

## HIGHLIGHTS OF RELEVANT TRANSACTIONS

### MERGERS & ACQUISITIONS

- KIO Networks in the sale of its telecommunications and fiber optics division to American Tower Corporation for US\$500m
- DuPont in its US\$1.3b sale of crop protection assets to FMC in exchange of the transfer of FMC's health nutrition business
- Macquarie Capital (the corporate advisory, capital markets and principal investment arm of Macquarie Group) and Techint, as sponsors, in the highly complex multimillion dollar acquisition, development and project financing of the landmark 907 MW Norte III power plant in Mexico, which will generate electricity for the Mexican Federal Electricity Commission pursuant to a 25-year PPA
- Schlumberger in the full acquisition of onshore oil field Pánuco, located in the coast of the Gulf of Mexico, from its former contract partner Petrofac (British oil and gas service provider)
- 5M2 Holding, in the acquisition of Grupo Expansión, a leader in Mexico in business' journalism, through the purchase of an equity interest from Southern Cross Group
- Take Two Interactive Software, Inc. (NASDAQ) in the acquisition of all rights of the videogame Kerbal Space Program, ranked #11 on PC Gamer's "Top 100 PC Games of All-Time"
- Alsis Funds in the Pesos \$120m acquisition of Deutsche Bank subsidiaries in Mexico
- Koch Industries, Inc. in the US\$18m acquisition of a Newell Brand group company
- Marak Capital in its sell-down of 25% of the outstanding stock of Lumex Holding (a joint venture of OAO LUKOIL and Marak Capital) to Renaissance Oil Corp., a Canadian oil company
- Mabucapa I, an Alsis Funds SPV, in the Pesos \$252m acquisition of certain mortgaged loans portfolios from Promecap
- InvestaBank in the multimillion-dollar acquisition of Deutsche Bank's banking and securities businesses in Mexico
- Infraestructura Energética Nova, in the US\$852m acquisition of the largest wind farm projects in Mexico, Ventika I and Ventika II, from Fistera Energy, a Blackstone company (NYSE:BX)
- IFM Investors in the Pesos \$8,644m add-on transaction with OHL México, for an additional acquisition of 24.01% of the equity of Organización de Proyectos de Infraestructura (which owns the Circuito Exterior Mexiquense 110 km toll-road in the State of Mexico)
- Cision in its US\$841m acquisition from UBM of PRNewswire (a premier global provider of multimedia platforms)
- Globalvía Infraestructuras and its Mexican subsidiaries, in their EUR€170m acquisition by USS Nero Limited, OPT Trust Infrastructure Europe I and Stitching Depositary PGGM Infrastructure Funds
- Modine Manufacturing Company in the US\$422m acquisition of the Heat Transfer Solutions division of Luvata Oy
- Grupo Rotoplas in the acquisition of an 80% stake in Sytesa, a Mexican company dedicated to designing, operating and maintaining water treatment plants
- Olympus Partners (private equity and venture capital firm) in the US\$415m acquisition of AmSpec Holding Corp., a leading company in the inspection and testing of crude oil, petrochemicals and biofuels sector

- Robertshaw US Holding Corp. in the acquisition of 100% of Aterian Burner Systems International (a full-service global supplier of components and custom solutions for gas appliance manufacturers)
- Papa John's International in its participation in the multimillion-dollar acquisition by Orquest of Dinesa Pizzas and affiliates, the developers and exclusive franchisors for Papa John's Pizza in Mexico City
- Olympus Partners in its US\$300m acquisition from the Sterling Group of Liqui-Box (a leading global supplier of liquid packaging systems across numerous end markets, including dairy, beverage, food and wine)
- Association of Promecap and Tecnitasa for the multimillion acquisition of Avamex
- Taylor Corp. in the US\$307m acquisition of all the assets of Standard Register Co.
- Grupo Fertinal (the largest fertilizer producer in Mexico and Latin America) and its shareholders, in the US\$680m sale of 100% of the equity to newly created PEMEX subsidiary, Pemex Fertilizantes
- P.M.I. Holdings, a wholly-owned subsidiary of PEMEX, in the US\$900m transaction for the sale to BlackRock and First Reserve of its 45% equity participation in TAG Pipelines Sur and TAG Pipelines Norte, developers of the Los Ramones II Sur and Los Ramones II Norte pipeline projects
- IFM Investors in the Pesos \$8,777m acquisition of an initial 24.99% stake in Organización de Proyectos de Infraestructura, a wholly-owned subsidiary of OHL México, which owns the Circuito Exterior Mexiquense 110 km toll-road in the State of Mexico
- Lumex Holding (a joint venture of OAO LUKOIL and Marak Capital) in the acquisition of Petrolera de Amatitlán, and the migration of its Amatitlan area Hydrocarbons Exploration and Production Services Agreement (CIEP) with Pemex-Exploración y Producción, into a new E&P Agreement with the National Hydrocarbons Commission of Mexico
- SixSigma Networks México (KIO Networks) in the US\$450m acquisition of 100% of the capital stock of MetroNet, positioning KIO Networks as the preeminent IT service provider in Mexico
- Coveris Holding Corp., an affiliated portfolio company of Sun Capital Partners, in the US\$114m acquisition of McNeel International Corp., an international agricultural plastics manufacturing group
- DIRECTV in the regulatory approval of its US\$67b merger with AT&T, and the implications arising from its 41% ownership of SKY Mexico, the largest DTH satellite Pay-TV provider in Mexico
- Cartesian Capital Group and Digital Realty, Inc. in the US\$450m sale to KIO Networks of MetroNet, a Mexican telecom concessionaire and operator of data and IT centers
- Grupo GICSA as a majority partner in its association with Grupo Adela, for the Pesos \$5,000m development, construction and management of 3 large scale retail shopping centers in Mexico City
- Pharma Equity Global Fund and One Global Equity Fund in the acquisition of Casa Saba, the third largest pharmaceutical distributor in Latin America
- WSP – Parsons Brinckerhoff, as buyer, in the acquisition of 100% of the capital stock of Diseño Integral y Tecnología Aplicada, a Mexican engineering and design company
- SoloAutos Group, a Mexican corporation in the automotive classifieds business, in the acquisition of a 65% stake thereof by CarSales.com

