

FABIO JOSÉ GUZMÁN SALADÍN  
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## **PROFESSIONAL EXPERIENCE**

**Gaceta Judicial**, The only legal journal in the Dominican Republic

### **Chief Executive Officer**

**December 2008-Present**

- I implemented a total restructuring of the company, in all its areas and departments, and managed in one year to take the company from a one-year deficit to a surplus; in addition to paying all loans and obligations with shareholders and third parties.
- I negotiated the purchase of a legal database company, Lexlata, and since its purchase, I have managed to increase its annual turnover fivefold.
- I increased the portfolio of legal training courses substantially, positioning this business unit as a market leader in its sector.
- I increased the number of subscribers to the magazine and created a digital version for subscribers.
- I created a public relations department to provide services to third parties.
- Diversified the product portfolio of the different business units.
- I was in charge of the company's strategic, marketing, financial, operational, and general management planning.

**Guzmán Ariza attorneys at law**, the only firm with national coverage in the Dominican Republic.

### **Partner and Chief Financial Officer Santo Domingo Office**

**May 2013 – Present**

- Head of the firm's corporate practice; coordinates Guzman Ariza's advice to his corporate clientele at all stages of their businesses.
- He represents major corporations, investment funds, and business groups in the United States, Latin America, Canada, Europe, and Asia in a wide range of corporate and financial transactions.
- He advises corporate clientele on all aspects of their business operations, from corporate governance and risk management to financing and growth opportunities, with a particular focus on capital markets, project finance, venture capital, mergers, acquisitions, and dissolution transactions.
- Leading Dominican Republic lawyer in corporate restructuring and liquidation; present in 80% of restructurings in the country; panelist at Latin Lawyer's restructuring seminars in New York (2018, 2019).
- Has represented multinational companies in their negotiations with the Dominican Government and its entities, as well as with local companies.
- He has represented several multinationals in complex bidding negotiations and government contracts.
- He has assisted top-tier investment banks interested in financing companies located in the Dominican Republic.
- Advises Fintech companies by providing innovative legal solutions to help Fintech companies achieve their business and growth objectives. He also works with investment banks and other financial institutions in financing Fintech companies in financing Fintech companies and their activities.
- Financial planning and treasury management of the Guzman Ariza offices.

### **Santo Domingo Office Subdirector and Strategic Advisor**

**Jul 2011-May 2013**

- Subdirector of the Santo Domingo office in charge of assisting the Director in supervising the administrative, financial and legal operation of the office.
- I maintain my attributions as a business consultant of the firm and work mainly in the area of corporate strategic advisory.

### **Associate Attorney and Business Consultant**

**Ene 2010-Jun 2011**

- Strategic planning advisor for the law firm Guzmán Ariza. I formulated the firm's strategic plan and created the implementation and follow-up mechanisms using a balanced scorecard.
- Developed new local marketing initiatives for the Santo Domingo office increasing the portfolio of national clients.
- Developed a new department or business unit for foreign and domestic capital placement for commercial and mortgage loans in the Dominican Republic.
- In charge of recruiting legal staff, attorneys and paralegals, for the law firm Guzman Ariza. I brought in a new contract attorney to the Santo Domingo office as an initiative to diversify our market strategies in this market.

- Administrative manager of the Santo Domingo office of Guzman Ariza.
- Provided legal consulting services related to the planning and structuring of corporate portfolios in foreign investment projects.
- I provided legal consulting services related to the management of the portfolio of real estate projects, contractual negotiations, analysis of preliminary proceedings, and lobbying before the tax authorities to obtain benefits and tax exemptions granted by the Dominican government to investors.

**Associate Attorney**

**Jan 2007-Nov 2007**

- In charge of the Intellectual Property Department. In addition, in charge of providing legal consulting services to potential clients coming from the Internet. In the same period, I trained my replacement for both functions.
- I provided legal consulting services related to the planning and structuring of corporate portfolios in foreign investment projects.
- I provided legal consulting services related to portfolio management of real estate projects, contract negotiations, due diligence analysis, and lobbying before tax authorities to obtain tax benefits and exemptions granted by the Dominican government to foreign investors.

**Paralegal assistant**

**Ago 2002-Dec 2006**

- Creator of the Intellectual Property Department of the office. Among one of the most important tasks performed was the constant lobbying required at the National Intellectual Property Office in the Dominican Republic.
- In charge of serving as first point of contact and distributor of potential client cases coming from the Internet. This position required serving as a legal consultant to potential clients until they hired us for our services. The case was then assigned to the appropriate office/attorney.

