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# THE LEADING AVIATION LAW FIRM IN LATIN AMERICA



To our esteemed clients and friends,

For the past 30 years, we have provided exceptional advice to our clients in the aviation industry. Our team of experienced legal professionals understands the intricacies and complexities of the industry and have successfully guided numerous clients through their legal challenges and needs.

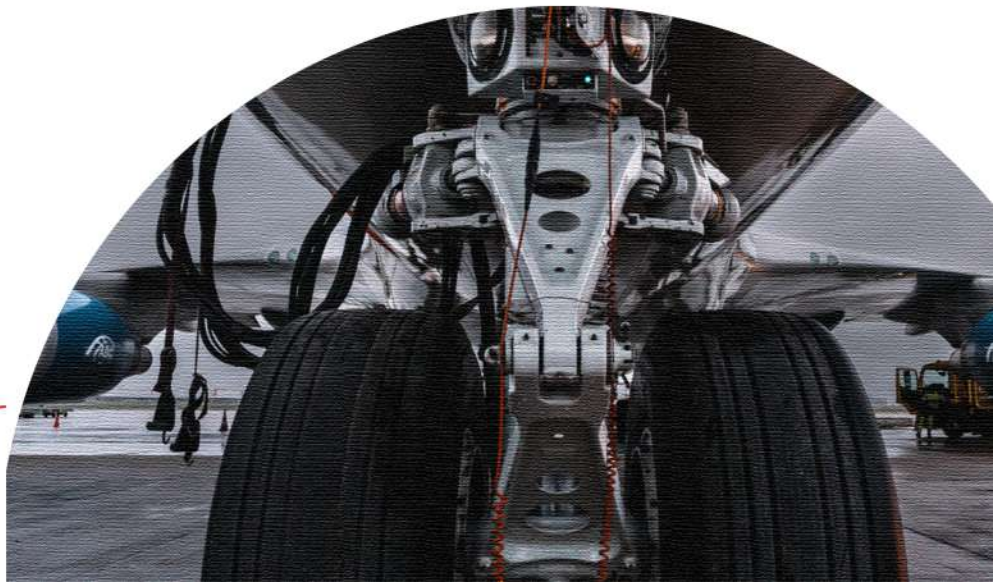
At Sierra LATAM, we take great pride in the relationships we have built with our clients. We believe that communication and creative solutions are two of the founding pillars of our service.

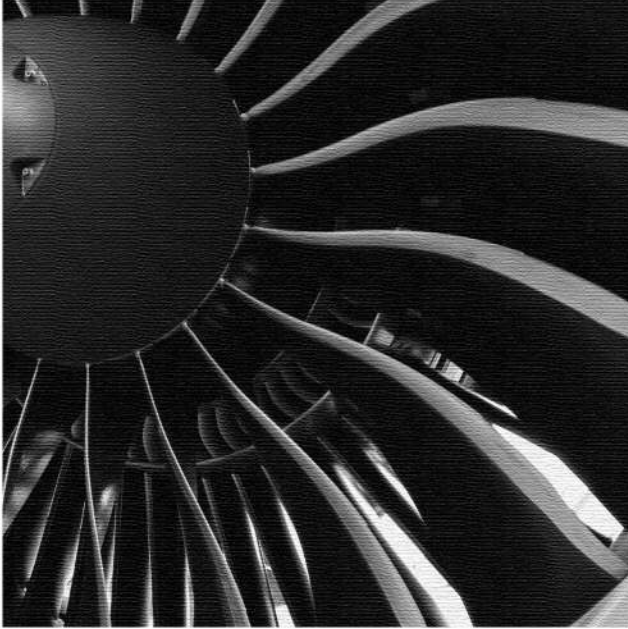
With the intention to provide our clientele with the same legal solutions we provide in Mexico, in recent months, we have expanded our capacities to various jurisdictions within Latin America. Our expansion will continue to uphold our values of dedication, integrity, and professionalism to ensure that our clients can navigate the Latin American legal landscape with confidence.