- Euler Hermes and Mapfre in their strategic alliance involving the combination of their credit insurance businesses in Argentina, Chile, Colombia, Mexico and Spain, as well as the merger of the regulated Mexican insurance companies
- Bain Capital in its EUR€1.3b acquisition of Atento Group from Telefonica
- A group of Mexican investors in the management buy-out of RBS Mexico Bank and Brokerage House, and the start-up of the new Banco Inventa and Inventa Casa de Bolsa
- KIO in the acquisition of a majority position in its IT and data center services competitor MASnegocio
- DuPont in the sale of its Performance Coatings Division to the Carlyle Group for US\$5b
- Telefónica Mexico in different sale/leaseback transactions with American Tower and Global Towers (Macquarie), for an aggregate of US\$740m, comprising 3,500 telecomm towers in Mexico
- Bunzl PLC, a FTSE listed company, in two separate acquisitions for approximately US\$200m, to purchase 100% of the equity of Mexican companies Espomega and ProEpta
- Cartesian Capital Group and Digital Realty, Inc. in the US\$80m acquisition of a significant equity position in Metro- Net, a Mexican telecomm concessionaire and operator of data and IT services
- Crédito Real, a leading consumer finance company in Mexico, in separate acquisitions of more than US\$180m for significant stock positions in Kondinero, Credifiel and Crédito Maestro, respectively
- Prologis Property Mexico and Corporación Actinver in the sale to Alta Growth Capital Mexico Fund of 100% of their equity in Operadora Central de Estacionamientos (formerly Central Parking Systems Mexico)
- Avista Capital Partners in the US\$780m global acquisition of The Clorox Company's auto care business (including the Armor All® product line)
- Bradesco in the acquisition of Mexican assets under the US\$1b acquisition of IBI
- Sentinel Capital Partners in its US\$200m merger buyout of Engineered Controls International
- Pardus Capital Management and other private equity investors, in the reorganization and spin-off of certain businesses of Delphi in México, arising from the US\$2.55b Chapter 11 reorganization of Delphi Corporation
- Votorantim Metais in its participation in a private offer for a major steel industrial plant in Mexico for an amount of approximately US\$990m
- Mexican investors in the acquisition of a 70% stake in Structura Capital Management, a preeminent financial services company in Mexico
- Resuelve tu Deuda, a Mexican financial restructuring and credit repair business, in the Pesos \$266m acquisition of a 55% stake thereof by Crédito Real
- Mexican investors and ZetraSoft, in a co-investment in Enómina a Mexican company in the software licensing business

#### PROJECT FINANCE, INFRASTRUCTURE & ENERGY

- Macquarie Capital (the corporate advisory, capital markets and principal investment arm of Macquarie Group) and Techint, as sponsors, in the highly complex multimillion dollar acquisition, development and project financing of the landmark 907 MW Norte III power plant in Mexico, which will generate electricity for the Mexican Federal Electricity Commission pursuant to a 25-year PPA

