

## LATIN AMERICA PRACTICE

## » ABOUT HOLLAND &amp; KNIGHT

Holland & Knight's Latin America Team regularly counsels clients in cross-border transactions, international trade and taxation, mergers and acquisitions, joint ventures, capital markets, venture capital and private equity investments, project finance, real estate, international licensing and franchising, international litigation and arbitration, labor and employment, regulatory advice and government matters.

Our U.S. and international offices – combined with the depth and scale of our practices, regional relationships and global reach – enables Holland & Knight to provide comprehensive and seamless legal services to our clients, regardless of location.



## LATIN AMERICA PRACTICE BY THE NUMBERS

100+

attorneys fluent in Spanish and/or Portuguese with multicultural and multilingual services to help clients succeed

30+

years of representing local and international clients doing business in the region

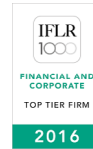
700+

foreign-trained lawyers have worked in our U.S. offices through our renowned Foreign Lawyer Trainee Program

## » LATIN AMERICA OUTLOOK

Holland & Knight is well-positioned to address client needs and goals with our full-service representation and value-added services around the globe. We are highly experienced in helping clients in the strategic areas of growth in Latin America, including in financial services, energy, mergers and acquisitions, and transportation and infrastructure.

## » WHAT OTHERS SAY ABOUT OUR FIRM



**IFLR1000 Financial and Corporate Guide**  
2016 edition | **"Notable Firm"** in Colombia for Financial and Corporate; Tier 2 in Mexico for Banking and Tier 4 in Mexico for Capital Markets and M&A



**2016 Chambers Latin America**  
11 lawyers honored as **"Latin America's best advisors"** | Top rankings in Latin America: Banking & Finance, Corporate/M&A and Capital Markets; Colombia: Corporate/M&A, Intellectual Property, Energy & Natural Resources; Mexico: Banking & Finance and Capital Markets



**2015 Chambers Global**  
13 lawyers | Top rankings in 14 practice areas and markets | Among the **"world's leading firms"** in Global-wide: Aviation Finance, Shipping Finance and Shipping Litigation; Latin America-wide: Banking & Finance and Corporate/M&A; and USA: Corporate/M&A



**Latin Lawyer 250**  
**"Few would dispute that Holland & Knight is a firm on a mission."**  
Holland & Knight | A **"recommended firm"** with **"noteworthy practices"** in the U.S., Mexico and Colombia

Latin America Practice | Noted for work in Corporate/M&A, Banking & Finance, Arbitration and Litigation, White-Collar Crime and Compliance

26 noted individuals | Achievements in Latin America, Energy, Financial Services, Infrastructure, International & Cross-Border Transactions and Litigation



**Legal 500 Latin America**  
2015 edition | 16 lawyers recommended  
**Colombia Practice** | Noted for work in Corporate/M&A, Dispute Resolution, Energy and Natural Resources, and Labor and Employment

**Mexico Practice** | Noted for work in Banking and Finance, Capital Markets, Energy and Natural Resources



**LatinFinance 2014**  
Holland & Knight honored for its role in Fibra UNO's US\$2.5 billion follow-on public offering named the "Follow-On Equity Deal of the Year" **"largest-ever Latin American real estate equity sale"** | **"one of the largest REITs in the Americas"**

# HOLLAND & KNIGHT COMMITMENT

We represent global and Fortune 500 companies, other public corporations, emerging companies, financial and insurance institutions, governmental agencies and private companies.

Collaboration across practices and offices, along with highly focused management of matters and cases, enables us to deliver seamless and efficient support.



## CLIENTS BENEFIT FROM OUR PRACTICE SYNERGY AND MULTICULTURAL UNDERSTANDING

- » Holland & Knight's substantial experience in a wide range of business sectors is enhanced by our established working relationships with business and government leaders.
- » As innovators in financing structures – that are now considered market role models – we have in-depth knowledge of how to work with country-level officials to analyze, design and draft legislation and regulations that advocates our client's position in the marketplace.
- » We have been a key participant in several first-ever transactions in Latin America, including numerous large-scale deals, and are at the forefront of constitutional reforms and new energy laws in Mexico and beyond.

## » TRACK RECORD

The firm partners with clients to deliver innovative business and legal solutions. Holland & Knight is one of the few U.S.-based firms with full-service offices in Mexico and Colombia, which allow us to play a key role in helping clients achieve their short- and long-term goals.

### Recent Notable Deals in the News

- » New York and Colombia counsel for Bladex and lenders in US\$90 million syndicated loan to Colombia's Centelsa, and lead arranger and administrative agent in US\$80 million syndicated loan to Banco Aliado
- » InterContinental Hotels Group's multiple hotel projects in Argentina, Chile, Colombia and throughout Central America
- » Registration of US\$769 million debt program for Mexico's INFONACOT and landmark US\$130 million debt issuance of certificados bursátiles on Mexican Stock Exchange; debut of US\$230 million debt program and US\$12.5 million issuance for Abengoa Mexico on the same stock exchange
- » Follow-on \$US2.5 billion public offering for Fibra UNO, Mexico's first publicly traded REIT
- » Investment for private equity firm in Virgin Mobile Latin America, addressing multijurisdictional target operations
- » Colombian mining operations and infrastructure projects for Drummond Company, including rail operations for Atlantic Railway Network joint venture
- » US\$400 million syndicated term loan facility on behalf of The Bank of Tokyo-Mitsubishi UFJ, J.P. Morgan Securities, and Wells Fargo Securities for Banistmo S.A. in its first global syndicated loan

## » GET CONNECTED



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## OFFICES

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