We would like to express our sincere gratitude for your trust over the past three decades. It is because of your continued belief in our services that we have been able to reach this milestone and embark on this exciting new chapter.

We invite you to join us on this journey as we expand our horizons and continue to provide you with the quality of services you know and trust. Together, we will navigate the skies of success.

Thank you.  
Sierra LATAM team





## WHO ARE WE

Sierra LATAM is the premier aviation full-service law firm providing services across Latin America.

Sierra LATAM prides itself on providing the highest quality legal services and solutions, with the customary level of sophistication and excellence that has characterized our firm.

With offices in Mexico City, Miami, and Cancun Sierra LATAM is strategically positioned to attend and meet your needs.



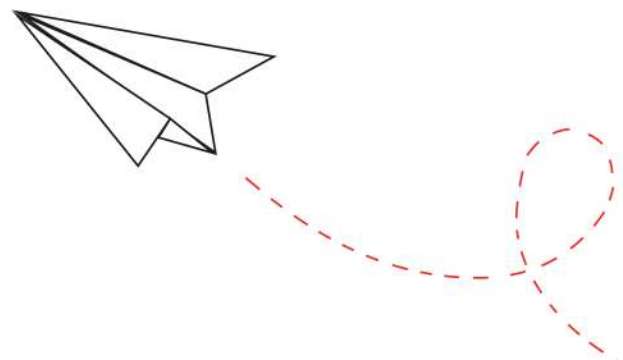
## OUR MISSION

We aim to provide all our clients with high-level analytical and individualized solutions in the region.

To facilitate this, we have established internal processes for our regional integrated services network.

We continue to holistically present -and tailor-creative and efficient solutions on:

- Aviation finance and leasing transactions.
- Regulatory and compliance aspects for international airlines and companies.
- And our comprehensive litigation practice.







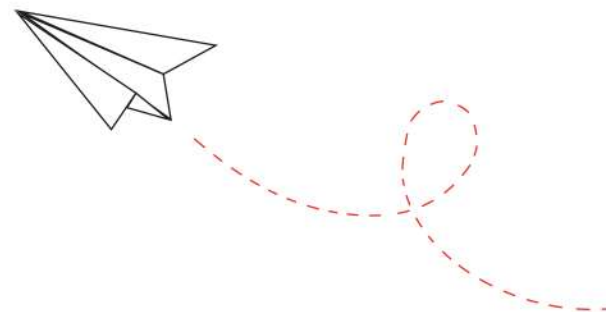
## OUR VISION

At Sierra LATAM we have a team of highly skilled attorneys and experts in aviation law, we possess the knowledge and experience necessary to provide integrated legal services to aircraft lessors, banks, financiers, airlines, aircraft manufacturers, service providers and other entities within the aviation industry. Our specialized focus allows us to offer tailored solutions and industry-specific guidance, meeting our clients' sophisticated needs and deliverables.



## OUR VALUES

As the leading legal firm in the aviation industry, we uphold our professional values with responsibility, justice, inclusion, diversity, honesty, and integrity, in every aspect of our business and beyond.



# EXPANSION AND MARKET OVERVIEW

The Boeing Commercial Market Outlook 2023- 2042 recognizes a 5.5% Traffic Growth and in 3.3% Annual Fleet Growth in Latin America. (BOEING COMMERCIAL MARKET OUTLOOK 2023-2042)



Furthermore, and in accordance with **Airbus's Market Forecast 2023**, 'The region's in-service fleet will double from the 1,440 aircraft in-service today to 2,820 in the next two decades. Out of the new passenger and freighter aircraft needed in Latin America and the Caribbean, 2,170 will be for the small segment, 190 for medium aircraft and 100 for large aircraft.

*"To fly this growing fleet, there will be a forecasted need for 33,000 new pilots and 43,000 technicians to be trained over the next 20 years in Latin America, representing a growth in the Latin America services market from **\$5.5 billion in 2021 to \$19 billion in 2040.**"* (Airbus Market Forecast 2023, estimates an evergrowing market for Latin America).

