



## Juan Manuel Mercant

Lawyer - Partner

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### Experience

Juan Manuel graduated from Universidad de la República in 1997.

He performs his activities in the Corporate and Banking team and focuses mainly in Energy and Project Finance and Antitrust matters.

His practice includes legal advice to financial institutions in the area of banking and capital market transactions, to companies in different industries and particularly in the power and infrastructure sector. Besides, he is an Antitrust expert.

He has participated actively in corporate and structured financing. Recently, he acted as leading advisor for several renewable energy and fuel fossil companies and infrastructure projects, at different stages: design, development (agreement negotiation with authorizing entities including Power Purchase Agreements and Product Sharing Agreements, Public- Private Partnerships, Concessions), building and operation (EPC and O&M agreements), farm-in and farm-outs of projects and their financing. In Antitrust matters, he led the main landmark cases in anticompetitive behavior, cartels and pre-merger controls.

Juan Manuel teaches graduate courses "Project Finance" and "Antitrust" at the Catholic University of Uruguay and part of the teaching team of the Observatory of Energy and Sustainable Development in the course "Introduction to Green Hydrogen" - May 2022.

He has been a speaker at several conferences at national and international level, related to energy project finance transactions, corporate and antitrust law. He wrote several papers for national and international publications on these subjects.

He has been recognized by prestigious international publications such as "Chambers & Partners", "Legal 500", "IFLR", "Latin Lawyer" and "Who is Who" for his outstanding performance in the abovementioned areas. "Juan Manuel is praised for his analytical skills and for proposing solutions keeping an eye on the risks involved". "...He always finds solutions and is an asset, especially in very complex matters. He quickly detects risks and always thinks of our interests." "...He is a top-notch lawyer who is extremely meticulous without leaving aside the need to make decisions. He looks for solutions with the best of his abilities and he finds them."

Juan Manuel has been distinguished as LACCA Approved 2019 and he is ranked among the top deal makers in Uruguay by TTR.

He is a member of the Uruguayan Bar Association and the International Bar Association (IBA) as well as an officer of the IBA Latin American Regional Forum.

He actively participates and collaborates in several pro-bono initiatives related to childhood, education and inclusive education. He is a member of the Board of Directors of the Jesuit Foundation.

He is a member of the Energy Think Tank "Observatorio de Energía y Desarrollo Sustentable" of Universidad Católica del Uruguay.

He worked as a foreign attorney at Pérez Alati, Grondona, Benites, Arnsten & Martínez de Hoz (h) in 1999 and at Cleary, Gottlieb, Steen & Hamilton LLP in 2000-2001.

## **Work highlights**

Total: International tender for the exploration and exploitation of fossil fuels in offshore and onshore blocks (Uruguay Round II), organized by ANCAP, Uruguayan autonomous entity engaged in fossil fuels, in addition to farm-in and farm-out agreements.

HSBC: Advice in all legal issues of the Bank in its regular banking service, including corporate and structured financing and all regulatory matters, such as the recent first issuance of mortgage notes in Uruguay.

PPPs: He is currently leading several projects under this new mechanism that is being used in order to improve the country's infrastructure needs.

Renewables: He has led multiple financing for the construction and operation and maintenance and refinancing of wind farms, solar farms and biomass projects in Uruguay.

Antitrust: He has participated and led the team in practically all relevant antitrust cases, both in mergers and conduct.

## **Conferences**

Juan Manuel has participated as speaker in various national and international conferences related to his areas of practice, including recent talks on project financing, defense of competition in Uruguay, infrastructure development, among others.

## **Languages**

Spanish and English

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