawyer
- Ph.D. Candidate in Commercial and Tax Law
- Foreign trade and logistics
- ZOLIC, ZDEEP, Free Trade Zones
- Draw back (Maquila)



Alvaro del Cid

- Lawyer and Notary
- Labor and Environmental Law
- Indigenous Populations, Human Rights
- Constitutional Law

Team



Vilma Sierra, Honduras

- Economist
- Analysis of laws and public policies
- Export and investment development
- Business climate and regulatory facilitation
- Institutional relations



Fernando Ocampo, Costa Rica

- Lawyer
- Trade facilitation, border management
- FTAs, trade policy and Central American integration
- Investment attraction



Ana María Passarelli

- Administrative Coordinator
- Customer Service
- Monitoring and Support for Advisors



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