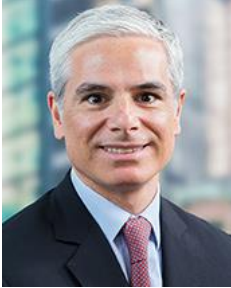


Estudio Ehecopar.

Member Firm of Baker & McKenzie International



Juan Carlos de los Heros

Partner

Lima, Peru

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juancarlos.delosheros@bakermckenzie.com

Local practice

Banking & Finance

Areas of practice

Project Finance

Loans & Credit Facilities

Infrastructure

Acquisition Finance

Real Estate Finance

Languages

Spanish

English

Biography

Juan Carlos de los Heros focuses in the practice areas of Banking and Finance, and Projects. He is listed by several publications, including International Who's Who of Professionals, Chambers & Partners Latin America and Legal 500, as a leading lawyer in project finance. Prior to joining the Firm, Juan Carlos was an international lawyer in the global project finance group of an American law firm.

Practice focus

Juan Carlos has extensive experience in project finance transactions as well as local and international financing, including syndicated loans, project bonds, trusts and secured transactions. He has advised not only financial entities acting as lenders, arrangers agents and investment banks, but also borrowers and sponsors from different industries. He has participated in a number of PPPs and energy projects including providing advice in public tenders, private initiatives and the negotiation of PPP and construction agreements.

Education

- Universidad de Ciencias Aplicadas (UPC), Diploma in Construction Law Lima, 2007.
- Cornell University, Master in Law (LL.M.), Ithaca, New York, 2000.
- Pontificia Universidad Catolica del Peru, Law Degree, Lima, 1997.

Memberships

- Member of the International Bar Association.
- International Bar Association – Vice Chair, Latin American Regional Forum – LARF.
- Member of Baker McKenzie's Global Project Finance Steering Committee.
- Member of the "Global Financial Institutions Industry Group Steering Committee.

Admission

- Lima Bar Association, 1998.

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Peru

Representative legal matters

- Advised Ergon Peru, a subsidiary of Tozzi Green SpA, in the offering, issuance and sale of USD 222,000,000 bonds maturing on June 30, 2034, which will be used to prepay an existing credit line and project costs for the installation, operation and maintenance of approximately 213,441 stand-alone photovoltaic solar panels (2019).
- Counsel to Citibank del Peru acting as onshore collateral agent and trustee, and Citibank, NA acting as indenture trustee and offshore collateral agent in the financing of Line 2 Metro of Lima. The financing included a syndicated loan of USD 800 million and bonds issued in the international market for USD 1.718 billion. (Latin American Multi-source Financing Award Deal of the Year 2015 by IJGlobal) (Project Finance Deal of the Year 2015 by IFLR1000).
- We acted as lenders' counsel in connection with a Credit Facility Agreement for an amount over USD 1.3 billion executed with Petroleos del Peru - PETROPERU S.A. a state-owned oil & gas company, to finance an important portion of the investment required for the modernization of the Talara Oil Refinery in Northern Peru. (Downstreaming Oil & Gas Deal of the Year 2018 by IJGlobal).
- Advised Azteca Comunicaciones Peru, affiliate of TV Azteca S.A.B. de C.V., and Red Dorsal Finance Limited, the issuer, in the successful financing of its fiber optic network project in Peru through the sale and purchase of CR-RPI. Red Dorsal Finance Limited, a special purpose vehicle, issued USD 273.7 million Senior Secured Variable Funding Notes. (LatinFinance Magazine 2015 Project & Infrastructure Finance Awards: Best Bond) (Latin American Telecoms Deal of the Year 2015 by IJGlobal).
- Advised BTG Pactual in an international bond (projects bonds) offering by Planta de Reserva Fría de Generación de Eten S.A. for USD 132.8 million, to finance one of the first cold reserve generation plants in Lambayeque, Peru. (IFLR1000 2013 Project Finance Deal of the Year) (LatinFinance Magazine 2013 Project & Infrastructure Finance Awards: Best Bond) (Project Finance Magazine's 2013 Latin American Project Bond Deal of the Year and Overall Latin American Deal of the Year).
- Counsel to Linea Amarilla S.A.C. (currently owned by Vinci), Construtora OAS and INVEPAR in connection with the USD 527 million financing comprising two series of notes and a syndicated loan for the development and construction of brownfield toll road project in the city of Lima. (Latin America PPP Deal of the Year 2012 por Project Finance Magazine).
- Counsel to Villa Maria del Triunfo Salud S.A.C. and Callao Salud S.A.C. in the USD 100 million financing of the first two PPP projects in Peru for the construction and operation of public hospitals through the sale and purchase of CR-RPIs issued by ESSALUD.

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- Counsel to Citibank, N.A. and Citibank del Peru S.A., as collateral agents and depository banks, in connection with the USD 2.25 billion financing to Peru LNG S.R.L. for its liquefied natural gas export project (2008 Project Finance Deal of the Year by Latin Lawyer).