

MAYORA | MAYORA

ABOGADOS & NOTARIOS
Est. 1966



Manuel Telles

Partner



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El Salvador



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Professional Summary

Manuel Telles is the Managing Partner of Mayora & Mayora's office in El Salvador. With more than 28 years of experience in the practice of law, he has been a founding partner of firms with regional presence such as Lexincorp, Romero Pineda & Asociados, and Telles & Asociados, the latter merged in 2017 with Mayora & Mayora, consolidating its presence in Guatemala and Honduras.

Throughout his career, he has held key positions such as Head of the Notary Department at Bancasa and Legal Director of Development Banking, which has allowed him to gain a strategic and in-depth understanding of the financial and banking sector.

Specialized in banking, financial, fiduciary, and Fintech advisory, he has provided legal services to national and international institutions and companies, also excelling in corporate law, mergers and acquisitions (M&A), and corporate governance. He has actively participated in drafting committees for legislative projects in the banking, securities, and financial sectors, contributing to the country's regulatory development.

His career has been recognized by prestigious international legal directories such as Chambers & Partners, The Legal 500, and Latin Lawyer, as well as by national publications such as Derecho y Negocios, which have highlighted him as a leading lawyer in banking and financial law.

Representative Cases | Professional Background

- Strategic legal participation in the implementation of the Tigo Money (Mobile Cash/Millicom) project, a digital financial services platform, including regulatory, contractual, and operational structure in El Salvador.
- Comprehensive legal direction in the incorporation and operation of factoring institutions such as Quedex and Multiservicios Financieros (Multifin), covering regulatory, corporate, and contractual aspects.

- Legal and documentary structuring of the Eurobond issuance project for Banco Multisectorial de Inversiones (BMI), including regulatory analysis and design of financial instruments.
- Design and legal coordination of financing and credit operations for international entities such as Bicsa, Banco General, Lafise, Banco Promerica, Credit Suisse, BNP Paribas, and Société Générale, among others, aimed at national and regional companies.
- Technical collaboration in specialized committees for the review and implementation of the Law on the Reciprocal Guarantee System (SGR).
- Participation in the Drafting Committee of the initial Titularization Law project: Technical and legal contribution to the regulatory design that gave rise to the framework governing securitizations in El Salvador.
- Member of the Drafting Committee for legislative projects on Agricultural Insurance and Export Credit Insurance, as part of specialized financial legislation initiatives.
- Participation in the regulatory design of agricultural coverage instruments, including policies on crops, harvested products, and livestock, in accordance with the framework of the Commercial Code.

Financial Leasing

- Member of the Drafting Committee for the Financial Leasing Law project, contributing to the regulatory framework design for the sector.

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Representative Cases | Professional Background

Real Estate

- Epic Plaza: Comprehensive legal direction in structuring the securitization scheme for the Epic Plaza project. The transaction resulted in a successful stock market issuance.
- We have advised Lafise Valores S.A. de C.V., Casa de Corredores de Bolsa, in its role as representative of securitization bondholders, in the establishment of various funds, such as:
 - Real Estate Securitization Fund Ricorp Titularizadora La Guna
 - Real Estate Securitization Fund Ricorp Titularizadora Centré Cero Uno
 - Real Estate Securitization Fund Ricorp Titularizadora Izalco Uno
 - Real Estate Securitization Fund Ricorp Titularizadora Parque Logístico Integración, among others.

Specialized Trusts and Fiduciary Structures

- FIDEMYPE (Trust for Micro and Small Enterprises).
- FICAFE (Environmental Trust for Coffee Conservation and Natural Resources).
- Trusts for the issuance of Amortizable Fiduciary Participation Certificates.
- Guarantee and administration trusts for national and regional financial structuring.

Practice Areas

- Banking and Finance
- Fintech
- Real Estate
- Civil Law
- Corporate and Commercial Law
- Securitizations and International Issuances
- M&A (Mergers and Acquisitions)
- Energy
- Trusts and Fiduciary Structures

Education

- Bachelor of Legal Sciences
Dr. José Matías Delgado University | 1997

- Notary Public
Authorized by the Supreme Court of Justice of El Salvador | 1997

