



pillsbury



Latin America



Decades of Experience in Latin America

Pillsbury's Latin America practice attorneys have a long and significant history of helping companies do business in Latin America, dating back 70 years in Brazil alone and including extensive work throughout Mexico, Central and South America. We are proud that our work for clients across industries and regions has been honored with multiple *Latin Lawyer Deal of the Year* awards in recent years.

We represent governments and private entities in a wide variety of transactions, international trade, arbitration, compliance and litigation matters. Our deep understanding of the legal systems and business customs of Latin American countries enables us to tailor our services to the unique requirements of each project or client.

Attorneys in our Latin America practice are fluent in Spanish and Portuguese, have extensive work experience in the region, and maintain valuable relationships with local counsel and government officials. We regularly draft and negotiate agreements and other legal documents in Spanish and Portuguese and under local law. The firm's experience spans an array of industries and legal disciplines, including:

- Corporate law
- Cross-border mergers and acquisitions
- Securities transactions
- Venture capital, private equity and emerging companies
- Project finance, including energy, infrastructure and real estate financings and regulation
- Structured finance
- Insurance coverage
- Aircraft finance and acquisition
- Tax counsel
- Insolvency and restructuring
- International trade and Foreign Corrupt Practices Act (FCPA) compliance
- International arbitration
- Cross-border litigation
- Agriculture

Our Capabilities

Corporate and Finance Transactions

Pillsbury attorneys have many years of experience working on Latin American transactions relating to joint ventures, mergers and acquisitions (including through private equity and privatizations), corporate and asset divestitures, loan transactions (secured and unsecured), distribution and marketing agreements, operating concessions, and other corporate and commercial matters across a multitude of industries, including energy/utilities, manufacturing, agriculture, industrials, insurance, transportation and telecommunications.

Venture Capital, Private Equity and Emerging Companies Matters

Pillsbury's leading venture capital, private equity and emerging companies practice, combined with its Latin America capabilities, give the firm a unique ability to assist funds, entrepreneurs and start-up companies in Latin American venture capital, private equity and emerging company matters. In addition to representing U.S. venture capital and private equity funds with respect to investments in Latin American companies, we also represent Latin American start-up companies as they obtain financing or establish operations in the U.S. or other parts of the world.

International Trade and FCPA

Pillsbury assists clients with international trade matters, including export controls and embargoes; regulation of foreign investment; customs compliance and enforcement; Foreign Corrupt Practices Act compliance; the interpretation of international trade agreements and litigation or settlement of trade disputes; trade remedy proceedings (such as antidumping investigations); and trade issues that arise in commercial transactions.

Project Finance: Energy, Infrastructure and Real Estate

Pillsbury has advised on some of the largest and most complex transactions in global project finance, serving as counsel to sponsors as well as lenders in projects throughout Latin America. Our experience in real property acquisition and development in Latin America, as well as energy and infrastructure development projects in the region, includes independent power projects, hydrocarbon development and transportation, airport expansion, port development, mining facilities and wastewater treatment. Firm attorneys have also led major resort development and hotel acquisition projects in Mexico and Costa Rica at all stages of financing and development, including assistance with local regulatory issues.

We have assisted in the development of gas, coal, diesel and residual fuel-fired power plants in Mexico, Brazil, Venezuela, Chile, Colombia, Peru and other parts of Latin America, from the public bidding phase through financing, construction and operation.

Structured Finance and Derivatives

Pillsbury attorneys have been active in the fields of structured finance and derivatives in Latin America for more than 15 years. Pillsbury attorneys, for example, represented the State of Mexico in one of the first significant domestic structured finance transactions in Latin America—a US\$200 million equivalent securitization of payroll tax receipts—and represented Credit Suisse in one of the first cross-border, cross-currency securitizations of Mexican peso financial assets.

