

# HAYNES BOONE

## Latin America and the Caribbean

Haynes Boone has one of the largest Latin American/Caribbean practices among the AmLaw 100 law firms, with approximately 70 lawyers serving clients from our Dallas, Houston, Mexico City, New York, London, Washington D.C., and Austin offices. These lawyers are native speakers or fluent in English, Spanish, Portuguese, and French and are comfortable working with civil law and international law concepts. The firm is experienced in virtually all Latin American and Caribbean markets. Our lawyers have helped clients navigate and complete some of the most ambitious and challenging projects involving transportation, real estate, infrastructure and energy.

### MEXICO CITY OFFICE

Haynes Boone is one of the most active U.S. law firms operating in Mexico with a growing list of both international and Mexican clients. Operating in Mexico City with its affiliate, Haynes Boone, S.C., it has been serving clients in both Mexico and the U.S. for over 30 years, with a specialty in cross-border transactions.

### PRACTICE AREA CAPABILITIES

- Aviation
- Banking and Finance
- Bankruptcy & Workouts
- Corporate and M&A
- Capital Markets
- Energy and Natural Resources
- Franchising
- Labor / Employment
- Litigation / Arbitration
- Project Finance
- Maritime / Shipping
- Real Estate
- Foreign Tax
- Trade



### SELECTED HONORS AND RANKINGS: MEXICO / LATIN AMERICA



### CARIBBEAN / CENTRAL AMERICA

The firm distinguishes itself with a strong client base in the Caribbean, Central America and broadly in South America, having worked in more than 30 jurisdictions in the region and through such work has developed a strong network of Latin American law firms. We are also a founding member of one of the largest international network of independent law firms World Services Group (WSG), which has a large membership base of Latin American and Caribbean law firms and other professional service providers (see Slide 8 for more information on WSG). Haynes Boone is frequently called upon to advise in complex multi-jurisdictional work in the region and leverages well these relationships (in conjunction with its internal resources) on behalf of its clients.

### REPRESENTATIVE CLIENTS

- American Airlines
- Arcosa
- AT&T
- Bancomext
- BBVA
- Bancomer
- Blackstone Inc.
- Cathay Pacific
- Commercial Metals Company
- Cotemar
- DuPont Mexicana
- Forefront Medical
- Glencore International AG
- Gruma
- Halliburton
- Shell
- Toyota

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Austin  
Boston  
Charlotte  
Chicago  
Dallas  
Dallas - North  
Denver  
Fort Worth

Houston  
London  
Mexico City  
New York  
Northern Virginia  
Orange County  
Palo Alto

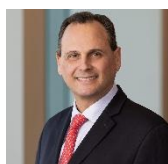
San Antonio  
San Francisco  
Shanghai  
The Woodlands  
Washington, D.C.

# HAYNES BOONE

## EXAMPLES OF OUR WORK

- **Banco Nacional de Comercio Exterior SNC** in a financing transaction for HF Offshore Services, SAPI de CV, a key shipping company, for corporate purposes. The guarantee structure included a guaranty trust over the Mexican-flagged offshore support vessel “Titan” and the assignment of collection rights from a time charter agreement.
- **Blue Torch Finance LLC** in the acquisition of Bank of America's credit rights with Celadon Group Inc., to thereafter advise Blue Torch in the sale of Celadon's business in Mexico to Jaguar Transportation Inc. (an affiliate of General Management Co.).
- **Cathay Pacific Airways** in establishing freighter service to Guadalajara, Mexico from Hong Kong, marking the airline's first entry into the Latin America market.
- **Corporación POK**, a Mexican industrial and oilfield services precision casting foundry, with respect to the sale of stock to Nucor Corporation, a significant steel and steel products manufacturer entering the Mexican market. Named a “Materials Deal of the Year” by The M&A Advisor.
- **Eastprint Incorporated** in the sale of its business to East West Manufacturing, LLC, with Haynes Boone serving as Mexican counsel on the cross-border aspects of the transaction involving Eastprint's operations in Mexico and the expansion of advanced printed electronics and HMI technologies.
- **Mama Lycha Foods** in connection with the sale of its Latin American food manufacturing and distribution business in the U.S. (37 states) and Canada to an affiliate of Rotunda Capital Partners, LLC.
- **Manufacturing Resource Group, Inc. (MRG)**, a global leader in electro-mechanical devices and electrical distribution systems with manufacturing facilities in the U.S. and Mexico, in its sale to Electrical Components International, Inc., one of the world's leading suppliers of electrical distribution systems, control box assemblies, and other critical engineered components.
- **Royal Dutch Shell** in the sale of its downstream businesses in Honduras, Guatemala, Nicaragua, El Salvador, Panama and Costa Rica, as well as the sale of two joint venture interests involving refinery and terminal storage facilities.
- **Royal Dutch Shell plc** in the sale of its downstream business in Argentina to Raizen for \$916 million. This includes the Buenos Aires Refinery (the third largest in Argentina), 665 retail stations, liquefied petroleum gas, marine fuels, aviation fuels, bitumen, chemicals and lubricants businesses, as well as supply and distribution activities in the country. This was named a “Cross-Border Deal of the Year” by The M&A Advisor.
- **Woodside Energy** in a deal with Mexico Pacific to purchase 1.3 million tonnes of LNG per annum for two decades. Under the deal, the Australian oil and gas producer will buy the LNG from Mexico Pacific's Saguaro Energia LNG project, located in Sonora, Mexico on a free-on-board basis with pricing linked to U.S. gas indices.

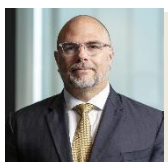
## KEY CONTACTS



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