- Schlumberger in the full acquisition of onshore oil field Pánuco, located in the coast of the Gulf of Mexico, from its former contract partner Petrofac (British oil and gas service provider)
- Tesoro Mexico, an affiliate of Andeavor (formerly Tesoro Corp.) Texan oil refiner, in the pre-qualification process and awarding of Pemex's total storage and transport capacity in northwest Mexico auctioned in the first Open Season, including the negotiation and execution of relevant agreements with Pemex Logística
- Jaguar Exploración y Producción de Hidrocarburos, in the prequalification process of International Public Bid "Ronda 2.3", called by the National Hydrocarbons Commission, and awarding of 5 tendered onshore E&P blocks in various locations in Mexico
- Jaguar Exploración y Producción de Hidrocarburos and Canadian BlackPearl Resources, in the prequalification process of International Public Bid "Ronda 2.2", called by the National Hydrocarbons Commission, and awarding of tendered hydrocarbon blocks in Mexico for E&P activities
- Mexican Development Banks BANORTE, BANCOMEXT and NAFIN, as lenders, in the Pesos \$17,750m senior loan financing granted in favor of Altan Redes for the development of the Red Compartida Project. *This deal was selected as Best Loan (LATAM) and Best Infrastructure Financing: Mexico by Latin Finance for the 2017 Project & Infrastructure Finance Awards*
- The consortium of Huawei and Nokia, as lenders, in the US\$850m finance to Altan Redes through EPC agreements, infrastructure and service financing for the development of the Red Compartida Project. *This deal was selected as Best Loan (LATAM) and Best Infrastructure Financing: Mexico by Latin Finance for the 2017 Project & Infrastructure Finance Awards*
- ACON Investments and its portfolio company Citla Energy, an independent Mexican oil exploration and production company, in their US\$560m co-investment commitment with International Finance Corporation (IFC) and the China-Mexico Fund (CMF), and the various drawdowns thereunder
- Hidrocarburos del Sureste in its EPC contract for the design, construction and start-up of a marine off-shore hydrocarbon storage terminal
- Infraestructura Energética Nova, in the US\$852m acquisition of the largest wind farm projects in Mexico, Ventika I and Ventika II, from Fisterra Energy, a Blackstone company (NYSE:BX)
- Enermex, as supplier, in the execution of a long-term fuel supply agreement for up to 400,000 bpm of gasoline and diesel entered with a large service station group with presence in Mexico's western area
- PEMEX Transformación Industrial in the US\$597m sale-leaseback transaction and financing of its ultra-low sulfur gasoline units in the Madero Refinery to First Reserve
- PEMEX Exploración y Producción, in the US\$1.2b financial sale and leaseback transactions with affiliates of Kohlberg Kravis Roberts & Co, of 15 infrastructure and production assets located in the Gulf of Mexico. *This deal was selected as Private Equity Deal of the Year by Latin Finance, shortlisted as Private Equity Deal of the Year (2016) by Latin Lawyer, as well as shortlisted as Private Equity Deal for the 2017 Americas Awards by IFLR*
- Dhamma Energy Management in the sale of two of its Mexican subsidiaries, Tampico Solar and Proteus Solar to SunPower Corporation Mexico
- Telefónica as offtaker in a Power Supply Agreement (PSA) entered into with BAS Project Corporation, El Rollo Solar, and Juarez Renovables
- Mexico Power Group (Anglo-American private equity group) in the renewables joint venture with First Reserve for the US\$215m financing to build the 130MW "La Bufa" wind farm in Zacatecas, Mexico

- First Reserve in its US\$55m acquisition of a 49% participation and investment in Desarrollos Eólicos Mexicanos de Oaxaca 1 and 2, affiliates of Renovalia Energy, and owners and developers of the “Piedra Larga I” and “Piedra Larga II” wind farm projects located at the state of Oaxaca
- Proyecto CCC Empalme I in the public bid process to be awarded with a US\$476m public financed works contract with CFE for the engineering, procurement, construction and start-up of a 770MW Combined Cycle Plant to be located in Sonora
- The Chemours Company México in the implementation of comprehensive regulatory models and construction of a 115 KV three-breaker-ring switchyard and network
- Jaguar Exploración y Producción de Hidrocarburos and The Blackstone Group in their pre-qualification and presentation of their joint bids as a Consortium in International Public Bid “Round 1.3”, called by the National Hydrocarbons Commission for the award of E&P license agreements of 25 oil fields
- EIG Global Energy Partners in their strategic alliance with Abengoa for the financing, construction and development of a US\$2b energy/power generation portfolio, comprised initially of 5 projects in México, Brazil and Chile
- TAG Norte Holding, as borrower, Ductos y Energéticos del Norte and PMI Holdings as sponsors, in the US\$1.47b financing (including Senior and VAT facilities) for the 454 km Los Ramones Phase II-Norte Gas Pipeline Project. *This deal was recognized as the Project Finance Deal of the Year (2014) by Latin Lawyer*
- PEMEX, PGPB (TAG) and PMI International, as sponsors, in the approximately US\$1.1b project for the development, construction, financing, operation and ownership of the approximately 287 kms Los Ramones Phase II-South natural gas transportation pipeline, which is being developed in association with GDF. *This deal was named “Americas Oil and Gas Deal of the Year” for 2014 by Thompson Reuters, as well as, named Latin American Midstream Oil & Gas Deal of the Year by IJ Global*
- Sener Ingeniería y Sistemas and Senermex Ingeniería y Sistemas as part of a sponsor consortium in a US\$476m EPC Contract for the engineering, procurement and construction of a combined cycle plant for CFE
- Ductos El Peninsular, a joint venture of Hidrosina, PMI Comercio Internacional (a PEMEX subsidiary) and Trafigura, in the development, construction, financing, operation and ownership of a 350km pipeline project and related storage facilities, for transportation of gasoline, diesel and lubricants in the Yucatán Peninsula
- Senermex Ingeniería y Sistemas in its joint venture with Bonatti, S.p.A. for the approximately US\$100m construction of two compression stations to be located in Northern Mexico
- SENER/Bonatti consortium, as EPC contractors, in the negotiation of an approximately US\$85m EPC Contract for the construction of the 114 kms Los Ramones Phase I natural gas transportation pipeline for Gasoductos del Noreste
- Senermex Ingeniería y Sistemas in a US\$122m EPC Contract for the construction of a 142MW cogeneration plant for Afranvent (a subsidiary of Cryoinfra)
- Cogeneración Complejo Pajaritos (a joint venture company of Senermex Ingeniería y Sistemas, OHL Industrial, and IEPI México) in the execution of an approximately US\$45m EPC Contract for a cogeneration plant for CYDSA
- Pro-Agroindustria (a subsidiary of PMI International) in the negotiation of an approximately US\$200m EPC Contract under an open book basis, for the modernization of a fertilizer plant located at the Complejo Pajaritos

