ACEVEDO BELT, P.A.

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Maria Acevedo

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Maria Acevedo is an international corporate and real estate attorney, with a particular emphasis on Latin America and the Caribbean. She has been involved in numerous corporate and real estate transactions valued in the billions of dollars. A major Wall Street law firm trained lawyer, she represents a wide variety of domestic and international companies regarding their U.S. and multi-national business law matters. Maria is bilingual in English and Spanish, and frequently handles cross-border matters which are conducted and documented exclusively in Spanish. Prior to forming Acevedo Belt, P.A., Maria worked for nearly two decades in large international firms, a mid-sized Florida firm and small firms in Florida and New York.

Maria has worked with clients from a diverse array of industries and domestic and international market segments. Her clients range from entrepreneurs and emerging companies; to individual and institutional investors; to families and corporate clients operating through domestic and foreign entities; to commercial lenders, banks, private equity funds and developers. Maria works extensively with clients in the hospitality, technology, consumer products and financial and advisory services sectors.

She advises U.S. and foreign clients on domestic and cross-border asset and equity acquisitions, dispositions, mergers, joint ventures, strategic alliances and financings, as well as counsels such clients with respect to corporate governance, capital formation and reorganization.

Maria counsels clients regarding shareholder, operating, commercial, services, independent contractor and non-disclosure agreements and corporate organizational matters. She has represented lenders and borrowers in connection with secured and unsecured credit facilities; purchasers and sellers in numerous commercial and residential real estate transactions; and landlords and tenants in the negotiation and preparation of commercial

leases. Her experience also includes assisting domestic and foreign underwriters and issuers in public and private securities transactions and Exchange Act compliance.

Education

- Harvard Law School, J.D.
- Brown University, B.A., History,
  magna cum laude, Phi Beta Kappa

Bar Admissions

- Florida Bar
  - International Law Section
  - Entertainment, Arts and Sports Section
- New York Bar

Practice & Industry Areas

- Corporate Law
- International
- Real Estate Law
- Hospitality & Leisure
- Technology Law
- Emerging Companies

Professional Associations & Community Involvement

- American Bar Association
  - Past Co-Chair, Cross Border Real Estate Committee of the International Law Section
- Hispanic National Bar Association
- United Way, Women's Leadership Initiative
- Pro bono client representation, Acción USA Micro-Lender and German Ghetto Work Reparations Project

Honors

- AV-Preeminent Rating — Martindale Hubbell Peer-Rated for Highest Level of Professional Excellence
- Recognized in *The Best Lawyers in America*® for Exceptional Work in Mergers & Acquisitions
- "Legal Luminary – Top Corporate Attorney," Miami-Dade Bar
- Harvard Human Rights Fellowship
- New York City Urban Fellowship

- Majorie Harris Weiss Memorial Premium in History for the most outstanding female history major
- Gabriela Mistral Prize for Spanish Literature

Latin American and Caribbean Matters

- Represented Latin American investor in purchase of equity stake in Juventus Academy in Miami
- Represented Colombian majority owner of credit card personalization company in sale of minority investment to United Arab Emirates company
- Represented Latin American investor in purchase of minority equity stake in pharmaceutical company
- Represented various Latin American shareholders in sale of 100% of shares of developer of smart chatbot technology for travel and touring businesses to Canadian-owned purchaser
- Represented Latin American family in investments in upscale restaurant group in Miami
- Represented Colombian owner of a Wynwood craft brewery in sale of business to one of the world's largest brewing companies
- Represented owners of a triple-play and wireless operator in the Dominican Republic in sale of business to a French telecommunications conglomerate for a purchase price in the range of hundreds of millions of dollars
- Represented owners of an Ecuadorian Coca-Cola bottling company in sale of a majority equity stake in the company to a major Mexican bottler and acquisition of a minority interest in the Mexican bottler's Argentine subsidiaries
- Represented Mexican-owned designer of organizational products in distribution and licensing agreements in Mexico and Central America and in initial capital raise
- Represented U.S. owner/developer in major hospitality project in Mexico
- Represented a private equity fund regarding hospitality projects throughout Latin America, and with corporate reorganization and corporate governance matters
- Represented an Ecuadorian distributor of airtime for prepaid cellular phones in establishment of U.S. operations and the formation of strategic alliances to target U.S. Hispanic market
- Represented a mobile virtual wallet startup and other mobile payment solutions provider on issues pertaining to Latin American market
- Represented Argentine entertainment venture in sale of broadcasting units to major US media company
- Represented a Salvadoran-owned chocolate manufacturer in connection with capital infusion from Puerto Rican investors, as well as with various corporate reorganizations
- Represented consortium of port, terminal and real property owners in establishing and developing various industries in Haiti
- Represented land owners in the establishment of an ethanol processing plant and free trade zone joint venture for garment manufacturing in Haiti
- Represented Brazilian medical services enterprise its establishing mobile health care operations in Florida
- Assisted US perfume company with corporate reorganization and establishing distribution center in Central America