Sierra LATAM is committed to facilitating your business in the region.





# FIRM PROFILE AND AREAS OF EXPERTISE

Our firm is proud to provide its services in various areas of aviation specialization.

We assist our clients in such areas in which we have proven expertise and in which we can deliver the highest quality and the most knowledgeable advice. We approach each case with sophistication, leveraging our deep understanding of aviation law and regulations to provide innovative and effective legal solutions.

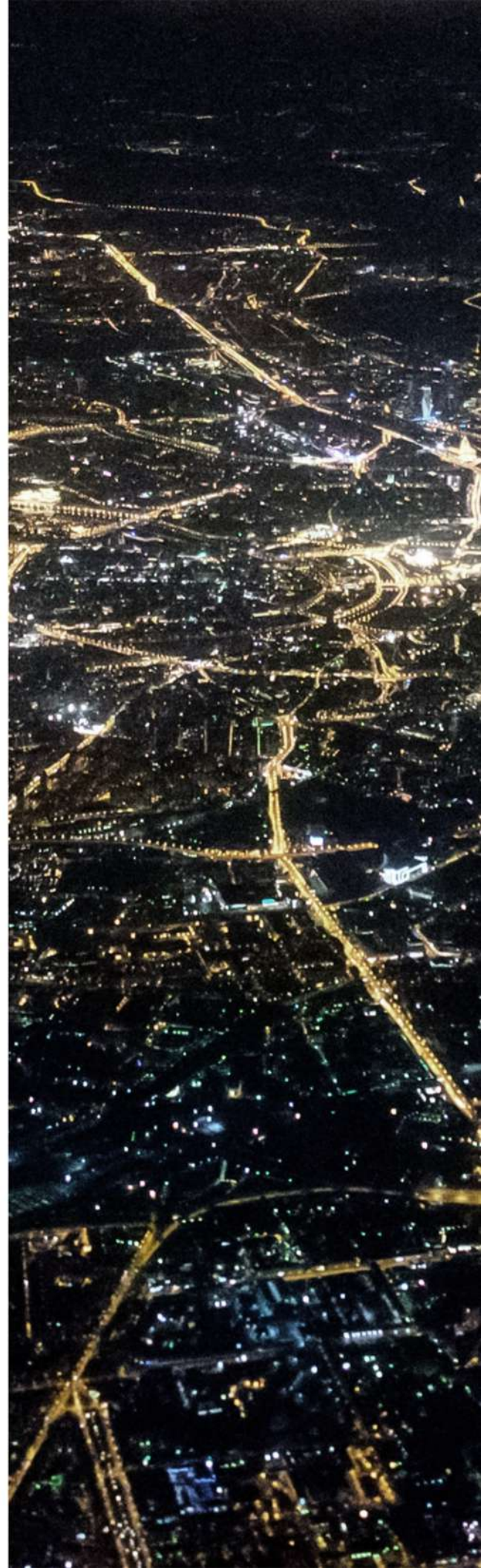
Main areas of practice:

## AVIATION LAW AND REGULATORY COMPLIANCE

We provide comprehensive solutions to regulatory and operational aspects of aviation law. We serve the most reputable air carriers of the world among other related companies and service providers.

We provide legal advice to our clients on:

- Regulatory and compliance aspects related to their operations.
- Obtaining governmental authorizations, licenses and permits for operations and flights for scheduled and non-scheduled operating permits, traffic rights, airport authorizations, et. al.
- Immigration, fuel, and air traffic control requirements.
- Code share and other related services and compliance aspects of an airline operation.
- Advise and compliance on corporate and tax related matters associated with their activities.
- Concession titles and any amendments thereto.  
Passenger and cargo transportation services and authorizations by the relevant authorities.
- Policy matters and antitrust issues.





# AIRCRAFT & OTHER ASSETS FINANCE & LEASING

We are the firm that represents the highest number of lessors and commercial aircraft equipment owners in Mexico.

