



# Pedro A. Freyre



## Partner Chair, International Practice

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## Representative Clients

Air Pegasus  
Aquachile, Inc.  
Be Live Hotels, S.L.  
Bellstar Development LLC  
Brickell Financial Service Motor Club, Inc.  
Crossroad Financial, LLC  
Cuba Tours and Travel, Inc.  
Esa USA Corporation  
Florida-Caribbean Cruise Association  
GB Group  
Kepler Constructora S.A, De C.V.  
Latin American Agribusiness Development Corporation, S.A.  
Mapfre Asistencia Compañía Internacional de Seguros y Reaseguros, S.A.  
Mayrsohns International Trading Co. Inc.  
Med1Care, LLC  
Midwest Employers Casualty Company  
Millenium Foods International, LLC  
Navalia Constructions, S.R.L.  
Northern Alberta Institute of Technology, A/K/A N.A.I.T.  
Pearl Seas Cruises, LLC  
Pharma-Bio Serv Inc.  
Port of Palm Beach  
Professional Translating Services

Pedro Freyre is chair of Akerman's International Practice. He is a nationally recognized authority on the U.S. Embargo on Cuba, as well as the evolving regulations enacted since the restoration of diplomatic relations between the U.S. and Cuba. Pedro advises U.S.-based companies on the types of business transactions that are legal in Cuba under the U.S. embargo, helps U.S. entities that are engaged in authorized activities in connection with entering the Cuban market, and advises foreign entities that are involved in Cuba business on implications with U.S. law. He regularly travels to Cuba with senior executives of companies seeking to enter the Cuban market for facilitated meetings with government officials. Pedro is a Lecturer of Law at Columbia University School of Law, where he teaches a seminar on Cuba.

In addition, Pedro represents clients engaged in inbound foreign investment in the U.S. and outbound U.S. investment in Latin America. His work includes project construction and financing involving governmental and private entities in Latin America, Europe, and Africa, acquisitions and dispositions, environmental regulation, international transactions, cross-border due diligence, insurance regulation, and corporate representation. He regularly provides compliance counseling and training in connection with the Foreign Corrupt Practices Act (FCPA).

## Representative Experience

- **Cuba Issues** - Structuring licensed transactions, representation of individuals and corporations before the Office of Foreign Assets Control and Cuban governmental agencies, response to audits, negotiations on proposed fines, requests for licenses and research and drafting of opinion letters for foreign entities on permitted activities in relation to Cuba.
- **Mapfre Insurance Group** - Lead Counsel in the U.S. and Chief Operating Officer for Spain's largest insurance group. Work includes mergers and

Inc.

Regions Financial Corporation

Ring Power Corporation

Room Mate Hotels

SunTrust Bank

Tam Brazilian Airlines

Telefonica Moviles D/B/A/

Guatemala y El Salvador

Telefonica Moviles , S.A., and

Otecel, S.A.

The Bank of Montreal

The Lincoln National Insurance

Company

Universal Aircraft Parts, Inc.

VaCuba, Inc.

Viking River Cruises, Inc.

Weber Shandwick

acquisitions, due diligence, re-insurance, regulatory audits and dispute resolution, corporate financing, lobbying, management of major class action litigation, employee relation issues, purchase and sale of commercial property, investment regulation and corporate structuring and reengineering and state regulation.

- **HBA Insurance Group** - One of the largest closely held independent insurance agencies in South Florida. Work includes; mergers and acquisitions, errors and omissions management, debt structuring, shareholders agreements, negotiation of commercial leases, employment agreements, agent contracts.
- **Dow Chemical** - General Counsel for Latin American Division. Work includes acquisitions and dispositions, environmental regulation, corporate governance, licensing of intellectual property, formation of complex joint venture agreements with governmental and private entities in Latin America, distribution agreements, and crisis management.
- Special Counsel in the development of port facilities in a Caribbean country.
- Special Counsel in the sale of \$250M of medical equipment and services to a developing country.
- Lead counsel in sale of medical equipment to Republic of Ecuador.
- Negotiated the acquisition of a major Aquaculture business in Latin America involving three jurisdictions.
- Due diligence coordination for multi-jurisdiction bid by a European company in the acquisition of automotive industry assets.
- Coordinated the submission and presentation of a major public bid in Latin American for a publicly traded U.S. company.
- Counsel to commodity brokerage firm dealing in the sale of Latin American raw materials and Agricultural products to China.
- Counsel to SunTrust Bank in the financing of mega-yachts.
- Mediation of international, commercial, and corporate disputes.

## Education

J.D., University of Miami School of Law, 1974

B.A., University of Miami, 1971;  
*magna cum laude*

## Bar Admissions

Florida

## Awards & Recognition

- The Greater Miami Chamber, 2016 International Business Leadership Awards, International Attorney, Winner
- Florida Immigrant Advocacy Center 2001, "Liberty and Justice for All" Award
- Morehouse College 2003, "Ghandi, King, Ikeda" Community Award
- *Super Lawyers* Magazine 2006, 2014-2017, Listed in Florida for Business/Corporate
- Martindale-Hubbell, BV Rated

