Estudio Echecopar.

Member Firm of Baker & McKenzie International

Pablo Berckholtz

Partner

Lima, Peru

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Local practice

Banking & Finance

Capital Markets

Related legal services

Equity & Debt Transactions

Financial Services and Regulation

Acquisition Finance

Derivatives & Financial Products

Loans & Credit Facilities

Languages

Spanish

English

Biography

Pablo Berckholtz is the managing partner of Estudio Echecopar and Chair of Latin America Capital Markets Steering Committee. He focuses on capital markets, corporate finance and derivatives, with experience in initial public offerings, high-yield debt and project bonds, representing both issuers and investment banks. He also has experience in derivatives matters, advises derivatives counterparties on regulatory and other Peruvian law matters.

Practice focus

Pablo has extensive experience in financial derivatives matters, having advised the International Swaps and Derivatives Association, Inc. and important international banks. He also represents corporations and financial institutions in their private financing activities, including acquisition financings, corporate restructurings, project finance and other domestic and international private financings.

Education

- University of Notre Dame, J.D., Notre Dame, Indiana, 1998.
- Georgetown University, B.A., Washington, D.C., 1994.

Admission

- Lima Bar Association, 2004.
- New York Bar Association, 1999.

Experience

- Managing partner at Estudio Echecopar since 2014.
- Partner at Estudio Echecopar since 2007.
- Main Associate at Estudio Echecopar, 2004 – 2007.
- Associate at Clifford Chance US LLP, New York, 1998 – 2003.

Representative legal matters

- Counseled Banco Internacional de Peru S.A.A. – Interbank in connection with an offer of USD 200 million 8.500% Non–Cumulative Fixed/Floating Rate Step–up Junior Subordinated Notes due 2070 pursuant to Rule 144A and Regulation S.

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Peru

- Counseled a leading global bank and a global financial services company, underwriters, and Citicorp del Peru SAB, as placement agent, in connection with the initial public offering in Peru and private placement pursuant to Rule 144A outside Peru of 18,269,231 common shares of Intergroup Financial Services Corp.
- Counseled a leading global bank in connection with a USD 312 million Senior Secured Credit Agreement.
- Counseled Corporacion Andina de Fomento in connection with the USD 247 million financing of the Olmos Irrigation Project (2006 Project Finance Deal of the Year by Latin Finance).
- Advised Fondo MIVIVIENDA S.A. in the registration with the Peruvian Capital Markets Superintendency of its Corporate Bonds Issuance for an amount up to PEN 2 billion and the issuance of an aggregate principal amount of PEN 1.5 billion.
- Counseled stated-owned mortgage provider Fondo Mivivienda S.A. in connection with an international notes issuance worth USD 300 million, April 2014.
- Counsel to Credit Suisse and Santander Investment Securities, as initial purchasers, in connection with the reopening of agro–industrial company Camposol notes worth USD 75 million.
- Counsel to Citigroup Global Markets Inc. and Santander Investment Securities Inc., as underwriters, in connection with a USD 320 million bond issuance under Rule 144A and Regulation S issued by Gas Natural de Lima y Callao S.A. (Calidda).
- Counsel to Ferreycorp S.A.A. in connection with a USD 300 million bond issuance under Rule 144A and Regulation S.
- Counsel to Consorcio Transmantaro S.A. in connection with its USD 450 millions inaugural international bond issuance.
- Counsel to Cementos Pacasmayo in connection with a USD 300 million inaugural international bond issuance under Rule 144A and Regulation S.
- Counsel to Fondo Mivivienda S.A. in connection with a USD 500 million international bond issuance under Rule 144A and Regulation S.
- Counsel to Banco Internacional de Peru S.A.A. – Interbank in connection with an offer of USD 250 million 5.750% senior notes due 2020 pursuant to Rule 144A and Regulation S.
- Counsel to Banco Internacional de Peru S.A.A. – Interbank in connection with an offer of USD 400 million 5.750% senior notes due 2020 pursuant to Rule 144A and Regulation S.
- Counsel to Maestro Peru S.A. in connection with a USD 200 million international bond issuance under Rule 144A and Regulation S.

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- Counsel to Credit Suisse in connection with a USD 125 million bond issuance under Rule 144A and Regulation S issued by Camposol S.A.
- Counsel to Cementos Pacasmayo S.A.A. in connection with a SEC registered and NYSE listed initial public offer (IPO) of 20'000,0000 ADSs.
- Counsel to Volcan Compañia Minera S.A.A. in connection with a USD 600 million international bond issuance under Rule 144A and Regulation S.
- Counsel to BBVA Continental Bolsa SAB in connection with a USD 62 million public offer for common shares of Luz del Sur S.A.A.
- Counsel to Credit Suisse, Goldman, Sachs & Co. and Morgan Stanley, as underwriters, in connection with Southern Copper Corporation's registered public offering of its USD 400 million 5.375% Notes due 2020 and USD 1.1 billion 6.750% Notes due 2040.
- Counsel to Citigroup Global Markets Inc. and UBS Securities LLC, as initial purchasers, in connection with an offering by Southern Peru Copper Corporation of USD 200 million 6.375% Notes due 2015 and USD 600 million 7.5% Notes due 2035 (2005 Deal of the Year by Latin Lawyer).
- Counsel to CFG Investment S.A.C. in connection with an offer of USD 225 million 9.25% Senior Notes due 2013 pursuant to Rule 144A and Regulation S.
- Counsel to Citibank del Peru, as placement agent, in connection with a public offering of USD 90 million in notes issued by Sociedad Minera Cerro Verde S.A.A. for the exploitation of a deposit of primary sulfide in the Cerro Verde copper mine (2005 Project Finance Deal of the Year by Latin Lawyer).
- Counsel to Citicorp del Peru SAB, as placement agent, and Citibank del Peru, as arranger, in connection with the secondary public offering of common shares in Peru of Southern Peru Copper Corporation and local counsel to Citigroup Global Markets Inc. and UBS Securities Inc., as underwriters, in connection with the secondary public offering of common shares in the United Stares of Southern Copper Corporation. The combined offering was for approximately USD 950 million in shares.
- Counsel to Bolser S.A.C., as arranger, in connection with the initial public offering of 50,000 equity certificates issued by Credititulos Sociedad Titulizadora S.A.
- Counsel to Pesquera Exalmar S.A. in connection with an Initial Public Offering in Peru of 71,889,667 common shares and a simultaneous 144A and Regulation S offering (Runner up for 2010 Equity Deal of the Year by Latin Lawyer and IFLR 1000).