

Estudio Ehecopar.

Member Firm of Baker & McKenzie International



Local practice

Corporate

Related legal services

Mergers and Acquisitions

Private M&A

Languages

Spanish

English

Estudio Ehecopar

Av. La Floresta 497

Piso 5 San Borja

Lima 41

Peru

Liliana Espinosa

Partner

Lima, Peru

+51 (1) 618 8524

liliana.espinosa@bakermckenzie.com

Biography

Liliana Espinosa has a solid background in mergers and acquisitions, corporate law and financing. During her professional career, she has participated in several acquisition transactions or sale of companies, assets and shares participations, including mergers, spin-offs, reorganizations and other complex arrangements structures, both locally and abroad and in several sectors of the economy such as fishery, financial system, telecommunications companies and services sector, among others. Liliana has also participated in financing of different types, both domestic and international.

Liliana is chair of M&A/PE practice in Latin America and serves in the Executive Committee of the Lima office. About Liliana, Chambers & Partners says clients as a "great lawyer" and continuing praise her: "*She has in-depth knowledge and considerable experience in this field.*" They additionally appreciate her personal involvement in matters, as well as her responsiveness. Liliana is recognized for her people skills and is highlighted as being talented, intelligent and a pleasure to work with. About her work, Latin Lawyer has stated that she is "*a bright lawyer who is never less than determined to get the deal done, with an ever-increasing presence in the M&A market*" and "*a young, intelligent and hard working lawyer*". A private equity client said that, "*it's a privilege to have her represent you in M&A deals*", adding that her positive attitude helped his company get positive results from a complicated negotiation.

Practice focus

Liliana has participated in several local and foreign acquisition transactions and sales of companies, assets and shares, as well as private equity transactions and different types of domestic and international financing. Her experience includes mergers, spin-offs, reorganizations and other complex structures in sectors such as fishery, financial systems, telecommunications, retail and services.

Education

- New York University, LL.M. in Corporate Law, New York, 2000.
- Universidad de Lima, Law Degree, Lima, 1996.

Admission

- New York Bar Association, 2001.
- Lima Bar Association, 1997.

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Representative legal matters

- Advised Mitsui & Co (USA) Inc. and their subsidiaries Anagra S.A. (Chile) and Mitsui Agribusiness in their joint venture with Grupo Romero, a strategic alliance to boost their fertilizer business in Peru.
- Advised the seller on the sale of LAMSAC, the concessionaire of Linea Amarilla Project, one of the largest infrastructure projects in Peru, to Vinci Highways SAS, based on an enterprise value of USD 1.5 billion.
- Advised the seller on the sale of Transcom Worldwide Peru SAC to BPO Consulting SAC.
- Advised Payless Shoesource Inc. in an asset purchase in Peru.
- Advised the seller on the sale of a relevant equity package of JLT Corredores de Seguros to JLT Peru Retail Ltd.
- Advised on the Joint Venture of an agribusiness company located in the region of Lambayeque. This project will represent a large-scale agricultural project resulting in significant exports to the Northern hemisphere.
- Advised the buyer on the acquisition by Grupo Security, through its subsidiary Vida Security, of 61% of the insurance company Protecta, a Peruvian company owned by Grupo ACP and the International Financial Corporation (IFC), the investment arm of the World Bank. Grupo Security therefore remains in control of the insurance company, while Grupo ACP maintains a 39% ownership, remaining a minority partner of the Chilean holding.
- Advised the buyer on the acquisition of 100% of the shares of Dessau S&Z S.A., which provides consulting, engineering and supervision services for infrastructure and energy projects.
- Advised the seller on the sale of a relevant equity package of JLT Corredores de Reaseguros S.A. and JLT Peru Reinsurance Solutions Limited to JLT Peru Wholesale Limited.
- Advised the seller on the sale of the remaining equity package of Haug S.A., a leading company in the metal works industry, to Benito Roggio e Hijos S.A., one of the largest construction companies in Argentina.
- Acquisition by Da Long Holdings Inc. of an equity package representing 100% of the capital stock of Servicios Generales LID S.A.C. Our firm advised the buyer, 2014.
- Acquisition by Yara International ASA of an equity package in OFD Holding, Inc., a subsidiary of Corporacion Misti S.A. Our firm advised the buyer, 2014.
- Acquisition by Terranum Hotels of an equity package in Decameron Hotels and six of its international subsidiaries. Our firm advised the buyer, 2014.

