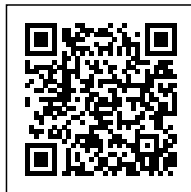


13 JULY 2016

Posted on 15 July 2016



Category: [Newsletter](#)



This week, it was one in and one out for Cuatrecasas in Latin America. The firm [lost](#) a partner to Demarest in Sao Paulo and also [gained](#) one in Mexico City from Hogan Lovells. The Iberian law firm also [appointed](#) a new partner in charge for Sao Paulo. Also in this newsletter, Hernando Padilla, partner at [Philippi Prietocarrizosa Ferrero DU & Uria](#) argues that compliance is becoming the norm across Latin America while he outlines opportunities for investors in the Pacific Alliance. See the video below.

Elsewhere in the region, [Carey](#) advised Mexican retailer Liverpool on its takeover bid for Ripley, the Chilean department store while JP Morgan turned to TozziniFreire and Simpson Thacher when it acted as dealer manager in a series of exchange offers by Brazilian airline Gol. In other news, Davis Polk advised the initial purchasers on Arcor’s \$350 million offering and Jones Day acted for the lenders providing financing for the acquisition of a Pemex facility in Mexico. In Central America, Arias & Muñoz and Consortium Legal were instructed on Óptima’s expansion in El Salvador.

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News

[Simpson Thacher and TozziniFreire instructed on Gol exchange offers](#)
JP Morgan acted as dealer manager in a series of exchange offers by Brazilian airline Gol. The bank instructed TozziniFreire as Brazilian counsel and Simpson Thacher as US counsel.

[Davis Polk instructed on Arcor’s notes issuance and tender offer](#)
Davis Polk acted for the initial purchasers in a \$350 million Rule 144A/Regulation S offering by Arcor, the confectionery company.

[Jones Day instructed on financing of Pemex assets acquisition](#)
Jones Day lawyers in Mexico City, Miami, New York and Washington, DC teamed up to advise the lenders providing financing to First Reserve for the acquisition of an ultra-low sulfur gasoline facility from Pemex.

[Carey advised Mexican retailer in tender offer for Chilean rival](#)
Carey advised Liverpool, the Mexican retail chain, in a tender offer for Ripley, the Chilean department store.

[Arias & Muñoz and Consortium Legal instructed on microfinance deal in El Salvador](#)
Arias & Muñoz advised Óptima Servicios Financieros on the acquisition of Finca El Salvador, which retained Consortium Legal.

[Davis Polk advised Arcos Dorados on cash tender offer](#)
Davis Polk acted for Arcos Dorados on its cash tender offer for up to \$80 million of its 6.625% senior notes due 2023.

[Cuatrecasas adds third partner in Mexico](#)
The Iberian law firm announced the arrival of Santiago Ferrer as a partner. He joins from the Mexico City office of Hogan Lovells.

[Demarest recruits partner from Cuatrecasas in Sao Paulo](#)
Demarest Advogados announced it has hired Andoni Hernández to spearhead the firm’s Iberian desk

[Muñiz Ramirez instructed on bond placement by Engie Energía Peru](#)
Peruvian law firm Muñiz, Ramirez, Perez Taiman & Olaya advised Engie Energía Perú on the first issuance of its dual currency bond programme.

[For more news click here](#)

Iberian Lawyer TV

[Awareness of FCPA and other regulations is the new normal in Latin America](#)
Hernando Padilla, partner at Philippi Prietocarrizosa Ferrero DU & Uria in Colombia shares opportunities for investors and regulatory challenges in the Pacific Alliance.

[For more videos click here](#)

Events

IBA Annual Conference Washington 2016

18-23 Sept, Washington DC

The 2016 IBA Annual Conference in Washington, DC will feature around 200 conference sessions on a wide range of topics, such as the challenges of law firm management and international relationships, ethics, the future of the legal profession, and the rule of law and human rights. [Read more](#)

Pacific Alliance: growing opportunities in Projects and Infrastructure

20 Sept, Washington DC

This session, to be held at the Omni Shoreham Hotel in Washington DC, will bring together the founding member law firms of the series, General Counsel and key partners at international law firms.

Having picked the “low hanging fruit of integration”, Chile, Colombia, Mexico and Peru have challenges ahead, challenges which are likely to show the Alliance untapped potential. [Read more](#)

Tax incentives in Latin America, challenges for the European Investor

27 September, Madrid

The debate in Madrid will bring together leading tax lawyers across Latin America, international corporate counsel and partners at global law firms to discuss tax incentives in the region and the challenges for European investors. [Read more](#)



