

## 2010 DEAL OF THE YEAR WINNERS ANNOUNCED

by **Rosie Cresswell**

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Latin Lawyer is delighted to announce the winners of its 2010 Deal of the Year awards in six categories; corporate finance, M&A, restructuring, project finance, disputes, and, new for this year, outbound investment.



We congratulate all the lawyers who took part in these leading transactions, and look forward to presenting them with awards at our annual dinner at Hotel Unique in São Paulo on 31 March.

Below is a list of the winning deals and the law firms that worked on them. Details regarding the awards dinner follow. A full profile of the transactions appears in the next edition of the magazine.

### THE RESULTS

- \* Corporate finance
- \* M&A
- \* Restructuring
- \* Project finance
- \* Disputes
- \* Outbound investment

### CORPORATE FINANCE

#### Winner

PETROBRAS' RECORD BREAKING SHARE OFFER

#### \* **Counsel to Petrobras**

**In-house counsel** - João Gonçalves Gabriel, Ana Meirelles de Miranda, Igor Muniz, Carlos Fontes, Daniel Hora do Paço, Guilherme Drago, Fernanda Hissa Pereira, Claudia Vasques Zacour, Renata Barrouin, Tatiana Zuma Pereira, Carmen Lucia Correa da Costa, Felipe Francisco and Cristiano Gadelha

**Brazil** - Machado, Meyer, Sendacz e Opice Advogados and Motta, Fernandes Rocha - Advogados

**US** - Cleary Gottlieb Steen & Hamilton LLP

#### \* **Counsel to the underwriters**

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[www.latinlawyer.com](http://www.latinlawyer.com)

In-house counsel to Morgan Stanley Michael Kim

In-house counsel to Citigroup Global Markets John Cocchiarella

In-house counsel to Bank of America Merrill Lynch Priya Velamoor and Fiona Tsu

In-house counsel to Itaú BBA Leandro Miana Telles and Sergio Goldstein

In-house counsel to Banco Bradesco BBI Farley Menezes, Vivian Fabri and Paulo Marcon

In-house counsel to Banco Santander Mercedes Pachecho

**Brazil** - Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados

**US** - Shearman & Sterling LLP

## Runners up

PESQUERA EXALMAR'S IPO

\* **Counsel to Pesquera Exalmar**

**Peru** - Estudio Ehecopar

**US** - White & Case LLP

\* **Counsel to the underwriters**

Interbank senior lawyer Christian Castellares

Citicorp Perú general counsel Lorena Carrillo, in-house lawyers Ignacio Lopez de Romaña and Gustavo Camino

**Peru** - Hernández & Cía Abogados

**US** - Simpson Thacher & Bartlett LLP

In-house counsel to Inteligo (placement agent) Gianina Gotuzzo

\* **Counsel to Stafedouble**

In-house counsel at Citi Capital Advisors Sneha Devadason

**Peru** - Miranda & Amado Abogados

**US** - Morrison Cohen LLP

**Spain** - Cuatrecasas, Gonçalves Pereira

**Financing Casa Saba's acquisition of FASA**

\* **Counsel to Grupo Casa Saba**

In-house counsel Jesús Guerra

**Mexico** - Mijares, Angoitia, Cortés y Fuentes SC

**Chile** - Carey y Cía

\* **Counsel to the banks**

In-house counsel to HSBC México Andrea Saavedra

in-house counsel to Banco Mercantil del Norte Mauricio Diez

**Mexico** - Ritch Mueller SC

**Chile** - Claro y Cía

## M&A

### Winner

HEINEKEN AND FEMSA'S SHARE SWAP

\* **Counsel to Fomento Económico Mexicano (FEMSA)**

General counsel Carlos Aldrete and international legal counsel Marco Antonio Mascarúa Galindo in Mexico, and Eduardo Lacerda, Camila Lopes Amaral, Monica Escanho, Fernando Perez and Fabiana Meira in Brazil

**Mexico** - Ritch Mueller SC

**Brazil** - Pinheiro Neto Advogados and TozziniFreire Advogados

**US** - Cleary Gottlieb Steen & Hamilton LLP

**Europe** - Freshfields Bruckhaus Deringer LLP

\* **Counsel to Heineken**

In-house counsel Hemmo Parson

**Mexico** - Galicia Abogados

**Brazil** - Mundie e Advogados

**US** - Gibson, Dunn & Crutcher LLP

**The Netherlands** - Allen & Overy LLP (Heineken NV only) and Loyens & Loeff (Heineken Holding only)

### Runners up

SINOPEC'S ACQUISITION OF OXY'S ARGENTINE ASSETS

\* **Counsel to Occidental Petroleum Corporation**

Vice president and chief tax counsel Michael Preston, senior tax counsel Shaun Ahn, Daniel Almague and Michael Stutts

**Argentina** - Perez Alati, Grondona, Benites, Arntsen & Martínez de Hoz and Beretta Godoy

**US** - Vinson & Elkins LLP

\* **Counsel to Sinopec International Petroleum Exploration and Production Corporation**

