



# PPO Canada Desk: **Bridging the gap between Canada and Bolivia**

We are proud to announce the launch of PPO's Canada Desk, the gateway for business exchanges between Bolivian and Canadian actors from all sectors.



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## Our mission

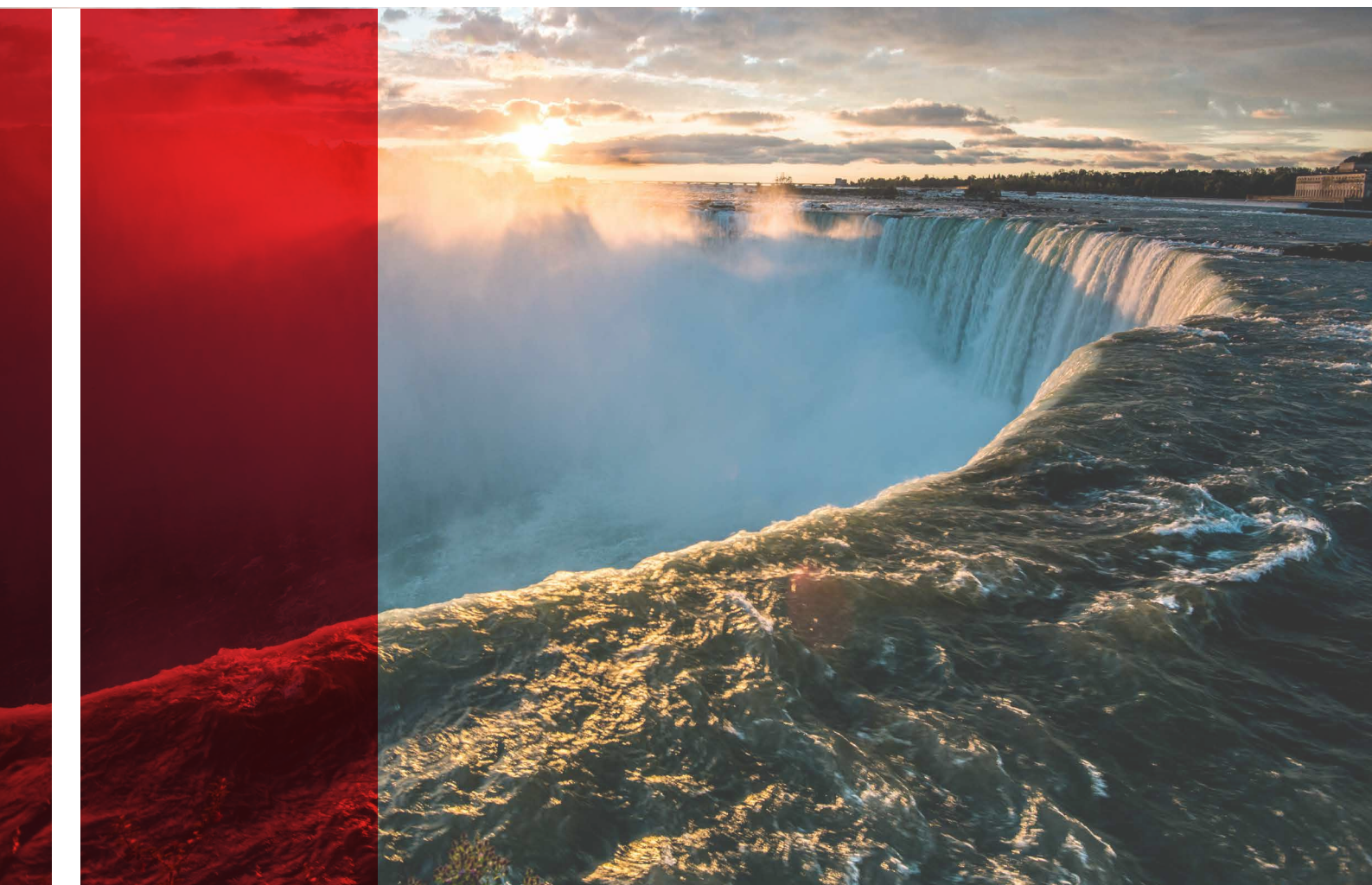
- Channel foreign investment to South America
- Act as a hub to attract and funnel connections
- Connect players from different business areas
- Add value to our clients' business proposals



## The Desk

In line with our commitment to provide the best possible service to our clients, we announce the launch of our Canada Desk, a uniquely positioned connection between Bolivia and North America.

PPO is a full-service legal firm with a high degree of specialization in advising multinational companies from a local perspective with strong ties in the region and around the world. The implementation of this Desk demonstrates our commitment to structuring North American investments to South America and connecting key players from all business sectors.







