

# Andrés N. Rubinoff



## Partner

Panama

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**E** [arubinoff@arifa.com](mailto:arubinoff@arifa.com)

VCARD 

## PRACTICE AREAS

- ▶ Banking and Finance
- ▶ Corporate Law
- ▶ Media and Communications
- ▶ Mergers and Acquisitions
- ▶ Securities Regulation

## BAR ADMISSION

- ▶ Panama and Florida

## SUMMARY

Andrés N. Rubinoff joined the firm since 2009 and became partner in 2017.

Mr. Rubinoff has broad experience in both mergers and acquisitions and banking and finance, and has led some of the most important M&A transactions carried out recently in the country, including the sale of Cable Onda to Millicom (main telecom provider), the public tender offer of Grupo Rey (leading supermarket chain) in its sale to Corporación Favorita, the asset sale of Assicurazioni Generali (Panama Branch) to leading local insurer ASSA, among others.

He has a solid and accredited experience advising buyers and sellers, and private equity funds and family offices, in sectors as diverse as the automotive, aeronautical, food, chemical, television and communications media, insurance sectors, among others.

Prior to joining the firm, Andrés worked as an associate with Greenberg Traurig, P.A. in Miami (2006-2009). He also worked as senior research associate for The Corporate Executive Board Company, a research and business strategy consulting firm in Washington, D.C. (2001-2003).

## LANGUAGE

- ▶ Spanish
- ▶ English

## QR CODE



## EDUCATION

Juris Doctor, *magna cum laude*, Order of the Coif, dean's list, dean's certificate of achievement, University of Miami School of Law (2006), Dean's Merit Scholarship (2004-2006), Lenore Nesbitt Donor Scholarship (2004-2006)

Bachelor of Science in Foreign Service (BSFS), Georgetown University (2001), (concentration on International Politics)

## BOARDS AND LEADERSHIP POSITIONS

Director of the Museum of Contemporary Art of Panama (2015-present)

Director of the Smithsonian Foundation of Panama (2018-present)

## REPRESENTATIVE TRANSACTIONS

- ▶ Bacardi's acquisition of Ilegal Mezcal
- ▶ Fanatics' acquisition of FexPro
- ▶ PSA Marine Americas' acquisition of a 45% stake in Meyer's Tugs from Inversiones Maritimas CPT
- ▶ Mediam Group's sale of a minority stake to Aleph Group
- ▶ Empresa Panameña de Alimentos' acquisition of Gold Mills
- ▶ Grupo Energía Bogotá merger with subsidiaries to create Enel Colombia
- ▶ Emergent Cold Latin America Strategic acquisition of Galores Group
- ▶ Debtor-in Possession Financing to AlphaCredit
- ▶ Sale of Fertica Panama's assets to DISAGRO
- ▶ US\$6 billion convertible note and common stock offering by Carnival Corporation
- ▶ Sale of 73 percent stake in Rey Holding Corp. to Corporación Favorita
- ▶ United loan to Avianca and joint venture with Avianca and Copa
- ▶ US\$300 million McDermott's private placement of redeemable preferred stock and US\$230 million increase in letter-of-credit capacity
- ▶ Sale of 80 percent stake in Cable Onda to Millicom
- ▶ US\$6 billion McDermott merger deal with Chicago Bridge & Iron Company
- ▶ US\$172 million Assicurazioni Generali asset sale agreement with respect to its Panamanian operations to ASSA
- ▶ Inchcape acquires Grupo Rudelman and gains access to the Suzuki-led distribution business in Costa Rica and Panama
- ▶ US\$12 million investment of Inverlink Estructuras Inmobiliarias in SQF Group
- ▶ Sale of Bonlac to Castillo Hermanos
- ▶ Antitrust approval in commercial alliance agreement between leading international airlines
- ▶ Grupo Bancolombia integrates its securities operations in the country
- ▶ Grupo Tagarópulos' acquisition of Dunkin' Donuts and Baskin-Robbins franchise in Panama
- ▶ The Government of Panama's acquisition of Transporte Masivo de Panamá, S.A.
- ▶ Sale of AIG Panamanian operations to Grupo ASSA
- ▶ First international offering ever issued by the Panama Canal Authority
- ▶ Skechers establishment of operations in the region
- ▶ US\$109 million IE Holding's acquisition of energy company CBPF Pacora Ltd.
- ▶ US\$32 million syndicated loan lead by Banco General for Phoenix Tower International
- ▶ SABMiller in selling Endelis business in Panama to Rexam and Envases Universales de Mexico
- ▶ Black Dragon Capital expansion to Latin American Region
- ▶ Phoenix Tower International's acquisition of American Tower Corporation's Panamanian business
- ▶ US\$81 million term loan facility to CEISA
- ▶ SAAM merge with a Dutch counterpart to create Latin America's largest tug business
- ▶ Simultaneous M&A and Project Financing for phase II of first wind generation farm in Panama
- ▶ US\$20 million sale of Torres Troncales to SBA Torres Panamá
- ▶ HSBC's US\$ 2.2 billion sale of its assets in Panama
- ▶ US\$71 million to finance Panama's first windmill generation farm: UEP Penonomé I
- ▶ US\$13 million Darby Overseas' minority investment in Bioerix Group
- ▶ Scotiabank's majority stake acquisition in Colfondos
- ▶ Bancolombia 40 per cent stake acquisition in Grupo Agromercantil Holding
- ▶ US\$600 million acquisition financing for ENA Norte
- ▶ FASA's sale of Nissan and Infiniti dealerships to Excel Automotriz
- ▶ Goldman and Citigroup on debt reduction transactions for the Republic of Panama