With Sierra LATAM we intend to expand our service to these clients throughout the region.

Our practice includes:

- Drafting and negotiation of all documents involved in the purchase and leasing of commercial and executive aircraft, helicopters, engines and other aircraft equipment.
- Comprehensive aircraft financing transactions.
- Perfection of rights and enforceability of remedies.
- Involvement with the Aviation Working Group (AWG).

Sierra LATAM has also been an active participant and member of the Aviation Working Group's Executive Committee to the Legal Advisory Panel. Carlos Sierra chaired the group for two years. Sierra LATAM's involvement means that it is aware of recent developments in the air finance and leasing world, and part of a high-level brain trust for rapid solutions to Cape Town Convention (CTC) matters, including producing high level educational materials and guides for CTC practitioner's, judges, and Civil Aviation authorities worldwide. In addition, Sierra LATAM provides the secretariat secondment to AWG. An on-going secondment that has been running for over 10 years.



# LITIGATION, ARBITRATION & MEDIATION

Over 30 years, Sierra LATAM has repossessed more than 300 commercial aircraft and other aircraft equipment from defaulting airlines in Mexico, all varying in legal complexity and specific circumstances.

In all cases we have recovered the assets promptly and to the full satisfaction of our clients.

Our experience has allowed us to:

- Provide preventive advice which our clients have made part of their contracts.
- Advise on international arbitration proceedings.
- Conduct Commercial and administrative litigation.
- Participate in insolvency and restructuring proceedings.