## Bolivia, the opportunity awaits

Our firm has been constantly working with a wide range of Canadian companies with particular focus on the mining sector. We have witnessed the successful landing of large foreign mining investments in Bolivia that were triggered after the start of operations of a trend-setting Canadian company guided by PPO, early in 2019.

These experiences have provided us with in-depth knowledge into Canadian business culture, including its requirements and expectations, all of which have been exceeded for our clients. As such, PPO is committing firmly to generate opportunities by delivering world-class service in Bolivia, for outbound and inbound investments.



## Our expertise

Our expertise is built on solid corporate experience aimed at understanding and executing the needs and dynamics of global businesses in order to facilitate and accommodate commercial exchanges from a legal perspective, regardless of the degree of specialization required.



## Landmarks

As 2021 marks the 60th anniversary of diplomatic relations between Canada and Bolivia, PPO embarks on a new venture as a permanent member of the Bolivian-Canadian Chamber of Commerce with a clear mission to act as an agent to promote Canadian-Bolivian commercial relations.



*We take the occasion to give thanks to all of our business partners and clients for putting their trust in PPO and we wish you a happy Thanksgiving!*



## **Bolivia** and **Canada** share more **than meets** the **eye!**

- Natural resource-based economies
- Presence of strong mining and agro-industrial industries
- Bilingual & multicultural population



## **Facts** about the **Bolivian-Canadian** diplomatic **relations:**

- Canada and Bolivia established diplomatic relations in 1961 when Alfred John Pick, Canadian Ambassador to Peru, was accredited in Bolivia. Since then, the Embassy of Canada in Peru and the Program Office of the Embassy of Canada in Bolivia have been working to expand and strengthen bilateral relations.
- Diplomatic relations between Bolivia and Canada celebrate their 60 years anniversary in 2021.
- The framework of the cooperation agreement between the Plurinational State of Bolivia and Canada celebrated its 40th anniversary in December 2018. Canadian cooperation has been active in Bolivia since 1977.
- The current international cooperation program focuses on gender equality, sexual and reproductive health and rights, and inclusive growth in Bolivia.



## **News** and **updates**

- The 2021 Bolivian Mining summit has yet to be announced and should be held in the next few months. Stay tuned for more updates!





# Canada Desk Team

*The Canada Desk team is integrated by members of our firm who are constantly working alongside Canadian companies and law firms, with unique ability, knowledge and experience to expand this ground-breaking initiative.*



**Pablo  
Ordoñez**

Pablo Ordoñez is a partner and he leads PPO's Tax Law team.

As leader of the Tax Law team, he habitually provides counseling to local and foreign companies in the design and implementation of fiscal structures to enable capturing investments in Bolivia, and the materialization of disinvestments. Likewise, he actively participates in the negotiation of complex corporate contracts for the sale of participation interests and assets, as well as commercial agreements, in relation to their fiscal effects and fiscal optimization alternatives. He also provides legal counseling to companies in different sectors with respect to the taxation effects applicable to their business. In a parallel manner, he has a broad experience sponsoring tax-related litigation processes filed before administrative and judicial entities.

Pablo regularly attends mining summits across Canada.



**Ana Valeria  
Escobar**

Ana Valeria is a senior associate in PPO's Intellectual Property and Data Protection teams. Over the course of her career she has worked with clients from all over the world and with all kinds of trademark and patent portfolios. She also works on the development of local marks, coordinating and supervising registrations around the world.

Her practice includes advice on trademarks, patents, and copyrights for their protection in Bolivia, and counseling on strategy for and prosecution of a variety of legal processes, from simple observations before the National Intellectual Property Office to complex infringement actions. She has comprehensive knowledge of the Bolivian intellectual property system and advises clients in all types of administrative procedures as well as judicial processes before the Plurinational Constitutional Court. She also has vast experience in negotiating coexistence agreements, licenses, and cease and desists.

Ana Valeria's practice is also developed in the field of entertainment, technology and especially in data protection. Her advice is complemented by her experience with consumer protection.

Ana Valeria travels frequently to Canada in connection with her IP practice.



**Vicente  
Guevara**

Vicente Guevara is an associate and member of PPO's Intellectual Property, Technology & Entertainment and Anticorruption and Compliance teams.

He regularly provides counseling to clients with respect to the development of intellectual property legal protection strategies with a focus on copyright and entertainment rights. This counseling is complemented by Vicente's previous experience in Film Studies at the University of Montreal in Canada.

As a member of the Compliance, Anticorruption and Investigations teams, Vicente provides assistance to follow up on normative compliance processes as well as prevention of corporate corruption for important transnational firms.

Vicente's professional experience includes advising on international arbitrations against the Bolivian State, counseling for the landing of digital undertakings in Bolivia, as well as the management of copyright proceedings, among other activities.





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