



**KATZ & LOPEZ**  
ATTORNEYS at LAW



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ABOGADOS - ATTORNEYS at LAW

# THE FIRM

KATZ & LOPEZ is a law firm offering specialized and customized juridical counseling to its clients. Established in 1994 by Roy Katz and Esteban Lopez, it is based on principles such as responsibility, confidentiality, honesty and promptness in its services.

It offers mercantile juridical counseling services for the constitution of corporations in the Republic of Panama and abroad, entrepreneurial and property planning and family estates.

Among the basis of specialties of the members of KATZ & LOPEZ is the participation in national and international arbitrations, focused in the diverse arbitrational rules and procedures existing in the International Agreements or Treaties.



In addition, they have a broad experience as consultants in real estate projects such as in sales and purchase agreements of lands, sale and purchase of stocks, private investments, incorporation to the Horizontal Property Regime, elaboration and negotiation of contracts, real-estate taxes and transactions in general.

Our offices are located in the Panamanian Banking Center in the 15th floor, General Bank Plaza building between the 50th Street and Aquilino De La Guardia Avenue. Our phone numbers are: (507) 223-2733 and our web site is: [www.katzylopez.com](http://www.katzylopez.com)

**The firm provides consulting services to companies involved in National and International transactions.**





KATZ AND LOPEZ SPECIALIZES IN COMMERCIAL LAW



# LEGAL SERVICES

KATZ & LOPEZ focuses on areas such as Commercial law, Alternative Methods of Dispute Resolution (ADR), Civil Law, Family Law, Administrative Law and other related branches.

1. MERCANTILE LAW
2. REAL ESTATES
3. ARBITRATION AND CONCILIATION
4. ADMINISTRATIVE LAW
5. IMMIGRATION MATTERS
6. LABOR LAW
7. FAMILY LAW
8. JUDICIAL PROCEEDINGS AND LAWSUITS
9. TRADE MARKS

# 1. Mercantile Law

Different Legal Agreements and Documents.



Our firm offers diverse corporate legal services such as: elaboration and review of mercantile agreements in general, including the distribution, agency, franchise, association, representation, bank documents, elaboration of negotiable instruments, consultancy, representation in negotiations for natural and juridical persons in the City of Panama, the Colon Free Zone and abroad.

**a.- Corporations:** Corporations are regulated and organized in Panama pursuant to Law No. 32 of 1927 and as of its enforcement, it has provided the legal structure for the organization of a large number of Panamanian and foreign companies.

KATZ & LOPEZ also offers incorporation services of corporations in other jurisdictions (offshore), such as in the British Virgin Islands (BVI), Belize and the Bahamas. It provides counseling in the elaboration of business structures which require the participation of foreign (offshore) and local companies, further to providing services to the additional needs of the client.

**b.- Private Interest Foundations:** The Private Interest Foundations were organized in the Republic of Panama by means of Law No. 25 of 1995 and constitute a convenient tool for the planning and distribution of family estates for the benefit of its members. The assets transferred to a Private Interest Foundation constitute a separate estate from the estate of the Founder. Management and control of foundations is according to its own rules or Regulations.

KATZ & LOPEZ provides complete counseling in the organization of Private Interest Foundations and the distribution of assets.

**c.- Free Zone:** The free Zone are governed by the Law No.32 of April 5, 2011 are defined as zones of Free Enterprise, specifically delimited, within which all the infrastructures, operational and administrative management are developed, under criteria of maximum efficiency, in order to establish themselves within this zone.

Companies from around the world, whose activities are the production of goods, services, high technology, scientific research, higher education, logistics, environmental services, health services and general services may operated in such free zone

Katz & Lopez participated in the issuance of this new legislation. And the Law firm was responsible for the establishment of the Free Zone Vaguil, in which the Panama Diamonds will develop. We have the capacity and the experience to incorporate and establish all the companies wishing to be established in a free zone, which provides a number of tax, labor and immigration incentives.

**d.- Securities and Banking:** We offer counseling to those businesses or commercial activities which require approval from the Superintendency of Securities, Superintendency of Banks and/or Superintendency of Insurance and Reinsurance in Panama.

**e.- International Call Center:** KATZ & LOPEZ has provided assistance and supervised the implementation of International Call Centers, from the petition for the concession of services before the regulatory entity, until the management and preparation of the Internal Labor Regulation.

## 2. Real Estates

Counseling in Real Estates and Incorporation to the Horizontal Property Regime Buildings, commercial centers and certain residential projects are organized or structured under the Horizontal Property Regime, requiring the presentation of petitions and obtaining the corresponding approval from certain governmental and administrative entities.

KATZ & LOPEZ provides counseling in all the procedures to be carried out in order to incorporate a real property to the Horizontal Property Regime. Likewise, it offers general assistance in the elaboration of documents, protocolization and registration of documents at the Public Registry of Panama. The law firm has a broad experience in this area and has provided counseling to several companies in the incorporation of multiple projects to this regime.