In-house counsel Xuefei Wang and Meng Yi

**Argentina** - Alfaro Abogados

**US** - Andrews Kurth LLP

PRIVATE EQUITY FUND APAX INVESTS IN TIVIT

\* **Counsel to the selling shareholders**

Souza, Cescon, Barriau & Flesch Advogados

\* **Counsel to Pátria Investimentos**

In-house counsel Mariana Romani

Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados

\* **Counsel to Apax**

**Brazil** - Barbosa Müssnich & Aragão

**US** - Skadden, Arps, Slate, Meagher & Flom LLP

## RESTRUCTURING

### Winner

INDEPENDÊNCIA'S RESTRUCTURING

\* **Counsel to Independência**

In-house counsel Renata Pimenta, Renata Steffen and Mariana Corrêa

**Brazil** - Pinheiro Neto Advogados and Fleury Malheiros, Gasparini, De Cresci e Nogueira de Lima – Advogados

**US** - Davis Polk & Wardwell and Wollmuth Maher & Deutsch LLP

\* **Counsel to the ad hoc bank lenders committee**

**Brazil** - Pinheiro Guimarães - Advogados

**US** - Cleary Gottlieb Steen & Hamilton LLP

\* **Counsel to Citibank**

Sergio Bermudes Advogados

\* **Counsel to JPMorgan Chase Bank**

General counsel Marcio Bonfiglioli, Patricia Giglio and Mariana Rizzo

Felsberg, Pedretti, Mannrich e Aidar Advogados

\* **Counsel to Banco Santander**

TozziniFreire Advogados

\* **Counsel to Deutsche Bank**

Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados

\* **Counsel to Banco Votorantim**

General counsel Marta Knecht, international transactions counsel Mara Ferraro and recovery counsel Marcel Trigo Watanabe

\* **Counsel to Banco Votorantim and Lehman Brothers**

Demarest e Almeida Advogados

\* **Counsel to the bondholders**

**Brazil** - Machado, Meyer, Sendacz e Opice Advogados

**US** - Bingham McCutchen LLP

\* **Counsel to BTIG**

Mayer Brown LLP (Including Peter Darrow who left for DLA Piper shortly after)

## Runners up

### INVERTEC PESQUERA MAR DE CHILOÉ'S RESTRUCTURING

\* **Counsel to Invertec Pesquera Mar de Chiloé**

Barros & Errázuriz Abogados

\* **Counsel to Banco de Crédito e Inversiones, Rabobank Curacao, Banco Security, Banco Bilbao Vizcaya Argentaria Chile, Banco Santander-Chile, Banco de Chile, Banco Itaú Chile, Banco BICE, The Royal Bank of Scotland (Chile), Corpbanca, Banco del Estado de Chile, and the Inter-American Investment Corporation**

Cariola, Diez, Pérez-Cotapos & Cía Ltda

### CHIHUAHUA'S RESTRUCTURING

\* **Counsel to Grupo Cementos de Chihuahua**

**Mexico** - Mijares, Angoitia, Cortés y Fuentes SC

**US** - Cleary Gottlieb Steen & Hamilton LLP

\* **Counsel to BBVA Securities**

In-house counsel Javier Edwards

**Mexico** - Ritch Mueller, SC

**US** - White & Case LLP

\* **Counsel to the noteholders**

**Mexico** - Cervantes Sainz SC

**US** - Bingham McCutchen LLP

## PROJECT FINANCE

### Winner

### PUEBLO VIEJO MINE FINANCING

\* **Counsel to the sponsors (Barrick Gold and Goldcorp) and PVDC**

**US** - Shearman & Sterling LLP

\* **Counsel to Pueblo Viejo Dominicana Corporation**

General counsel Luis Eduardo Diaz and legal director Juana Barcelo

**Dominican Republic** - Pellerano & Herrera

**Barbados** - Lex Caribbean – Barbados

\* **Counsel to Goldcorp**

Executive vice president, corporate affairs and general counsel, David Deisley

\* **Counsel to Barrick**

Senior counsel and corporate secretary Faith Teo and corporate counsel Stephen Crozier

\* **Counsel to the lenders**

Senior legal counsel to Export Development Canada Wayne Burrows

Senior finance counsel to Export-Import Bank of the United States Roger Cohen

Senior legal counsel to KfW IPEX-Bank Wolfgang Graf von Kageneck

**\* Counsel to Export Development Canada, Export-Import Bank of the United States, KfW IPEX-Bank, Scotiabank, RBS and ING**

**Dominican Republic** - Headrick Rizik Alvarez & Fernández

**US** - Milbank, Tweed, Hadley & McCloy LLP

**Barbados** - Chancery Chambers – Barbados

## Runners up

NUCLEOELÉCTRICA'S US\$1.4 BILLION ISSUANCE

**\* Counsel to Banco Macro and Macro Securities Sociedad de Bolsa**

Bruchou, Fernández Madero & Lombardi

**\* Counsel to Nucleoeléctrica Argentina María Suzzi**

Counsel to Nación Fideicomisos María del Carmen García Valverde (no longer with the company)