General Corporate, Technology and Business Matters

- Represented software distributor in master distribution agreement with a leading software developer for

licensing throughout Latin America

- Represented Colombian-owned printing company in interactive printing joint venture with Miami-based company
- Represented various startups in the mobile application development sector, including for online tutoring, global nightlife concierge services, enterprise risk management and information services, in corporate organization, structuring and governance matters and initial financing rounds
- Represented majority owner of health food and online wellness company in sale of minority equity stake to private equity fund and strategic advisor
- Represented seller in the asset sale of an online consumer wellness product research, marketing and sales company
- Represented Italian luxury furniture designer and manufacturer in agreement with Miami showroom operator
- Represented lender in financing and refinancings secured by flight simulator equipment
- Represented music royalty accounting company in its potential sale of assets
- Represented email marketing companies in connection with their vendor and confidentiality agreements and potential sales of business
- Represented Ecuadorian not-for-profit university in its private equity investment in a US medical technology company
- Represented proposed underwriter in initial public offering of leading online social networking, interactive media, publishing and entertainment company
- Represented an electronic data security company in its merger with Israeli-based provider of enterprise-grade data security solutions, and represented certain lenders in connection with bridge financing for post-merger Israeli enterprise
- Represented various e-commerce enterprises in connection with brand management and trademark protection, including the preparation of cease & desist letters and in negotiations with trademark infringers
- Represented distributor of beauty salon products in its exclusive supplier and retail operation agreement with beauty salons
- Represented owner of upscale cosmetics company engaged in the development, marketing and international distribution of trend-setting cosmetics products in $50 million sale of company
- Represented buyer in merger/share exchange between an international metals trading and recycling company and metals supplier
- Represented producer of petroleum-based products in international shipping and distribution joint venture
- Represented real estate brokerage in licensing matters and in preparation and negotiation of operating and employment agreements
- Represented banks and financial services providers in secured lending transactions
- Represented a pharmaceutical testing company and public pediatric care company in secured credit facilities with banks
- Represented medical practices in connection with admission of doctors and sales of business
- Advised national public television producer with respect to corporate governance, production and post-production contracts and right of publicity matters
- Served as underwriter’s counsel in numerous initial public offerings in entertainment, sports and

technology industries.

Hospitality and Real Estate Matters

- Represented U.S. hospitality group in purchase and financing of major hotel project in Saint Lucia
- Represented Mexican investors in equity purchases of numerous Moxy and Aloft hotel projects in the U.S. and related corporate governance and structuring matters
- Represented El Salvadoran family group in sale of commercial real estate project in Florida
- Represented Ecuadorian family group in investments in U.S. and Canadian real estate funds
- Represented El Salvadoran family group in purchase of minority stakes in U.S. real estate funds
- Represented owner of convention center/meeting hotel in Mid-Atlantic region in connection with mid-eight figure refinancing
- Represented restaurant group in secured financing
- Represented owner of Costa Rican resort on development project and negotiations with a major US hotel brand
- Represented an international hospitality private equity fund engaged in acquiring and operating projects throughout Latin America
- Represented Spanish hotel group in management agreement with, and subsequent purchase of, boutique hotel in downtown Miami and the potential purchase of a boutique hotel in Miami Beach
- Represented Spanish real estate fund in its purchase of Miami Beach multi-family rental property
- Represented buyer in purchase and financing of a Wyndham hotel
- Represented secured lender in refinancing of brand hotel
- Represented secured lender in financing and refinancing of boutique hotel on Miami Beach
- Represents real estate investors in connection with purchases and sales of commercial realty, including in the hospitality sector
- Represented Spanish multi-media news company in its office space lease negotiations
- Represented the buyer in the purchase of a Harley-Davidson motorcycle dealership, including assistance with asset purchase, lease of real property with the option to purchase and related corporate matters
- Represented secured lenders in financing of acquisitions of strip malls

Publications & Presentations

- “Impact of COVID-19 on Hospitality’s Future: Practical Considerations for Attorneys”, moderator of webinar sponsored by the Cross Border Real Estate Committee of the International Law Section of the American Bar Association, August 26, 2020
- “Incumplimiento de Obligaciones Por Caso Fortuito – Análisis Comparativa en Las Americas” (“Failure to Perform due to Acts of God – Comparative Analysis in the Americas”), moderator/panelist, webinar sponsored by Asociación Nacional de Abogados de Empresa del Colegio de Abogados de México (ANADE) (National Association of Business Lawyers of the College of Lawyers of Mexico), May 12, 2020
- “Mexico FDI Outlook in the Wake of Trump: Is tourism and real estate the last hope after trade deals and energy investment falter?”, panelist, American Bar Association Section of International Law Conference, October 25, 2017
- “iCuba: Tech and a way forward for U.S. investment in the Trump era,” Daily Business Review, July 21,

2017

- “Para hacer negocios en Cuba hay que esperar” (“Wait to do business in Cuba”) by Cesar Menendez, Diario LasAmericas, July 9, 2017
- “What led investors to contribute $3 billion to the Snap IPO” (original in Portuguese) by Marcela Duarte, Capital Aberto magazine, May 7, 2017
- 5 factors for lenders to consider when taking over mixed-use Latin America hotel projects, South Florida Business Journal, May 17, 2016
- “Legal Considerations Relating to Investing in the US” Presentation at Madrid Chamber of Commerce (with the Miami- Dade Beacon Council and Enterprise Florida, Inc.) in Madrid, Spain on February 25, 2016

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