Aviation Finance

Pillsbury's aviation finance team is recognized as a leader in structuring, negotiating and closing complex domestic and cross-border financing transactions involving commercial aircraft and engines, corporate jets, helicopters and other aviation equipment throughout the world. In 2012, our team worked on aircraft finance matters worldwide with a total value of over US\$7 billion. We have represented airlines, operating lessors and major banks and financial institutions on aircraft finance transactions in Latin America involving all of the major Latin American airlines.

Insurance Coverage

Our Insurance Recovery & Advisory practice advises and represents clients in a broad variety of insurance and risk management matters involving Latin American operations and entities.

Establishment and/or Sourcing of Operations

Our attorneys have represented a number of clients in the structuring, establishment and maintenance of a local corporate presence in Latin America, addressing local regulatory and corporate matters and U.S. tax planning. We have also assisted clients in entering into sourcing arrangements, distribution relationships and other commercial agreements in the region.

Securities Transactions

Members of our Corporate & Securities practice also represent Latin American entities in securities offerings, alternative financings, acquisitions and other transactions in the U.S. and internationally.

Insolvency and Restructuring

Our Insolvency & Restructuring practice has substantial experience dealing with the complex issues presented by cross-border insolvencies and restructurings, representing financially distressed entities as well as clients that deal with distressed entities and troubled projects in Latin America. Members of the Insolvency & Restructuring practice are admitted to practice in the federal courts in Puerto Rico.

Cross-border Litigation

Many of the matters we handle are cross-border disputes, often involving non-U.S.-based companies in litigation in U.S. federal and state courts. We frequently work with counsel from other jurisdictions so that disputes which take place in more than one jurisdiction are managed in a coordinated way. We field innovative and cost-effective litigation teams whose qualifications and experience are second to none, responding quickly when clients become involved in disputes and partnering with them to devise strategies designed, where possible, to avoid the need for lengthy, expensive proceedings.

International Arbitration

Pillsbury advises clients in international disputes before every major international arbitration institution. We have helped in resolving disputes both within the U.S. and across the globe on various topics and across different industries, ranging from energy and construction to sports and life sciences.

Privatization

Our Latin American experience includes the representation of governmental entities in Latin America with respect to privatizations and other economic liberalization efforts.

The Legal 500 U.S., Latin America, recognized Pillsbury's Capital Markets and Corporate M&A practices 2013 – 2016 and Latinvex named Pillsbury partners among Latin America's top 100 lawyers in 2015 and 2016.



The Pillsbury Difference

Regional focus and experience. For decades, we have served as a trusted advisor and primary outside counsel to companies focused on Latin American investment or business operations through joint venture, acquisition or other investment vehicles.

Advisor on venture capital and private equity transactions. Represented Sequoia Capital in its first two investments in Latin America and other funds regarding investments in the region; have also represented Latin American founders regarding early stage financings and other start-up matters.

Foreign Corrupt Practices Act (FCPA) counsel. A key resource for any U.S.-Latin American transaction, Pillsbury has 25 years' experience advising on the practical implications of the FCPA and all aspects of compliance and enforcement.

A leader in cross-border project development and finance. Pillsbury attorneys have advised on projects and financing in 70 countries on six continents, including Mexico, Brazil, Venezuela, Chile, Colombia and Peru.

An award-winning international trade firm. Pillsbury has served for years as counsel to foreign governments and companies in NAFTA, WTO and trade agreement-related issues, and also advises many clients on import-export matters. In recognition of our high-profile work, *Trade Finance* named Pillsbury one of the two top trade firms in North America.

About Pillsbury

Pillsbury Winthrop Shaw Pittman LLP is an international law firm with offices around the world, and a particular focus on the technology, energy & natural resources, financial services, real estate & construction, and travel & hospitality sectors. Recognized by legal research firm BTI as one of the top 20 firms for client service, Pillsbury and its lawyers are highly regarded for their forward-thinking approach, their enthusiasm for collaborating across disciplines and their unsurpassed commercial awareness.

Learn More

To learn more about our Latin America practice, please visit us at pillsburylaw.com/latin-america.

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