EURUS WIND FARM FINANCING

**\* Counsel to Acciona Energía**

International legal department director Yolanda Herrán and Mexico legal department director Shirley Wagner

**Mexico** - López Velarde, Heftye y Soria

**US** - Morrison & Foerster LLP

**\* Counsel to the lenders**

In-house counsel to the IFC Justin Pavry

In-house counsel to the IADB Brian Muraresku

**\* Counsel to Inter-American Development Bank, International Finance Corporation, Corporación Andina De Fomento, Deg-Deutsche Investitions- Und Entwicklungs-Gesellschaft Mbh, Société de Promotion et de Participation Pour la Coopération Économique, Instituto de Crédito Oficial, Nacional Financiera, Banco Nacional de Comercio Exterior, BBVA and Banco Espirito Santo**

**Mexico** - Ritch Mueller SC

**International** - Clifford Chance LLP

**\* Counsel to Cemex**

Corporate counsel Mario Emilio Sáenz

## DISPUTES

### Winner

PROTECTING CHILE'S PRIVATE HEALTHCARE

\* **Counsel to the Board of the Association of Isapres**

Cruzat, Ortúzar & Mackenna Ltda (Baker & McKenzie)

\* **Counsel to Consalud**

Arthur, Humeres, Mejia, Toloza & Cia

\* **Counsel to Banmedica and Isapre Vida Tres**

Vergara, Labarca & Cia

\* **Counsel to Cruz Blanca**

Cruzat, Fernández y Cía

\* **Counsel to President Sebastián Piñera**

Teodoro Rivera

\* **Counsel to the Chilean Socialist Party**

Marcelo Rojas Vega

\* **Counsel to the Gerontology Society of Chile**

President Juan Eduardo Sanchez

\* **Counsel to the Corporación Humanas**

President Paulina Maturana

### Runners up

PERU'S VICTORY AGAINST YALE

\* **Counsel to the Republic of Peru**

**Peru** - Estudio Echeopar

**US** - White & Case LLP and Brenner, Saltzman & Wallman LLP

\* **Counsel to Yale University**

Wiggin and Dana LLP

Tellez v. Dole

\* **Counsel to Dole Foods**

Executive vice president general counsel and corporate secretary Michael Carter and director of litigation Jared Gale

Gibson, Dunn & Crutcher LLP

\* **Counsel to Plaintiffs**

Independent practitioner Steve Condie

## OUTBOUND INVESTMENT

### Winner

#### MARFRIG'S ACQUISITION OF KEYSTONE

**\* Counsel to Marfrig**

In-house counsel Heraldo Geres, Marcos Szauter, Renato Camara Lopes and Ricardo Rocha

**US** - Milbank, Tweed, Hadley & McCloy LLP

**Brazil** - Carlos Barbosa Mello in Brazil (*with Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados during the deal, but now partner at Lefosse Advogados in cooperation with Linklaters*)

With Corrs Chambers Westgarth in Australia, De Pardieu Brocas Maffei in France, King & Wood in Hong Kong and China and Zaid Ibrahim & Co in Malaysia for due diligence, and for antitrust matters Yulchon in Korea and Law Firm ALRUD in Russia for antitrust.

**\* Counsel to Lindsay Goldberg LCC**

Weil, Gotshal & Manges LLP

**\* Counsel to Keystone Foods**

Archer & Greiner

### Runners up

#### BIMBO BUYS SARA LEE BAKERY

**\* Counsel to Bimbo**

General counsel Luis Miguel Briola, general counsel to BBU (Bimbo's US subsidiary) Shelly Seligman, legal corporate manager Pedro Pablo Barragan and IP manager Inti Alva

Cleary Gottlieb Steen & Hamilton LLP, White & Case LLP and Morgan Lewis & Bockius LLP

**\* Counsel to Sara Lee**

Sidley Austin LLP

#### GNC'S ACQUISITION OF US COOKIE-MAKER FEHR FOODS

**\* Counsel to Grupo Nacional de Chocolates**

General counsel Jairo Gonzalez

**Colombia** - Prieto & Carrizosa

**US** - Jones Day

**\* Counsel to Fehr Foods and Fehr Holdings**

Jackson Walker LLP

## LATIN LAWYER'S DEAL OF THE YEAR AWARDS CEREMONY

Latin Lawyer's deal of the year awards ceremony will this year be held in aid of three of the region's pro bono clearing houses - proceeds from the ticket price will be donated to these charities:

- \* Fundación Pro Bono Colombia
- \* Fundación Pro Bono Perú
- \* Instituto Pro Bono Brasil

Join members of the Latin American Corporate Counsel Association at the Hotel Unique in São Paulo on March 31st to witness the awards presentation.

Find more details here

A single ticket costs £250:

A table of 10 costs £2,000

Email or call: +44 20 7908 1192