- PEMEX Petroquímica in its historic Pesos \$5b joint venture with Mexichem for the development of the Mexican petrochemical industry by integrating the salt-chlorine/soda-ethylene-vinyl chloride monomer production lines and facilities at the “Pajaritos” petrochemical complex
- PMI Comercio Internacional (a PEMEX subsidiary), in the negotiations of a joint venture to operate 2 pipelines to deliver fuel oil from a plant to a marine terminal and vice versa, as well as to store and manage fuel oil tanks
- Grupo México in a US\$275m syndicated credit facility arranged by HSBC and Citigroup, to finance the acquisition of two 400ft jack-up rigs and two modular rigs to be leased to PEMEX for the performance of E&P activities in the Gulf of Mexico
- Sener Ingeniería y Sistemas and Senermex in their joint venture with OHL Industrial and OHL Industrial México, for the execution of a US\$82m EPC public works contract for the development, supply, installation and start-up of a 35 MW turbo-generator for the Francisco I. Madero PEMEX refinery
- Grupo Mexico and Perforadora México, in a USD\$127m financing funded by INBURSA, for the acquisition of the 125.27m Friede & Goldman Super M2 jack-up drilling rig “Zacatecas”, constructed by Maritime Industrial Services Co. Ltd, and leased by PEMEX Exploración y Producción
- Sener Ingeniería y Sistemas as part of a sponsor consortium in a US\$170m EPC Contract for the construction of a 117 kms pipeline and compression stations for Gasoductos del Noroeste (a PEMEX joint venture company)
- SCS Proyectos (a joint venture company of Senermex and Schrader Camargo Construcciones) in a US\$130m EPC contract for the construction of a 85 MW cogeneration plant to be located in Veracruz, Mexico
- HSBC Mexico in structuring and financing a multimillion dollar loan for Tradeco Infraestructura (a subsidiary of Grupo Tradeco, for the construction of 3 separate gas pipelines between drilling rigs in the Gulf of Mexico, for PEMEX Exploración y Producción
- Perforadora Mexico in a US\$140m refinancing funded by INBURSA, for the acquisition of the drilling rig type Hull 106 “Chihuahua”, leased by PEMEX Exploración y Producción
- Abengoa México in the US\$650m “El Zapotillo” water project (pipeline) which was tendered and is being constructed under a PPP scheme by the National Waters Commission of México (CONAGUA) in the States of Jalisco and Guanajuato
- Cogeneración Complejo “Pajaritos” (a Mexican joint venture company of Senermex Ingeniería y Sistemas, OHL Industrial, and OHL Industrial México) in an Operation and Maintenance Agreement for a cogeneration plant to be located in Coatzacoalcos, Veracruz, Mexico
- Abengoa México in a US\$53m financing from Bankia for the construction and installation of 200 kms of a 400 kV transmission line and two 230 kV substations for the Federal Electricity Commission
- Banorte in the Pesos \$890m senior financing facility granted to Gestión Integral de Hospitales Zumpango for the PPP-construction, operation and management of the Zumpango Hospital, in the State of Mexico
- KEPCO, Samsung and Techint in an international public bid and a 25-year Power Purchase Agreement with the Federal Electricity Commission for the construction and operation of the Norte II 433 MW CCGT power plant, the largest Korean-sponsored power plant ever developed in Latin America
- Pacific Rubiales as bidder with PEMEX Exploración y Producción for “Incentive Contracts” for the exploration and production of the Carrizo, Magallanes and Santuario oil fields