The firm also considers general operations related with the management of land and properties, such as segregation of land, elaboration of promise of sale and purchase agreements, lease agreements, constitution and cancellation of mortgages, tax exemptions, obtainment of titles on improvements located in the Colon Free Zone, and in general all those activities related to the construction and real estate business.





### 3. Arbitration And Conciliation

Alternative Methods of Dispute Resolution.

Arbitration:

The law firm has certified and experienced arbitrators, participating as proxies of parties in national and international proceedings, including the presentation or submission of arbitration petitions before authorized entities, representing the parties during the course of the proceeding and subsequently in the execution of decisions before the competent jurisdictions.

Conciliation and Mediation:

At times, the parties of an agreement could experience difficulties or disagreements in their transactions, being solved by an agreement or understanding submitting to a conciliation or mediation process.

In these cases, the members of the firm act as conciliators and mediators, or could represent one of the parties during the proceeding with the purpose of facilitating or promoting a dialogue, helping to determine the reason of the dispute.

Negotiation.

KATZ & LOPEZ has been negotiator in many controversies and has actively participated in transactions. The law firm has the capacity to prepare the necessary documents and/or petitions, as well as to hold meetings with the respective counterparts and its counselors in order to reach an understanding avoiding the parties to resort to a judicial system, or helping to conclude a judicial proceeding.

**4. Administrative Law:** KATZ & LOPEZ manage all the administrative procedures before official entities on concessions, bidding etc., special in the Tocumen International Airport and any other business relationship that needs to be developed by the clients before public bodies on issues such as Customs, Excise, Health and Trade and Industry.

**5. Immigration Matters:** KATZ & LOPEZ has extensive experience in the relocation process for executives and foreign workers, that need to establish in Panama with their families. We offer management of all types of temporary and permanent visas, even for restricted nationalities. The client will be guided from all the options granted by the Panamanian Immigration Law in the case of visas as the Panamanian labor authorities for Work Permits are required.

**6. Labor Law:** KATZ & LOPEZ provides legal counseling to its clients including services such as: elaboration of employment contracts, internal labor regulations, obtainment of work permits for foreigners, representation before the judicial and administrative authorities, elaboration of labor documents in general, acquittal of consultations, attention of individual conciliations and collective mediations before the labor authorities.



## 7. Family Law

The activities resulting from or related with family matters and the minor are regulated in Panama by the Family Code.

Our law firm provides counseling in sensitive issues such as divorces, alimonies, marriages, custody proceedings, regulation of visits, financial marriage rules, dissolution thereof, adoptions, protection measures, among others and has the capacity to assist the client during the different stages of the process, until reaching a solution to protect the interests of the minor, as well as the family welfare.



## 8. Judicial Proceedings and Lawsuits

Even though KATZ & LOPEZ is in favor of the solution of disputes in out-of-court settlements, the law firm has experience in lawsuits including Civil Law, Commercial Law, Family, Children and Adolescent Law, Labor Law and Administrative Law in General.

As a rule, the firm is prepared to represent the client in those judicial procedures related with the subject or matter providing its services or counseling.

## 9. Trade Marks

**a.- Industrial Property and Copyright:** The Republic of Panama is signatory of international conventions related with the subject of Intellectual Property. Likewise, our country has issued laws and legal provisions with the purpose of protecting this right.

KATZ & LOPEZ is in charge of the necessary procedures to obtain the registration of trademarks, patents and copyrights of its clients. In this field, the firm also provides search and supervision services of trademarks and patents of its clients. It also has excellent relations with lawyers of other jurisdictions, allowing to protect the right of its clients.

**a.1- Registration of Intellectual Property Rights at the Colon Free Zone:** Due to the intense international commercial activity of the Colon Free Zone, a registration office was created with the purpose of allowing the holders of intellectual property rights to file actions in relation to those activities that could be considered a violation of their rights, as is the case of the introduction to the country of merchandise through this Free Zone.



# PARTNERS



## ESTEBAN LOPEZ MORENO

**Practice Areas:** National and International Arbitration, Commercial and Corporate Law, Civil Litigation, Corporate due diligence, corporate structuring and reorganization

**Email:** [esteban@katzylopez.com](mailto:esteban@katzylopez.com)

**Education:** Santa Maria La Antigua University: Bachelor of Laws and Political Science, 1991. Tulane University, New Orleans, United States of America: L.L.M. International Law, Commerce and Finance, with specialization in Arbitration 1993. Panama Center of Conciliation and Arbitration: Sufficiency certificate as arbitrator, 1999.

**Professional Experience:** Legal Advisor to the Legislative Assembly of the Republic of Panama, year 1990-1994. Accredited ARBITRATOR and Secretary of the Center of Conciliation and Arbitration of Panama, of the Chamber of Commerce, Industry and Agriculture of Panama, Advisor for ICSID Arbitrations, ICC Arbitrations, UNCITRAL and for CAPAC (Panamanian Chamber of Construction) Arbitrations. Member of the ICC International Court of Arbitration. Mr. Lopez represent The Republic of Panama. Director of Aliado Bank.