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- Acquisition by Latin America Power Peru S.A.C., a subsidiary of Brazilian GMR Energia, BTG PActual Group and Patria Invermentos & Promon S.A., of a majority stake in Hidroelectrica Santa Cruz S.A.C., a renewal energy company devoted to the construction and operation of hydro power plants along the Santa Cruz River in Ancash, Peru. Our firm advised the buyer, 2012.
- Sale of a majority interest of Resonancia Magnetica S.A., a company leader in the diagnostic imaging sector, to Cruz Blanca Salud Peru S.A.C. Our firm advised the sellers, 2011.
- Acquisition of a supermarket chain by wholesaler Mayorsa S.A. The operation included the acquisition of an assortment of assets comprised in the supermarket business, as well as merchandise over 9 stores. Our firm advised the buyer, 2011.
- Acquisition through a stock exchange transaction of a relevant equity package of a major player in the home improvement business by a group of investment funds for approximately US\$ 50 million. Our firm advised the acquirers, 2011.
- Acquisition of 100% shares of the Peruvian company Walda S.A.C., owner of fishing vessels "BRANCO 3" and "BRANCO 4". Our firm advised the buyer, 2011.
- Acquisition of 100% shares of the Peruvian company Inversiones Poas S.A.C., owner of fishing vessels "RIMAC 6" and "URUBAMBA 8". Our firm advised the buyer, 2011.
- Acquisition of 100% of Aeropuertos del Peru and 51% of Swissport GBH Peru S.A. by Talma Servicios Aeroportuarios S.A, 2010.
- Acquisition of preferential shares that represent 49% of the capital stock of Instituto de Creatividad y Negocios S.A.C., holding of the Group Toulouse–Lautrec, by investment funds Compass and Summa. This investment will allow Group Toulouse–Lautrec to manage the University Universidad de Ciencias y Artes de America Latina S.A.C. Ehecopar advised Compass, 2010.
- Acquisition of 85% of the mexican companies Braniff Air Freight and Company, S.A. de C.V. and Braniff Transport Carga, S.A. de C.V by Talma Servicios Aeroportuarios S.A. This transaction represents the first cross border transaction by Talma, acquiring the second largest company that provides air cargo services in Mexico, 2010.
- Sale of a majority stake of Haug S.A., a leading company in the metal works industry, to Benito Roggio e Hijos S.A., one of the largest construction companies in Argentina. Our firm advised the sellers, 2010.
- Acquisition of a major player in the home improvement business by a group of investment funds for approximately US\$123 million. Our firm advised the acquirers, 2009.

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- Investment of Rose Tech Ventures and others companies in "Por ti, Familia" S.A.C., through the capitalization of debts and capital contributions, 2009.
- Acquisition of a controlling stake in Compañía Minera Poderosa S.A. for US\$52 million, including the negotiation of agreements between the various shareholders and investors. Our firm advised a group of shareholders, 2009.
- Sale of a controlling stake (84.38%) of common stock class A shares of Compañía Minera Atacocha S.A.A., 2008.
- Acquisition of a participation (18%) in Pesquera Diamante S.A. and Empresa Pesquera Puerto Rico S.A. by Enfoca Descubridor 1 investment fund, 2008.
- Sale of controlling stake of Compañía Industrial Productiva de Explosivos Nacionales S.A.C. – Cipensa S.A.C. and Corporacion Peruana Cocachacra S.A.C. – Cpeco S.A.C., 2008.
- Sale of Teknoquímica S.A. to Corporacion Peruana de Productos Químicos S.A. Our firm advised the sellers, 2008.
- Acquisition of a fishing plant by China Fishery Group, through its Peruvian subsidiary CFG Investment, 2008.