- InterGen in the development of a 280MW thermoelectric power plant located in San Luis de la Paz, Guanajuato
- Banorte and a syndicate of banks in the Pesos \$850m senior financing facility to Renova Atlatec for the construction of the Agua Prieta PPP Water Treatment Plant project
- Abengoa México in the construction and installation of more than 110 kilometers of 115 kV transmission lines and substations for the Federal Electricity Commission
- Concecutex in the Pesos \$750,000,000 financing from Santander and Banorte for the construction of a PPP Cultural Center in the State of Mexico
- DMGP (a consortium formed by Mexssub, Diavaz, Penspen and Greystar) in the development of a US\$1.3b pipeline transportation system for PEMEX Exploración y Producción in the State of Tabasco
- Japan Bank for International Cooperation (JBIC), Calyon and Citigroup in a US\$1.4b financing for an international consortium bid to purchase power plants and assets of Electricité de France (EDF) in Mexico
- Banorte in the US\$52m financing to Grupo Marhnos for the construction of the Anzalduas, Reynosa-McAllen, Texas International Toll Bridge
- Japan Bank for International Cooperation (JBIC) in a US\$600m financing to Mitsubishi Corporation for the construction of a 648 MW coal-fired power generation plant tendered by the Federal Electricity Commission
- Empresas Públicas de Medellín in the tender to acquire 3 separate sewage treatment facilities serving diverse municipalities in Mexico

#### BANKING & FINANCE

- BanCoppel, as lender, in the financial restructure of Grupo Brito through the granting of loans, including the implementation of a collateral package to secure transaction
- ACON Investments and its portfolio company Citla Energy, an independent Mexican oil exploration and production company, in their US\$560m co-investment commitment with International Finance Corporation (IFC) and the China-Mexico Fund (CMF), and the various drawdowns thereunder
- Canamex International obtaining a US\$52m loan from SabCapital and Banorte to fund the remodeling and expansion of a luxury hotel in Cabo San Lucas
- Mexican Development Banks BANORTE, BANCOMEXT and NAFIN, as lenders, in the Pesos \$17,750m senior loan financing granted in favor of Altan Redes for the development of the Red Compartida Project. *This deal was selected as Best Loan (LATAM) and Best Infrastructure Financing: Mexico by Latin Finance for the 2017 Project & Infrastructure Finance Awards*
- The consortium of Huawei and Nokia, as lenders, in the US\$850m finance to Altan Redes through EPC agreements, infrastructure and service financing for the development of the Red Compartida Project. *This deal was selected as Best Loan (LATAM) and Best Infrastructure Financing: Mexico by Latin Finance for the 2017 Project & Infrastructure Finance Awards*
- Olympus Capital Asia Credit in the US\$39m financing to Vivimed Labs UK Limited, including the implementation of a Mexican collateral package to secure transaction
- Alsis Funds in the Pesos \$256m structured financing to Mabucapa I, an Alsis Funds SPV, for the acquisition of certain mortgaged loans portfolios from Promecap

- HSBC Corporate Trustee (UK) Limited and a syndicate of lenders, as lenders, in the EUR€295m refinancing to Stahl Holdings
- Alsic Funds in the Pesos \$40m financing to Inmobiliaria Albaterra, an SPV of Compañía Residencial Gamitana, for the acquisition of certain real estate properties located in the State of Puebla, for the construction and development of a housing complex
- Alsic Funds in the Pesos \$44m financing to LV Desarrolladora, an SPV of 7 Urbana, for the acquisition of certain real estate properties located in the State of Mexico, for the construction and development of a housing complex
- Financiera Maestra (subsidiary of Grupo Empresarial Maestro) in the Pesos \$100m secured loan granted by Santander for granting credits to employees, pensioners or social security retirees
- Urbi Desarrollos in its US\$2.8b debt restructuring through pre-packaged insolvency proceeding and further capital injection of Pesos \$887m for its restart of operations. *This deal was shortlisted as Restructuring Deal for the 2017 Americas Awards by IFLR*
- Wells Fargo Capital Finance and a syndicate of lenders in the refinancing of US\$970m to Ravago Holdings America, a world leader in plastic recycling
- Barclays Bank and JP Morgan Limited (as joint lead arranger) and other financial institutions in relation with a EUR€660m and CHF 110m senior secured credit agreements
- HSBC Bank USA, as agent, in a US\$1.25b multinational financing (including the issuance of senior secured notes) to Nord Anglia Education Finance
- Forum Tlaquepaque in the Pesos \$700m financing granted by Metlife
- KST Electric Power Company, Korea Electric Power Corporation, Samsung C&T Corporation and Techint in the US\$450m financing by The Export-Import Bank of Korea, Crédit Agricole, Sumitomo-Mitsui, Scotiabank and West LB, for the construction of the largest Korean-sponsored power plant ever developed in Latin America. This deal was named “Latin American Power Deal of the Year” by Project Finance Magazine
- ING, Mizuho, CitiBank, Crédit Agricole, La CaixaBank, Sabadell, Banamex and BBVA, in their US\$300m acquisition financing to Vopak and EneGas to purchase the Altamira II LNG facility
- HSBC, Santander, BBVA, Citigroup, JP Morgan, BofA-Merrill Lynch and others in a US\$1b syndicated financing facility to Mexichem
- Deutsche Bank and other lenders, in a US\$110m and UAE Dirham \$165m facility to Kerzner International Holdings Limited
- Unicredit Bank, as agent, in a EUR€245m senior financing to Fabbrica Italiana Lapis ed Affini (an Italian publicly listed company)
- A. Stucki Investments Holdings as borrower, in a US\$140m financing from Security Benefit Corporation
- SENER in a US\$252m financing for the construction of a 394 MW combined cycle power generation facility for the Federal Electricity Commission
- Abengoa México in a US\$52m financing from Caja de Ahorros y Monte de Piedad de Madrid for the construction and installation of 170 km of 400 kV and 230 kV transmission lines and two substations for the Federal Electricity Commission
- FSJC VII, as administrative agent, and Air-O Option SM in a US\$50m Loan Agreement with Bundy Refrigeration International Holding and Vari-Form International Holding
- Wells Fargo Bank, as lender, in a US\$45m credit and security agreement to AliphCom (a.k.a. Jawbone), a California corporation in the mobile technology design and retail business
- Wafra Capital in a multimillion dollar secured financing to Worldwide Group for acquisition of pipeline equipment