## Published Work & Lectures

- Lex Mundi Webinar, Speaker, "Emerging Markets Webinar: Return to Cuba ☒ Two Years Post Embargo," June 21, 2017
- Akerman, Pérez-Llorca, and IE Law School, Panelist, "Cuba, Spain, and the U.S., Where Are We Heading?" April 18, 2017
- *Hispanic National Bar Association 8th Annual Corporate Counsel Conference*, Speaker, "The Future of Cuba Relations," March 31, 2017
- Inaugural MDFAWL Corporate Counsel Summit, Panelist, "Legal Issues Surrounding Doing Business with Cuba," February 24, 2017
- Akerman's Guide to Doing Business in Florida: A Legal Guide for Out-of-State and Foreign Businesses, Author, "Regulation of International Trade and Investment," 2013 and 2016
- *Law360*, Co-author, "Benefits and Downsides of Appealing Arbitrations," July 12, 2016
- World Policy Institute, Cuban Reset Dialogue Roundtable, Featured Speaker, "Cuba and the U.S.: The Emerging Regulatory Framework," February 11, 2016
- 2016 Winter Leadership Meeting, American Bar Association, Panelist, "The 'New' Cuba and What it Means for Americans," January 9, 2016
- ALM-Akerman U.S. Latin America Legal Summit, Moderator, "A Tale of Three Countries: Cuba, Venezuela, and Argentina," November 10, 2015
- American Law Institute, Continuing Legal Education, Teleseminar, Speaker, "What Business Lawyers Need To Know About the New Trade Rules with Cuba" November 10, 2015
- Association for the Study of the Cuban Economy (ASCE) 25th Annual Meeting, Speaker, "The Hard-Wired Aspects of the U.S. Embargo," August 2015
- Miami Finance Forum, Speaker, "New Cuba Revolution: Politics, Policy & Prospects," June 26, 2015
- Roundtable Discussion with U.S. Congressman Joaquin Castro, Speaker, "Developments in U.S.- Cuba Relations," June 24, 2015
- *Orlando Sentinel (El Sentinel)*, Florida Forward, Speaker, "The Future of U.S.-Cuba Relations," May 12, 2015
- West LegalEdcenter, Audio Webcast, Speaker, "New Rules on Trade and Banking with Cuba," April 28, 2015
- Akerman, Houlihan Lokey, ITG, and Vaupen Financial Advisors Webcast, Speaker, "Imagining the Cuban Renaissance," March 20, 2015
- *ALM Focus Latin America*, Co-Author, "The War on Corruption in Latin America," Winter 2015
- American Conference Institute, Anti-Corruption Boot Camp, Speaker, "Now Can You Identify a Government Official? ☒ Debating U.S. v. Esquenazi," October 2014
- *ALM Focus Latin America*, Co-Author, "Can Venezuela Overcome Its Challenges?" June 2014
- Florida International University, Cuban Research Institute Seminar on the

- Cuban Adjustment Act, Speaker, "To Adjust or Not to Adjust?," September 16, 2014
- *CABA's 2013 Legal Aspects of Doing Business in the Americas Conference*, Speaker, "Cuba as an Emerging Market," November 8, 2013
  - Association for the Study of the Cuban Economy 23rd Annual Meeting, Speaker, "Legal Issues," August 2013
  - *Guide to Doing Business in Florida*, Co-Author, Trade Regulations, August 2011
  - Bio-conference, "Cuban Bio-tech Patents in to U.S.," 2011
  - International Section of the Florida Bar, "*Responding to an OFAC Audit*," Fall 2010
  - University of Iowa College of Law, *Journal of Transnational Law & Contemporary Problems*, "Helms-Burton: The Dilemma of Hard Wiring Policy," Vol. 14, Number 1, Spring 2004
  - University of Iowa College of Law, *Journal of Transnational Law & Contemporary Problems*, "Cuban National Reconciliation: A Model for Healing the Cuban Nation," Vol 14, Number 2, Fall 2004
  - Greater Miami Chamber of Commerce, "The Trade Impact of Free Cuba," 1994, 2004
  - *Florida Journal of International Law*, "Environmental Law-Mexico and Beyond," Spring 1992, Volume VII, Number 1, CLE Legal Aspects of Doing Business in Latin America
  - Environmental Regulation in Mexico, 1992, CLE
  - The Florida Bar, "U.S. Export Controls International Legal Manual," 1988
  - Cuban-American Bar, "Export Controls in the U.S. Latin American Lawyer's Conference," 1984

### Professional Memberships & Activities

- Cuban-American Bar Association, Member
- U.S. Cuba Business Council for the U.S. Chamber of Commerce, Board of Directors
- Florida International University, School of International and Public Affairs, Board Member
- Engage Cuba Policy Council, Advisor
- Cuban Judicial Forum, Chair
- CABA on Cuba Committee
- The Practical Lawyer, Editorial Board Member
- Greater Miami Chamber of Commerce, Cuba Committee, Immediate Past Chairman
- Florida Insurance Council, Past Member
- FACE-Facts About Cuban Exiles, Past Chairman

- Community Relations Board of Miami-Dade County, Past Chairman
- Florida Immigrant Advocacy Center, Past Board Member and Treasurer
- American Bar Association, Young Lawyers Division, Vice-Chair Tax Section, 2008-2009
- The State Bar of Michigan, Inactive

### Related Professional Experience

- Columbia University School of Law, Lecturer
- Mapfre Insurance Group, Executive Vice President and Chief Operating Officer, Florida
- Dow Chemical Latin America, General Counsel & Director of Government and Public Relations
- Florida International University School of Law International LL.M. Program, Adjunct Professor

### Other Languages

- Portuguese
- Spanish