

Latham in LatAm: Our Dedicated Latin America Practice

Recognized Leader in Latin America

Latham's Latin America Practice lawyers offer clients a nuanced understanding of the region's legal and business practices through ties in nearly every Latin American country. Our lawyers combine deep insight into legal and commercial markets throughout Latin America with the global view of the firm's worldwide platform to seamlessly address clients' business needs. Clients facing increasingly complex international disputes also turn to Latham for winning strategies and dedicated service to prepare for arbitration, resolve high-value issues, and advise on enforcement actions.



Ranked among *Law360's* "Global 20" list for 2017. The award recognizes firms with the "global expertise to handle complex cross-border matters spanning multiple time zones."



Recognized for three *LatinFinance* "Deals of the Year 2017": Equity Follow-On Offering of the Year, Private Equity Deal of the Year and Financing Innovation of the Year



Recommended Firm for Latin America by *Latin Lawyer 250* 2017



Named as a top five international law firm in Latin America by *Latinvex* 2017; four partners included on *Latinvex's* 2018 list of "Latin America's Top 100 Lawyers"



Ranked #1 Energy Practice in Latin America by *Latinvex* 2017



Garnered the most top rankings among all law firms in *The American Lawyer Corporate Scorecard* 2017



Awarded three *Project Finance International* "Deals of the Year 2017" including Latin American Bond Deal of the Year



Named "Practice Group of the Year 2017" for Capital Markets, Energy, and Private Equity by *Law360*



Received 29 Band 1 rankings by *Chambers Global* 2018



Awarded 30 Tier 1 rankings by *The Legal 500 US* 2017



According to *Chambers Latin America* 2018, clients say, "Latham has an in-depth understanding of regional legal practices in Latin America."



Latin Lawyer 250 2017 notes, "Latham wins praise for balancing the benefits that come from its global reach with a deep understanding of Latin American legal frameworks and cultures."

Comprehensive Scope of Services

What sets Latham apart is our ability to advise on the full spectrum of issues impacting clients in Latin America and around the world. Our lawyers, many of whom are fluent in Spanish and Portuguese, provide comprehensive advice across the firm's global practice areas to address client needs spanning the core sectors of the region. Key practice areas and industries include:

Practice Area

- Capital Markets
- Insolvency, Restructuring & Workouts
- International Arbitration
- Mergers & Acquisitions
- Private Equity
- Project Development & Finance

Industry

- Communications
- Financial Services
- Infrastructure, Construction & Distribution
- Mining, Metals & other Natural Resources
- Oil, Gas, Power & other Energy Sectors
- Retail

Representative Experience

- **Infraestructura Energética Nova (IEnova).** Advised IEnova, one of the largest private-sector energy companies in Mexico, in its US\$598 million global initial public offering, the first IPO by an energy company on the Mexican Stock Exchange; US\$1.6 billion follow-on equity offering, the largest equity sale in Latin America in 2016 and *Latin Finance's* 2017 "Follow-on Offering of the Year;" and US\$840 million inaugural bond offering on the international capital markets.
- **Vista Oil & Gas.** Advised Vista Oil & Gas, S.A.B. de C.V. (Vista), a special purpose acquisition company (SPAC) focused on oil and gas exploration and production (E&P), in its US\$650 million global initial public offering. Vista is the first SPAC to conduct an IPO in Latin America and the first E&P-focused company to list in Mexico. Named "Financing Innovation of the Year" by *LatinFinance* and "commended" by *The Financial Times* in its North America Innovative Lawyers Report.
- **Grupo Aval Acquisitions.** Advised Grupo Aval Acciones y Valores SA in its US\$646 million acquisition of private fund manager BBVA Horizonte Sociedad Administradora de Fondos de Pensiones y Cesantías S.A., a transaction that created the largest pension fund entity in Colombia; and in its US\$530 million acquisition of BBVA Panama, creating the second largest bank in Panama by assets.
- **El Encino – La Laguna Gas Pipeline.** Advised Fermaca Infrastructure B.V. as sponsor in connection with the US\$820 million development and financing for the El Encino – La Laguna natural gas pipeline in Mexico. The transaction was one of the first pipeline project financings to take place under recently-revised Mexican hydrocarbons regulations. Named "Latin American Midstream Deal of the Year" by *JGGlobal*.
- **Ventika Wind Farm Acquisition.** Advised IEnova on its US\$852 million acquisition of Mexico's largest wind farm complex, Ventika, from Blackstone Energy Partners. Named *LatinFinance's* "Private Equity Deal of the Year."
- **ICC Arbitration.** Represented a South American oil company as claimant in an ICC arbitration arising under a Joint Operating Agreement in connection with a hydrocarbons offshore block in Latin America. The tribunal rendered an award finding in favor of Latham's client, a rare example of a finding of gross negligence under AIPN-based JOAs. The award has helped clarify the scope of non-Operators' liability for gross negligence by the Operator under Brazilian law and set an important precedent for offshore operations in Brazil.