- HSBC (UK) as agent in the implementation of a Mexican collateral package securing a EUR€295m loan granted by a syndicate of lenders to Stahl
- Deutsche Bank as agent and a syndicate of lenders in the US\$1.4b financing to Warburg Pincus and General Atlantic, for the acquisition of a 50% stake in the worldwide asset management business of Banco Santander, S.A.
- Cartesian Capital Group, in its Pesos \$675m Convertible Loan to Comercializadora Circulo K, to purchase 100% of the 900+ Tiendas Extra from Grupo Modelo, to add to Circle K's 200+ mini-market stores in México
- Bain Capital in their Pesos \$1.1b senior facility agreement with BBVA Bancomer and Santander for the acquisition of the Atento Group from Telefonica
- Credit Suisse in the Pesos \$350m secured financing to Finmart (CrediAmigo), for the origination of payroll loans to employees in México
- Public Employees' Retirement Association of Colorado and Prudential Insurance Company of America in the US\$1b refinancing of loans secured by 72 industrial parks in Mexico
- Credit Suisse, as agent, and a syndicate of lenders, in the financing of US\$575m to Kersner Group, a leading international developer and operator of destination resorts, casinos and luxury hotels, including the Palm in Dubai, UAE, and the Palmilla One and Only in Los Cabos, Mexico
- JP Morgan and CitiBank in securing two global credit facilities for US\$1.8b, granted in favor of Arysta Lifescience Corporation
- Standard Chartered Bank and a syndicate of lenders in securing a EUR€150m facility granted to Amtek Global Technologies, for the acquisition of Tekfor Neumayer
- Grupo Proeza, the holding company of Metalsa, in the implementation of two working capital financings for US\$100m with Bancomext
- Bank of America and LBC Credit Partners, as agents, and a syndicate of lenders, in the US\$127.5m financing to A&E Global
- Grupo Empresarial Maestro in a cross-border secured credit facility of Pesos \$350m with UBS, for the origination of loan assets with Mexican government employees
- ICICI Bank and a syndicate of European and Asian banks in the EUR€370m financing to Motherson Sumi Systems to fund its acquisition of a majority stake in Germany's Peguform Group
- Commerzbank and a syndicate of European, US and Asian banks in the US\$350 and EUR€75m financing facilities to AMG Advanced Metallurgical Group
- Bangkok Bank in a US\$350m financing to Indorama, for the acquisition of a polymers and resin business
- Grupo Empresarial Maestro in a secured credit facility of Pesos \$650m with Navix, for the origination of loan assets with Mexican government employees
- Navistar in a US\$90m secured credit facility with Citibank and Banamex backed by the US EX-IM Bank
- BBVA and a syndicate of banks in a US\$300m credit facility to Volkswagen Financial Services
- Wells Fargo Capital Finance and other institutions in a US\$500m syndicated credit agreement and collateral take-up to Ravago Holdings America
- Grupo Empresarial Maestro in a secured credit facility of Pesos \$300m with PROMECAP

