



Luis Ernesto Marin

Principal Associate

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Global areas of practice

Banking & Finance

Areas of Expertise

Derivatives & Financial Products

Financial Institutions

Financial Services & Regulations

Fintech

Insurance

Loans & Credit Facilities

Project Finance

Real Estate Finance

Securitization & Structured Finance

Languages

Spanish

English

German

Estudio Ehecopar
Av. La Floresta 497
Piso 5 San Borja
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Peru

Biography

Luis Ernesto Marin is a senior associate in Estudio Ehecopar. He possesses significant expertise in regulatory banking and insurance matters (including experience advising Fintech companies) and his prior experience as in-house counsel of two of the major banks in Peru provides him a deep understanding of the financial services industry. He has also a broad experience representing lead financial institutions and companies in an assortment of domestic and cross-border financing transactions, including the San Martin Hydroelectric Project in Nicaragua which was awarded the "Latin America Hydro Deal of the Year" at the IJGlobal Awards 2017, and Ergon Perú's USD 219.4 million senior secured notes due 2034.

He has been recognized as a "Associate to watch" by Chambers Global and Chambers Latin America and as a "next generation lawyer" by The Legal 500 in the Banking & Finance practice, as well as a "rising star" by IFLR1000 in the Project Finance practice. About his practice, Chambers & Partners Latin America notes: "he's demonstrated that he is on top of it all. His knowledge is proficient and his willingness to do things is also good. He's always positive and available."

Luis Ernesto has authored a number of articles and other publications in topics related to his area of practice.

His pro bono practice includes advising SINBA, winner of the 2017 Kunan Award and several other matters sponsored by Alianza PRO BONO Perú.

Practice focus

Luis Ernesto's practice centers on financial services regulations, corporate finance, derivatives and insurance. He regularly advises financial and insurance institutions on a wide range of legal and regulatory matters throughout the lifecycle of regulated business, including incorporation of new companies, financial services and insurance M&A and day-to-day advise.

Luis Ernesto has also a broad experience representing lead financial institutions (as lenders or arrangers) and companies in all kinds of domestic and cross-border financing transactions, including bilateral and syndicated loans involving different types of collateral, leasing, public and private securities' issuance and project finance.

He also advises financial institutions and corporations on derivatives transactions.

Education

- ESAN Graduate School of Business, Specialization in Project Finance (2015).
- ESAN Graduate School of Business, Master in Science (M.Sc.) in Finance and Corporate Law (2010).
- Instituto de Formación Bancaria, Diploma in Banking and Finance (2008).
- Pontificia Universidad Católica del Perú, Law Degree (2008).

Admission

- Lima Bar Association, 2008.

Representative legal matters

- Advised Industrial and Commercial Bank of China Limited, Dubai (DIFC) Branch and ICBC Peru Bank in connection with a USD 22 million medium term loan agreement granted to Mota-Engil Peru. The facility is secured by a pledge and an asset trust.
- Advised Credicorp Capital Servicios Financieros, as arranger, and Banco de Crédito del Perú, as lender, in connection with a USD 40 million term loan facility granted to Administradora Jockey Plaza Shopping Center, to partially fund the acquisition by the borrower of all the shares of Inversiones Castellar, owner of the Boulevard Asia Shopping Mall located in Asia, in the south of Lima.
- Represented Compañía de Seguros de Vida Cámara in connection with the acquisition of the death, disability and funeral insurance business of Rigel Perú Compañía de Seguros. This transaction is the first of its kind in the Peruvian insurance market, provided the death, disability and funeral insurance is a group policy issued by several insurance companies for the benefit of affiliates to the private pension fund system.
- Advised Ergon Perú, a subsidiary of Italian investor Tozzi Green SpA, in the offer, issuance and sale of USD 222 million 4.87% Senior Secured Notes due June 30, 2034. The proceeds of the notes will prepay the existing credit facility and to pay for project costs. The transaction also involved the execution of a credit agreement and an intercreditor agreement.
- Advised DNB Bank ASA, Rabobank and Santander, as lead arrangers and bookrunners, in connection with a USD 110 million loan to Pesquera Exalmar S.A.A., to repay the outstanding principal amount of the borrower's notes due 2020 and to repay existing debt.
- Acted as lenders' counsel in connection with a USD 200 million senior unsecured loan to Camposol S.A. The proceeds of the loan were used to redeem 100% of the outstanding principal amount of the borrower's 10.50% Senior Notes due 2021, fund capital expenditures and other general corporate purposes.
- Advised Belgian Investment Company for Developing Countries (BIO) and Triodos Groenfonds N.V. in connection with financing for

the San Martin Hydroelectric Project (Nicaragua), which was awarded the "Latin America Hydro Deal of the Year" at the IJGlobal Awards 2017.

Publications, presentations and articles

- Author, "Hacia una revolución en el Comercio Exterior: ¿Cómo puede ayudarnos el blockchain?", Revista Negocios Internacionales, November 2019.
- Co-author, " Algunas reflexiones sobre la regulación del financiamiento participativo o crowdfunding", Revista Forseti, 2018.
- Co-author, "Una revisión al Project Finance", Revista de Derecho Administrativo, 2016.
- Co-author, " Normas para promover el financiamiento a través del factoring y el descuento", Revista desdeadentro, March 2015.

Awards and rankings

- Recognized as an 'associate to watch' in the Banking & Finance practice by Chambers & Partners Latin America and Chambers & Partners Global guides.
- Recognized as a 'rising star' in the Banking & Finance practice by The Legal 500
- Recognized as a 'rising star' in the Project Finance practice by IFLR.