



## Latin America International Core of Excellence (LatAm ICE)

Connecting and collaborating to address your cross-border goals

### Why a Latin America (LatAm) ICE?

Internationally, confidence in LatAm's emergence as a leading world market and its opportunity for sustainable growth is underscored by Deloitte's commitment to encourage business development in the region. Deloitte is keenly aware of the qualities that a professional services firm must offer in order to deliver real value to its clients in such opportune times. These qualities include an understanding of local tax laws and regulations, day-to-day business management, deep consideration for possible interaction with clients in investor and investee countries, and the ability and flexibility to anticipate the potential implications of cross-border transactions.

LatAm's rising economic profile has prompted an enormous increase in investment into and within the region, and LatAm investors are now also beginning to look outward for investment opportunities. In this active and exciting environment, Deloitte stands ready to assist its clients with cross-border offerings that include providing Global Business Tax services. Deloitte's Tax practice has capabilities and technology to help businesses improve and manage their income tax accounting and tax compliance processes. Deloitte's LatAm network of professionals also guide clients through a coordinated approach focused on each client's specific tax issues across multiple jurisdictions. Also, with the growing complexities that accompany cross-border investments, Deloitte is well-suited to assist clients with tax and advisory matters throughout acquisition and divesture processes.

### How can the LatAm ICE team help you succeed?

Our LatAm ICE team is available to assist you with business tax issues that may arise related to LatAm investments. The cross-border team is comprised of a network of tax specialists across LatAm and the US. The team is experienced in the tax, regulatory, and overall business environments of LatAm countries, as well as the US. Additionally, the LatAm ICE team can work closely with your professionals to provide insight and assistance in anticipating and resolving the cross-border intricacies inherent in business expansions, compliance operations, supply chain modernization, and mergers and acquisitions involving Latin American countries and the US.



### The LatAm ICE team

For more information, please contact one of our specialists below.

#### Argentina



##### Gastón Quignon

Partner  
+54 11 4321 3010  
gquignon@deloitte.com



#### Brazil



##### Marcelo Natale

Partner  
+55 11 5186 1003  
mnatale@deloitte.com



##### Daniel Yamamoto

Partner  
+55 11 5186 1563  
danielyamamoto@deloitte.com



#### Chile

##### Joseph Courand

Partner  
+56 22 729 8309  
jcourand@deloitte.com



##### Regina Scherzer

Director  
+56 22 729 8390  
rscherzer@deloitte.com



#### Mexico

##### Herminia Diaz

Partner  
+52 81 8133 7339  
hdiaz@deloittemx.com



##### Eduardo Gonzalez

Partner  
+52 55 5080 7057  
edugonzalez@deloittemx.com



##### Eduardo Vivanco Sodi

Partner  
+52 55 5080 7013  
evivanco@deloittemx.com



##### Daniel Salazar

Partner  
+52 89 9921 2474  
dsalazar@deloittemx.com



##### Josemaria Cabanillas

Director  
+1 718 508 6804  
jmcabanillas@deloitte.com



##### Fernando Silis

Director  
+52 55 5080 6970  
fesilis@deloittemx.com



##### Enrique Ugidos

Manager  
+1 212 436 3206  
eugidosaranda@deloitte.com



##### Eduardo Rueda

Senior Manager  
+52 55 5080 7676  
edrueda@deloittemx.com



##### Cesar Martinez

Senior Manager  
+52 55 5080 6760  
cesarmartinez@deloittemx.com