CAPITAL MARKETS

- IFM Global Infrastructure Fund (as potential acquirer) with OHL Concesiones in the launching of the Public Offer in the Mexican Stock Exchange of up to 100% of OHL México public shares for approximately US\$1b
- Promotora Turística Punta Bete (Grupo Velas) in the issuances of a US\$100m medium term notes program
- SixSigma Networks México (KIO Networks), in the issuance of US\$500m high yield senior notes due 2021, pursuant to Rule 144A/Reg. S
- RBC and Credit Suisse, as initial purchasers of US\$315m Senior Secured Notes, issued by AuricoGold
- Nissan Renault Finance Mexico in its US\$1b bond issuance program in the Mexican Stock Exchange
- Southern Copper Corporation in the issuance of US\$2b of notes, consisting of US\$500m of 3.875% notes, due in 2025, and US\$1.5b of 5.875% notes, due in 2045
- Metalsa, in its debut US\$300m Rule 144A/Reg. S offering
- Ford Credit Mexico in its Pesos \$8b issuance program in the Mexico Stock Exchange
- Southern Copper Corporation, in its US\$1.5b international offering of unsecured notes in the NYSE
- Bain Capital and Atento BC Luxco in their Rule 144A/Reg. S issuance of US\$300m notes due 2020
- Public Employees' Retirement Assoc. of Colorado, PIM Foreign Investments and Prudential Insurance in the US\$650m divestiture of their controlling stake in a portfolio comprising 72 industrial parks in Mexico, through the inception of the TerraFina FIBRA in the Mexican Stock Exchange and in US markets under Reg. S
- PEMEX in the implementation of a US\$14b debt securities program and the different issuances thereunder
- Crédito Real, in its US\$200m IPO in the Mexican Stock Exchange, and distributed internationally under Rule 144A/Reg. S
- Abengoa México, Construcciones Metálicas Mexicanas and Nicsamex, in the offering by Abengoa Finance of EURE250m senior notes due 2018
- Nissan Renault Finance México in the authorization process before the Comisión Nacional Bancaria y de Valores (CNBV), to become an ongoing issuer of debt securities in Mexico
- BBVA Bancomer and Facileasing in a Pesos \$10.0b bond program, a Pesos \$1.0b short term bond program and in a Pesos \$500m issuance of long term notes
- Urbi Desarrollos Urbanos in its US\$500m placement of senior notes in international markets, and other domestic and international debt offerings
- Desarrolladora Homex in its US\$400m Rule 144A/Reg. S bond issuance, and previous international debt offerings
- Navistar Financial in a US\$300m issuance of commercial paper
- GICSA in the registration and maintenance of its short-term bond issuance program in the Mexican Stock Exchange
- CIE in the Rule 144A/Reg. S issuance of US\$250m in high yield senior notes

- Trust Division of Banco JP Morgan Mexico, in various domestic and international transactions, including the first cross-border securitization of Mexican residential mortgage loans made by Hipotecaria Su Casita for US\$253m
- Citibank and Barclays Capital in the strategic joint venture by INEOS and BASF of their styrenic businesses and in the EUR€476m high-yield bond issuance and credit facility
- Scotiabank in the structuring of index option securities programs tracked to the NASDAQ, NYSE and Mexican Stock Exchange indexes
- Daimler Chrysler in the implementation of its domestic debt securities program and Pesos \$1.5b offering
- Grupo ProFuturo in the launching of its Pesos \$2.5b debt securities program and issuances thereunder
- Urbi Desarrollos Urbanos in its US\$240m global IPO and US\$280m follow-on offering
- Desarrolladora Homex in its US\$160m SEC registered IPO and US\$220m follow-on offering
- Maxcom Telecomunicaciones in their US\$310m SEC registered IPO

#### ENVIRONMENT, WATER & NATURAL RESOURCES

- 3M Mexico in the migration of the operation control of its facility in Mexico (authorizations, permits and licenses) to 3M Purification, as part of the company's global efficiency plan for the production and sale of its products
- MR Servicios y Logistica, in the crossborder transfer of hazardous waste for recycling and production to Metallic Resources, which required strategic analysis of international treaties and lobbying before authorities of Mexico and United States, considering hazardous waste classification differences between such countries
- IBM Mexico in the development and approval of the first waste management plan of the electronic/IT industry, which cooperates with the national control of this type of waste
- InterGen in the development of a 1.3b CFPD Natural Gas Compression Station in Altamira, Tamaulipas to satisfy the pressure needs of PEMEX pipelines
- DuPont in obtaining key infrastructure and water permits to build an aqueduct of 22 kilometers in the lagunario system of Altamira, Tamaulipas to conduct water from the Río Tamesi to DuPont's Titanium Altamira Plant and construct the wastewater discharge infrastructure in the Gulf of Mexico and modifications to the National Waters and the Federal Maritime and Terrestrial Zone concession titles to duplicate capacity and allow the placement of two new wastewater pipelines in said area
- InterGen in the preparation of the environmental and social assessments and the Community Relations Plan of the 280 MW gas fired Combined Cycle Power Plant in San Luis de la Paz and the Altamira Compression Station to comply with the Equator Principles and obtain project finance for both facilities
- Mitsubishi Corporation in the purchase of a 395 MW wind farm in Oaxaca, Mexico
- Toyota Corporation in regards to the acquisition of agrarian property required for the development of a new manufacturing plant in the State of Guanajuato
- Mitsubishi Corporation and GDF Suez North America in the international public bid of a 300 MW IPP Project in Baja California
- GDF Suez in the development of a new private power generation facility to provide electric energy to several industrial plants in the Altamira API port terminal