- ▶ US\$2.25 billion Bladex's Euro Medium Term Note Program update
- ▶ Acquisition of Café Durán by Casa Luker
- ▶ US\$32 million ConSalfa's acquisition of leading Panamanian marine contracting and engineering firm
- ▶ Amendment to a credit facility between Banco General and Hoteles Decameron
- ▶ Acquisition of majority interest in Grupo Los Tres and subsidiaries in Central America
- ▶ Sale of Bonlac to Casa Luker
- ▶ LAN Airlines's acquisition of AIRES Airlines
- ▶ € 120 million renewal of CODERE Senior Facilities Agreement
- ▶ US\$17.5 million non-recourse collection rights purchase facility to Constructora Norberto Odebrecht
- ▶ BNP Paribas Panama branch asset purchase and assumption of liability agreement
- ▶ US\$225 million Citibank's loan to the BAC / Credomatic Group
- ▶ US\$95.9 million Panama's Fiduciary Trust Bonds sale
- ▶ US\$62.2 million Panama's Fiduciary Trust Bonds sale
- ▶ US\$352 million Panama's Fiduciary Trust Bonds sale
- ▶ US\$211 million Grupo Mundial Tenedora strategic alliance with Mapfre America
- ▶ US\$450 million notes offering by Pacific Rubiales Energy Corp.
- ▶ US\$81 million syndicated credit facility to Madden-Colon Trust

## RECOGNITIONS

- ▶ Leading corporate / M&A lawyer, Panama, Legal 500 Latin America (2017-2024)
- ▶ Highly regarded financial and corporate lawyer, Panama, IFLR1000 (2020-2023)
- ▶ Leading corporate / M&A lawyer, Panama, Chambers Latin America (2020-2024)
- ▶ Recognized corporate/M&A lawyer, Panama, Chambers Global (2013-2016, 2020-2023)
- ▶ Corporate/commercial: Foreign Expertise, Panama, Chambers Global (2018, 2020, 2022-2023)

## PUBLICATIONS

- ▶ Corporate M&A Guide, Panama Chapter, Chambers and Partners (2020-23)
- ▶ Latin Lawyer Reference - Mergers & Acquisitions, Panama Chapter (2016-2020)
- ▶ The Mergers & Acquisitions Review, Panama Chapter, Law Business Research (2008-2019)
- ▶ "How Panama M&A will grow", IFLR Global Mergers & Acquisitions Guide (2010)
- ▶ PLC Cross-border Doing Business in... Handbook (2010)

## OUR CLIENTS SAY

“ ”

*Committed to the work and responsive to meet tight deadlines.*

**IFLR 2022/2023**

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“ ”

*Andrés Rubinoff is business-oriented.*

**Chambers LatAm 2024**

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“ ”

*His experience and insights shine through during negotiations, and we always feel greatly represented and protected by him.*

**Chambers LatAm 2024**

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“ ”

*He is very experienced and has a sound commercial instinct.*

**Chambers LatAm 2023**

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“ ”

*He offers an incredible service that stands out for his knowledge on very complex issues.*

**Chambers LatAm 2023**

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“ ”

*Andrés Rubinoff is one of the most experienced M&A lawyers in Panama.*

**Chambers LatAm 2023**

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“ ”

*His good response time, attention to detail and ability to propose alternative solutions that achieve positive negotiations for all parties involved*

**Chambers LatAm 2022**

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“ ”

*A very good lawyer who is working on very important transactions in the market*

**Chambers LatAm 2022**

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*He is truly excellent: a practical and highly knowledgeable lawyer in this area*

**Chambers LatAm 2021**

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“ ”

*He is a very intelligent and qualified lawyer with a lot of experience*

**Chambers LatAm 2021**

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“ ”

*Pro-deal and collaborative*

**Chambers LatAm 2021**

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“ ”

*A very capable and experienced lawyer. Noted for his understanding of New York law and his English skills.*

**Chambers Global 2017**

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“ ”

*He always responds very quickly with good-quality advice. He is an energetic young lawyer – definitely one to watch.*

**Chambers LatAm 2016**

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“ ”

*He has provided us with excellent client service.*

**Chambers LatAm 2016**