

CHAMBERS LATIN AMERICA AWARDS FOR EXCELLENCE

LATIN AMERICA LAW FIRM OF THE YEAR
2011



CHAMBERS LATIN AMERICA AWARDS FOR EXCELLENCE

URUGUAYAN LAW FIRM
OF THE YEAR
2009, 2010, 2011, 2013 & 2014

FIRST URUGUAYAN FIRM
TO RECEIVE THE
CLIENT SERVICE AWARD 2012 & 2015

“THE ENERGY PRACTICE GROUP OF THIS CORPORATE PACE-SETTER ACTS FOR AN IMPRESSIVE LIST OF INTERNATIONAL CLIENTS AND SHOWS CLEAR LEADERSHIP IN THE OIL AND GAS INDUSTRIES”

Band 1

GUYER & REGULES

Leading Individuals

BAND 2
SUSENA, FEDERICO **GUYER & REGULES**

BAND 3
MERCANT, JUAN MANUEL **GUYER & REGULES**

ENERGY & NATURAL RESOURCES

URUGUAY

Highly respected and sophisticated energy practice with a considerable market share in all sources of energy. The team has a long and distinguished track record advising energy giants in the oil and gas sector. The lawyers also enjoy a superb reputation in project finance, advising both developers and sponsors in major solar, biomass and wind energy projects.

SOURCES SAY

"The team has good knowledge of the sector and is full of people with different specialisms. The lawyers are very dedicated and professional, very fast in their responses and efficient".

WORK HIGHLIGHTS

Assisting Corporación América (Grupo Eurnekian) with the development of two wind farms with a total output of 90 MW. The advice covered obtaining USD 176 million under a project finance agreement.

NOTABLE PRACTITIONERS

Practice co-head **Federico Susena** has considerable experience in energy matters. "His client service is fantastic, he listens, he understands things quickly and is always prepared to come up with solutions to problems", according to sources.

Juan Manuel Mercant is very active in big energy deals. Sources recognise his expertise in project finance. "He is always trying to anticipate future issues and make sure we are prepared", adds one client.

GUYER & REGULES

LEGAL • ACCOUNTING & TAX • REAL ESTATE

INTERNATIONAL FINANCIAL LAW REVIEW
EUROMONEY 2015

IFLR
1000

IFLR EUROMONEY AMERICAS AWARDS
LAW FIRM OF THE YEAR
URUGUAY
2012 & 2013

ENERGY & INFRASTRUCTURE

GUYER & REGULES

TIER 1

Guyer & Regules is the largest energy and natural resources' team in Uruguay. The firm took part in the drafting of the framework for the construction and operation and maintenance of the natural gas pipe line that connects Argentina with Uruguay as well as in the drafting of ANCAP's - the state-owned oil and gas company - privatisation law passed by the Parliament but annulled by a referendum. **Federico Susena** and **Juan Manuel Mercant** are the partners in charge of the energy team. Clients are generally pleased with the firm's work. "The services were very satisfactory, not only in general knowledge on the specific subjects but regarding the personal interaction and due compliance of work", a client says.

Peers consider the firm a strong player in the market. "You see them quite a lot in some very relevant projects", one says. "They have a really good and strong team and are very traditional. Simply put, they're one of the best in town".

The firm advised Gasoducto Cruz del Sur on its day-to-day business and in the negotiations with the government regarding the amendment to the concession agreement due to the entering into effect of the LNG regasification plant and its impact over the pipe line under concession.

Guyer & Regules counselled Corporación América on the design, development and implementation of two wind farms in Maldonado, Uruguay, with a total output of

90MW, including PPA negotiation with UTE, EPC and OyM together with all permits and authorisations related thereto. The firm also helped the client with obtaining a \$176 million senior loan under a project finance structure as well as an additional equity investment for its wind farms.

The team was counsel to Spain's Fotowatio Renewable Ventures in the country's first large-scale solar energy power purchase agreement with UTE. The 30-year PPA will allow the client to construct a \$100 million, 50MW solar farm in the north-western department of Salto in exchange for fixed-rate purchase costs.

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