- InterGen in the development of a 280 MW gas fired combined cycle power plant in San Luis de la Paz, Guanajuato
- Grupo Porcicola Mexicano in the expansion of its pig farm operations in Southeastern Mexico
- Electricidad Aguila de Tuxpan, in successful claims before the Mexican Government concerning payment of an aggregate US\$15m in federal fees for the use of Mexican National Assets
- EMCOSE in the regularization of its cogeneration facility to supply thermal energy and electricity to one of the largest bottling groups in Mexico
- Walton Street Capital to determine environmental business risks associated to the development of a resort and high-end housing development in Cancun, Mexico
- ICA in the legal analysis of the Federal Private Public Partnership Act in regards to prospective projects
- Dupont, in the development of the legal environmental strategy to ensure the approval and timely completion of an expansion project to an existing productive plant
- Keppel Seghers, in the performance of legal, economic and environmental development feasibility studies to build a utility scale wastewater treatment plant for the use of treated water in petroleum refining processes
- Valeo in obtaining required environment, health and safety approvals for the imports of hazardous materials and substances used in the autoparts industry
- Lowes in the remediation process of a polluted site to be acquired in Monterrey, Nuevo Leon and in the legal strategy to minimize potential liabilities
- Global Denim in administrative proceedings to obtain a resolution declaring the illegality of a closure to the facilities imposed by the Secretariat of Environmental Sustainability of the State of Puebla
- Termoeléctrica Peñoles in fiscal review processes initiated by the National Waters Commission (CONAGUA) regarding underground water exploitation
- PMI Services North America in the development of a cross-border pipeline project to transport diesel and gasoline from a refinery in Texas to a PEMEX Storage Facility in Cd. Juarez, including obtaining a Presidential Permit to cross the Rio Grande (Rio Bravo) and the approvals of the International Boundary and Waters Commission (IBWC/CILA)

#### REAL ESTATE

- Canamex International obtaining a US\$52m loan from SabCapital and Banorte to fund the remodeling and expansion of a luxury hotel in Cabo San Lucas
- MSD Capital in the mediation and settlement of a US\$20m dispute with Palmilla, one of the major real estate developments in Cabo San Lucas, Mexico
- Alsis Funds in its Pesos \$40m financing to Inmobiliaria Albaterra, an SPV of Compañía Residencial Gamitana, for the acquisition of certain real estate properties located in the State of Puebla, for the construction and development of a housing complex
- Sibra Capital, as seller, in the \$750m sale of Class AAA building to Fibra Monterrey, for the latter's real estate portfolio extension
- Alsis Funds in its Pesos \$44m financing to LV Desarrolladora, an SPV of 7 Urbana, for the acquisition of certain real estate properties located in the State of Mexico, for the construction and development of a housing complex

- O'Connor Capital Partners in the sale of a shopping mall portfolio in co-investment with a Consorcio Ara affiliate to MPO Retail Investments
- Grupo Elipse in their US\$250m joint venture with María Asunción Aramburuzabala and Banamex for the development of a 56-story LEED certificate building to be located at the Reforma corridor
- Daymoon Desarrolladores, in their US\$80m acquisition of the ME by Meliá hotel in Cancún, Quintana Roo
- BBVA in the US\$750m sale of its corporate headquarters and the acquisition of prime real estate properties in Mexico City
- Operadora CPI and Control y Proyección Inmobiliaria, in several financings by Seguros Monterrey New York Life to develop office buildings in Guadalajara, Jalisco
- Lowe's Home Centers in the acquisition of different real estate for its incursion into the Mexican market
- GICSA in a US\$1.2b financing from GE Real Estate Mexico
- Urbi Desarrollos Urbanos in the structuring of a US\$300m Master Trust Agreement with the National Infrastructure Fund (FONADIN) for the construction of the Valle San Pedro sustainable housing development
- Grupo LAR in the acquisition of 340 tracts of land in the Bosque Real golf and residential complex
- Controladora Riviera Maya in its acquisition of the Pok-Ta-Pok golf course in Cancun
- Urbi Desarrollos Urbanos in its US\$1b co-investment agreement with Prudential Real Estate Investors for developing of housing projects throughout Mexico
- Mexico Retail Properties in the acquisition and development of various shopping centers throughout Mexico
- Reichmann International in the development and construction of Torre Mayor, the tallest building in Mexico City and Latin America, and the leasing of more than 70,000 sq. meters of AAA office space
- Baker Hughes in the acquisition of strategic facilities in Monterrey
- Cushman & Wakefield and different clients, in transactions for the acquisition, divestiture or development of real estate projects in Mexico, including touristic, retail, corporate and industrial premises, and of distressed loans and receivables underlying or secured by real estate assets
- Grupo BAL and Palacio de Hierro, in the structuring and inception of a US\$200m investment trust for the development of an upscale shopping mall in Querétaro
- Consorcio Ara in the development of various housing projects in Mexico
- Google in the leasing of its corporate headquarters in Mexico
- McDonalds in the sale of a large real estate portfolio as part of their sale of the Latin America operations
- Consorcio Ara and O'Connor Capital Partners in their joint venture for the development of shopping malls