# OUR TEAM

## PARTNERS



Carlos Sierra



Jessi Saba



Viridiana Barquín



Julio Vargas



Misael Arellano

# ASSOCIATES



Vera García



Natalia Deschamps



María Paula Pardo



Miguel Ruelas



Gerardo Reyes



Edgar Bezares



Arturo Fragoso



Carlos Sierra de la Peña



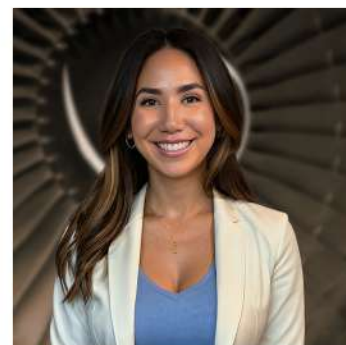
Ruben Mancilla



Ricardo Nerio



Javier García



Karla Baston

# ASSOCIATES



Paulina Nava

# SUPPORT STAFF



Radina de la Peña



Jorge García



Herman Solís



Susana Fuentes



Francisco Ramírez



# OUR CLIENTS

AVELO AIRLINES

AIRFRANCE

AIRTANKER AIRLINES

AIR TRANSPORT  
INTERNATIONAL

ALASKA AIRLINES

ALLEGiant AIR

CARGOJET

CARGOLUX AIRLINES  
INTERNATIONAL

CARGOLUX ITALIA

CHC HELICOPTERS

CONDOR FLUGDIENST

FLAIR AIRLINES

FRONTIER AIRLINES

HORIZON AIR  
INDUSTRIES

KLM

LINEAS AEREAS  
SURAMERICANAS

LYNX AIR

MALETH AERO

MCNEELY CHARTER  
SERVICE

OMNI AIR  
INTERNATIONAL

SMARTLYNX AIRLINES

SPIRIT AIRLINES

SUNCLASS AIRLINES

TURKISH AIRLINES

USA JET

VIRGIN AUSTRALIA  
INTL. AIRLINES

AIRLINES

<b>ABELO</b>	<b>AERCAP</b>	<b>AERDRAGON</b>
<b>AERGEN AVIATION</b>	<b>AERSALE</b>	<b>AIRBORNE CAPITAL LIMITED</b>
<b>AIRCASTLE ADVISOR</b>	<b>AIR LEASE CORPORATION</b>	<b>ALAFCO AVIATION LEASE AND FINANCE COMPANY</b>
<b>ALINDA CAPITAL PARTNERS</b>	<b>ALTAVAIR LP</b>	<b>AMCK</b>
<b>AUTOZONE</b>	<b>AVIATION CAPITAL GROUP</b>	<b>AZORRA</b>
<b>BAIN</b>	<b>BBAM LLC</b>	<b>BEAUTECH</b>
<b>BELLINGER ASSET MANAGEMENT</b>	<b>BLUE TORCH CAPITAL</b>	<b>BOC AVIATION</b>
<b>BRISTOW</b>	<b>CARLYLE AVIATION MANGAMENT LIMITED</b>	<b>CASTLELAKE AVIATION</b>
<b>CDB AVIATION</b>	<b>CHINA CONSTRUCTION BANK</b>	<b>CHORUS AVIATION</b>
<b>CLOVER AVIATION</b>	<b>CMB FINANCIAL LEASING</b>	<b>DART MEXICO</b>
<b>DUBAI AEROSPACE ENTERPRISE</b>	<b>EAGLE COPTERS, LLC</b>	<b>ENGINE LEASE FINANCE CORPORATION</b>
<b>FGL AIRCRAFT</b>	<b>FUYO</b>	<b>GENESIS</b>
<b>GLASS AMERICAS</b>	<b>GLENCAR</b>	<b>GOSHAWK AVIATION LIMITED</b>
<b>GRIFFIN GLOBAL ASSETS MANAGEMENT</b>	<b>HAITONG</b>	<b>HERMES AVIATION</b>

# LESSOR COMPANIES

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ICBC AVIATION LEASING COMPANY LIMITED	JACKSON SQUARE AVIATION	JP LEASE PRODUCTS & SERVICES
KEYSTONE	KGAL GROUP	LIDER AVICAO
LOBO LEASING	MACQUARIE AIRCRAFT LEASING SERVICES INC	MACQUARIE ROTORCRAFT LEASING
MERX AVIATION	MILESTONE AVIATION	MINSHENG
NORDIC AVIATION CAPITAL	NORTH SHORE AVIATION CAPITAL	OAKSTAR CARGO OPPORTUNITIES HOLDINGS
ORIX AVIATION	PHI AVIATION	SCULPTOR CAPITAL MANAGEMENT
SEAL	SERAPH AVIATION MANAGEMENT	SHANNON ENGINE SUPPORT LIMITED
SKYHOLDING COMPANY	SKYWORKS	STELLAR AVIATION LUXEMBOURG S.A.R.L
STIFEL	STONEBRIAR COMMERCIAL FINANCE	STRATEGIC VALUE PARTNER
STRATOS	TOTAL ENGINE ASSET MANAGEMENT PTE LTD	TRUENOORD
VALKYRIE	VMO AIRCRAFT LEASING	VTG RAIL
VX CAPITAL	WILLIS LEASE FINANCE CORPORATION	WINGS CAPITAL PARTNERS
	ZEPHYRUS AVIATION CAPITAL	



# FINANCIERS & EXPORT CREDIT AGENCIES

BANK OF AMERICA	BANK OF COMMUNICATIONS HONG KONG	BPI FRANCE
BRAZILIAN DEVELOPMENT BANK	CITIBANK	CREDIT AGRICOLE MANAGEMENT AND INVESTMENT BANK
CREDIT SUISSE AG	DEUTSCHE BANK	DVB BANK
EXPORT DEVELOPMENT CANADA	INTENSA SAN PAOLO	JP MORGAN
KFW IPEX BANK	MUFG BANK LTD	NATIXIS
SACE	SOCIETE GENERALE	UBS
	VEB.RF	

# MANUFACTURERS

AIRBUS HELICOPTERS	BOMBARDIER	EMBRAER
	ROLLS ROYCE	SAFRAN S.A.

# OUR REPUTATION

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CHAMBERS  
AND PARTNERS

WWL

## CONTACT

 [asyv.com](http://asyv.com)

 [Abogados Sierra, S.C.](#)