**EDUCATIONAL BACKGROUND**

**Center for the Study of Law, Economics and Politics (Punta Cana, Dominican Republic)** **May 2014**  
Latin American Arbitration Conference

**Inter-American Commercial Arbitration Commission (Punta Cana, Dominican Republic)** **Oct 2013**  
International Commercial Arbitration Conference, Current Trends and Perspectives

**GACETA JUDICIAL (Santo Domingo, Rep. Dom.)** **Jul 2014**  
Diploma in Commercial Arbitration  
Academic Forum on Law No. 189-11 for the Development of the Mortgage Market and the Trust and its regulations. **Sep 2012**  
Diploma on Enforcement of Judgments **Jul 2012**  
Diploma on Cassation in the Dominican Republic **Jul 2012**  
Diploma on Administrative Law **May 2012**  
Diploma on Legal English **Feb 2011**  
Diploma on Contractual Technique **Sep 2010**  
Diploma on Monetary and Financial Law **Jul 2010**  
Diploma on Referral **Abr 2010**  
Diploma in Labor Law **Feb 2010**  
Diploma in Corporate Law **Nov 2009**  
Diploma in Real Estate Legislation **Jul 2009**

**IE Business School (Madrid, España)** **Nov 2007-Dec 2008**  
International MBA

**UNIBE-FINJUS (Santo Domingo, Rep. Dom.)** **Mar 2007-Jul 2007**  
Diploma in Intellectual Property Law  
Diploma in intellectual property with the implementation of the DR-CAFTA (the Dominican Republic-Central American Free Trade Agreement).

**PUCMM (Santiago, Rep. Dom.)** **Ago 2002-Ene 2007**  
**Pontificia Universidad Católica Madre y Maestra**  
Law Degree  
Graduated with honors, Summa Cum Laude (3.8 grade point average).  
Thesis, "Las Cláusulas Abusivas en el Derecho de Consumo" (Abusive Clauses in Consumer Law), selected for publication by the Law School of the PUCMM.

**Tompkins Cortland Community College (Nueva York, United States)****Ago 2002-Ago 2005**

Associate Degree in Business Administration Mention in International Business, with honors (3.93 grade point average).

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**MEMBERSHIPS**

- Chairman of the Board of Directors of the Dominican-German Chamber of Commerce (2018-2022).
  - President of the Board of Directors of EUROCÁMARA (2022-present).
  - Commissioner of the Club Licensing Commission of FEDOFUTBOL (2019-present).
  - Member of the Justice and Legislation Commission of the National Association of Young Entrepreneurs of the Dominican Republic.
  - Member of the Legal Committee of the American Chamber of Commerce.
  - Member of the Dominican Association of Intellectual Property.
  - Member of the Bar Association of the Dominican Republic.
  - Member of the Board of Directors of SCG Legal.
  - Member of the American Bar Association (ABA).
  - Member of the International Bar Association (IBA).
  - Arbitrator of the Chamber of Commerce of Santo Domingo.
  - Recognized by The Legal 500 Latin America 2022, as a Leading Lawyer in Corporate Law, Mergers and Acquisitions.
  - Recognized by Chambers Latin America, Corporate, 2019, 2020, 2021, and 2022.
  - Ranked as a recommended lawyer in The Legal 500 Latin America, 2017, 2018, 2019, 2019, 2021, 2022.
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**PUBLICATIONS**

- Lexology Getting The Deal Through – Restructuring & Insolvency 2021.
  - Legal Cross Border Merger Control Questionnaire, 2021.
  - GRR Insight – Americas Restructuring Review 2019, 2020, 2021.
  - Latin Lawyer Reference Project Finance, 2020.
  - Project Finance Law Guide, Lexology-Getting the Deal Through, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022.
  - Mergers and Acquisitions Dominican Republic, Lexology-GTDT. 2018, 2019, 2020, 2022.
  - Latin Lawyer Regulador. Medio Ambiente y Recursos Naturales. 2020, 2021.
  - Secured Lending. Lexology Navigator, 2016, 2018, 2019, 2020, 2021.
  - Environment & Climate Regulation. GTDT. 2017, 2018, 2019, 2020, 2021.
  - La cooperación en los procedimientos internacionales bajo el amparo de la Ley 141-15 sobre reestructuración: Gaceta Judicial, núm. 366, 2017.
  - IFLR, Regional Report of the Americas. Favorable incentives for Foreign Investment, 2015, 2016, 2017, 2018.
  - Mergers and Acquisitions Dominican Republic, Global Legal Group, 2016, 2017.
  - International Intellectual Property Law: The Year In Review, American Bar Association, 2016.
  - Las cláusulas abusivas en el derecho de consumo: Pontificia Universidad Católica Madre y Maestra, Santiago, 2009.
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**Languages**

- **German (Intermediate Level)**
- **French (Intermediate Level)**
- **English (Bilingual)**
- **Spanish (Native Language)**