**Associations:** Founding Member of the International Institute of Negotiation, Mediation and Arbitration, 2002. Founding

Member and Director of the Panama Chapter of the International Chamber of Commerce (ICC Panama), 2004. Member and Ex Director of the National Bar Association, Member of the Arbitration, Commercial Law - Financial Services, and Banking Practices and Techniques Commissions of ICC Panama. Member of the ICC Latin American Group of Arbitration.

Esteban López Moreno is an active member of diverse commercial organizations and charities, destined to provide social support and assistance. He is a Founding Member and former President of the Panama Chapter of Make-a-Wish Foundation.

**Languages:** Spanish and English.



## ROY KATZ RABINOVICH

**Practice Areas:** Commercial Law with main emphasis on Colon Free Zone transactions and Telecommunications.

**Email:** roy@katzylopez.com

**Education:** Santa Maria La Antigua University: Bachelor of Laws and Political Science, 1991.

**Professional Experience:** Member of the Board of Directors of the Association of Users of the Colon Free Zone, 2000 – 2001. Appointed representative for Panama before the International Telecommunications Forum, Washington, D.C., United States of America, 2001. Director – Advisor for Free Zone import export companies and telecommunications carriers. Actual Director of Metrobank. President of Beth-El Israeli Charity Association 2000-2002. Actual Vice-President.

**Associations:** Expert in the business of Jewelry, Member of the National Bar Association. Member of the Commercial Law – Financial Services Commission, and Telecommunications Commission of ICC Panama.

**Languages:** Spanish, English and Italian.



## **ZAIRA JAEN MARTINEZ**

**Practice Areas:** Registration and incorporation of estates to the Horizontal Property Regime , Family Law,Civil and Commercial Contracts. Corp Due diligence, Estate Taxation, Property and Asset planning.

**Email:** [zaira@katzylopez.com](mailto:zaira@katzylopez.com)

**Education:** Santa Maria La Antigua University: Bachelor of Laws and Political Science, "Cum Laude", distinction 1991. National University of Panama: Post-graduate degree in Mediation, Negotiation and Arbitration, maximum distinction, 2002.

**Professional Experience:** Legal Advisor to the Legislative Assembly of the Republic of Panama, year 1992-1999. Commission for the drafting and revision of the Panama Family Law Code, 1992-1994.

**Associations:** Founding Member of the International Institute of Negotiation, Mediation and Arbitration, 2002. Member of the National Bar Association.

**Languages:** Spanish and English.



THE FIRM IS MANAGED BY ITS PARTNERS ALONG WITH HIGHLY QUALIFIED LAWYERS



# ORIETTA SALAMÍN PERALTA



## Education:

University of Panama: Bachelor's Degree in Law and Political Sciences, 2001, Sigma Lambda (III position in the Honor Roll).

"Pontificia Universidad Javeriana" of Colombia and Latina University of Panama: Public Contracting Degree, 2005.

"Santa Maria La Antigua" University: Master's Degree in Commercial Law, 2008, Cum Laude (Honor Roll).

University of Authorized Public Accountant: Taxes Degree, 2010.

Santa Maria La Antigua University: Labor Law in Human Resources Degree, 2010.

## Professional Experience:

Ministry of Health: Purchasing Department and Legal Counseling Directorate, 2002 - 2005, Legal Counselor I.

Aeropuerto Internacional de Tocumen, S.A., 2005 - 2009,  
Lawyer III and Coordinator of the Board of Directors of the company;

KATZ & LOPEZ lawyer, since 2009.

## Associations:

National Bar Association: Member, 2001

## Practice Areas:

Administrative Law with specialization in biddings, concessions, public contracts and Immigration matters.

Languages: Spanish and English.



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# ALEJANDRA CASTRO



**Education:** Santa María La Antigua Catholic University: Bachelor's Degree in Law and Political Sciences, 2010. Graduated with Honors: "Cum Laude".

Santa María La Antigua Catholic University: Master's Degree in Mercantile Law (2014).

**Professional Experience:** KATZ & LOPEZ (2009)

**Fields of Practice:** Mercantile Law; Corporate Law; Due Diligence and Procedures for Incorporation to Horizontal Property Regime.

**Languages:** Spanish and English



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KATZ AND LOPEZ ADVISES CLIENTS IN THE PREPARATION, ORGANIZATION, AMENDMENT, ADMINISTRATION AND MERGERS OF CORPORATIONS INCORPORATED IN THE REPUBLIC OF PANAMA





OUR EXPERIENCED ATTORNEYS WILL ASSIST YOU THROUGHOUT THE PROCESS GIVING YOU THE CONFIDENCE YOU NEED.





THE FIRM IS A PROMOTER ACTIVE IN TERMS ALTERNATIVE METHODS TO CONFLICT RESOLUTION





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