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The Clock Doesn't Wait: **How Speed Is Redefining the Rules of M&A in Ecuador**



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In today's mergers and acquisitions (M&A) landscape in Ecuador, speed is no longer optional — it's the new standard. Transactions that once took months now need to close in weeks — or even days — to seize high-value opportunities before they vanish. This shift is driven not only by the global acceleration of business, but also by specific changes in the Ecuadorian context that have redefined time as a critical asset.

The New Pace of M&A in Ecuador

In Ecuador, transactions have been shaped by a constantly evolving political, regulatory, and tax environment. Temporary incentives, unexpected regulatory changes, or narrow windows of opportunity make timing critical. Signing and closing a deal at the right moment can be the difference between success and failure.

Additionally, the entry of international investors—regional funds, strategic players, and private equity—has introduced a much more agile approach. These actors are used to working with tight deadlines, structured processes, and swift decision-making. Their presence has increased pressure on local players, who must adapt or risk losing relevance.

Strategic Agility: More Than Just Speed

True agility is not improvisation. It's a way of operating with structure, foresight, and coordination. At **BUSTAMANTE FABARA**, we've seen that the most successful deals aren't necessarily the fastest, but those that balance urgency with flawless execution.

This requires interdisciplinary teams, flexible processes, and technology that enables precise action. Due diligence, for example, can no longer be a bureaucratic step — it must be a dynamic tool, designed to support real-time decision-making.

The Role of Legal Counsel: A Key Ally

In this new landscape, legal counsel can no longer limit their role to reviewing contracts or flagging risks. They must act as strategic partners from the very beginning—understanding the client's business, anticipating regulatory hurdles, and offering concrete, viable, and timely solutions.

At **BUSTAMANTE FABARA**, we work with a co-creation mindset. Our teams integrate with the client's—not just to meet deadlines, but to exceed them with quality and certainty. The key lies in building synergies that enable informed,

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agile decision-making without compromising regulatory compliance.

Technology: The Silent Accelerator

Technology has revolutionized M&A in Ecuador. It's no longer just about document management platforms or virtual meetings. Today, we're talking about tools that automate due diligence, analyze large volumes of legal and financial information using artificial intelligence (AI), and manage regulatory approvals more transparently and efficiently.



These tools make it possible to anticipate risks, simulate scenarios, and reduce the margin for human error. Thanks to them, we've been able to structure complex transactions in record time, meeting both local requirements and international standards simultaneously.

Sustainable Agility: A Competitive Advantage

Agility should not be a reactive effort. Companies that embed it into their DNA—through processes, culture, and technology—are better equipped to respond to an increasingly fast-paced and unpredictable market.

At **BUSTAMANTE FABARA**, we help our clients build sustainable agility, not only from a legal perspective, but as a core part of their growth strategy. Our approach combines legal expertise, business insight, and technological capabilities to deliver value both immediately and over the long term.

Conclusion: Close Faster, Execute Better

In Ecuador's M&A landscape, those who sign and close first, win. Opportunities don't wait, and the market rewards those who move with precision and speed. That's why having legal counsel who understands this new pace—as we do at **BUSTAMANTE FABARA**—makes the difference between good intentions and a successful deal.

Because in this environment, the clock doesn't wait. And those who adapt to time, lead.



Valentina Morillo Ruiz

SENIOR ASSOCIATE

Valentina develops her professional practice in the areas of mergers and acquisitions, corporate law, and foreign investment. She collaborates with the firm's attorneys to advise national and international clients on company acquisitions, corporate restructurings, and commercial contracts. Additionally, Valentina has worked on the structuring of several investment agreements signed between foreign companies and the Ministry of Production, Foreign Trade, Investments, and Fisheries.

