



Salerno & Asociados

EXPERTOS EN ENERGÍA



# ABOUT US

Salerno y Asociados Expertos en Energía is a highly specialized boutique firm in the electrical and gas sector, with main locations in Mexico City and Querétaro.

We aimed our practice in: legal, business, infrastructure and training.

Thanks to our deep knowledge of the entire value chain, we are able to provide to clients specialized advisory services in order to find the best solutions to their energy issues.

In 2019 we were awarded as the **best LATAM firm in Renewable Energies** by Iberian Lawyer.



# PRACTICE AREAS

LEGAL



BUSINESS



INFRASTRUCTURE



TRAINING





# LEGAL



**Contracts and legal opinions:** We advise companies to draw up, negotiate and execute any type of contract related to the electric energy and gas sector (e.g. PPA and EPC) and we provide highly specialized legal opinions concerned to the regulation and applicable law.



**Permits:** We support companies to prepare and submit to the authorities all the necessary permits and authorizations to develop electric energy and gas projects (e.g. generation permit, interconnection contract, environmental and social impact).



**Compliance:** We have created the “Energy Regulatory Compliance Plan” in order to provide to clients with certainty about the fulfillment of their regulatory obligations in the energy, environmental and social impact areas.





**Due Diligence:** We carry out due diligence processes for any type of purchase - sale of projects, assets and companies in the electric energy and gas sector.



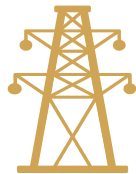
**Litigation:** We advise and represent our clients before all instances in Administrative, Civil and Commercial proceedings, whether in the Ordinary Jurisdiction or in Arbitration Courts.



# BUSINESS



**Purchase - sale of projects:** We advise the buyer or seller during the entire process of negotiating the purchase and sale of projects in the electricity and gas sector. (e.g. power plants, developments, gas pipelines).



**Energy supply:** We advise our clients in the whole process to find the best option of qualified supply, in order to obtain advantages of the new market and to reduce the electricity costs.



**Project finance:** We advise and support companies in the entire process of finding, evaluating and collaborating with an investor or financial entity to carry out projects in the energy sector.



# INFRASTRUCTURE



**Turnkey projects:** We advise small and medium sized companies to solve their energy problems. Structuring and implementing, legally and technically, local generation projects using solar energy or efficient cogeneration with zero investment from the client.



**Grid Code:** We are Mexico's leading firm providing legal and technical support to small and medium sized companies on grid code compliance.



**EPC:** We advise project developers to structure bidding processes in order to select the best EPC to build their projects. Furthermore, we advise EPCs to participate, develop and build EPC projects in the energy sector.



# TRAINING



**Training courses for companies:** We offer highly specialized energy courses that cover the legal and technical aspects of the sector. These courses are designed to meet all companies' needs and problems in this industry.



**Courses for everyone:** We provide highly specialized courses, aimed at all those who need to understand and improve their knowledge in the energy sector, specifically in the most current regulatory and technical issues.





# PAOLO SALERNO

## Professional positions in charge:

- Managing Partner at Salerno y Asociados Expertos en Energía.
- Research Professor at the ITAM Energy and Natural Resources Center (CIERN-ITAM).
- Energy Law Committee Coordinator of ANADE Querétaro.
- Institutional Affairs Counselor for the Energy Cluster of Querétaro.
- Editorial Counselor of the Energy Sector for the Reforma Newspaper.
- He has been recognized as one of the 100 leaders in Mexico's energy sector by the magazine Petroleo & Energía (2019).

## Studies:

- Degree in Law from the University "Alma Mater Studiorum" of Bologna (Italy).
- Master degree from the Department of Administrative Law of "Universidad Complutense de Madrid".
- Advanced Certificate in Energy Law from Berkeley Law School (UCL - California).
- PhD candidate in Electricity Market and Renewable Energy from "Universidad Carlos III de Madrid".



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