



JORGE CERVANTES TREJO

Partner

Highly experienced transactional lawyer delivering results through business oriented and practical legal solutions

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Areas of Practice

Mergers & Acquisitions
Infrastructure and Project Finance
Energy, Oil, Gas & Electricity
Private Equity & Fund Formation

About

Jorge Cervantes specializes in M&A, Private Equity, Project Finance, Energy and Infrastructure, offering clients exceptional legal counsel and representation in Mexico's dynamic and challenging business environment. Mr. Cervantes has broad experience advising international and national clients in complex and high-profile national and cross-border projects in Mexico, representing sponsors, developers, investors, financial institutions, banks and lenders on all kinds of mergers, acquisitions, sales, joint ventures, projects and financings.

“He is always highly involved in the transaction constantly thinking about how to anticipate and flag up issues that may arise from the beginning; he has always been able to deliver for us, including in highly complex transactions; he is described as a lawyer who practically applies business-oriented advice to complex transactions”. Chambers & Partners

His M&A and projects experience includes relevant financings and transactions in power, oil &

gas, renewables, storage facilities, pipelines, telecommunications, real estate, hotels and infrastructure projects in general. His depth of knowledge, combined with a proactive approach to deals, has enabled Mr. Cervantes to anticipate potential issues and provide innovative, results-driven solutions tailored to each client's specific needs.

Experience

- **Renewable Energy:** Represented the Joint Lead Arrangers in a senior secured term loan facility of US\$375 million and an incremental facility of US\$150 million for the acquisition by Global Infrastructure Partners of the Atlas Renewable Energy portfolio in Mexico and Latin America
- **Restructurings:** Represented Macquarie Capital, Invex Capital and Infrared, as sponsors, in the amendment, restatement and extension of Abeinsa Juárez N-III's approximately US\$666 million loan for the construction, development and operation of the 907 MW Norte III CCGT power plant in Chihuahua
- **Strategic M&A:** Represented the Abu Dhabi Investment Authority in its acquisition of a 10% interest in Sempra Infrastructure Partners for US\$1.8 billion
- **Cross-Border M&A:** Represented SK Capital Partners in the acquisition of Canadian pharmaceutical company Apotex Pharmaceutical Holdings and its Mexican subsidiaries.
- **Corporate Finance:** Represented Atento, the largest provider of customer relationship management (CRM) and business-process outsourcing (BPO) services in Latin America, in a (i) US\$50 million working capital facility from IDB Invest in 2022, and in 2023 (ii) a US\$60 million private offering of senior secured notes to a group of qualified buyers.
- **Acquisition Financing:** Represented the Joint Lead Arrangers and Joint Bookrunners in a simultaneous syndicated credit facility and a Rule 144A / Reg. S bond offering for Actis to acquire InterGen's energy portfolio in Mexico, including 2,200 MWs of power projects, a 155 MW wind project, a 65-kilometer natural gas pipeline, and 3 natural gas-compression stations, for an enterprise value of US\$1.256 billion. This transaction was named Best Infrastructure Financing in Mexico by Latin Finance, Latin American M&A deal of the Year 2018 by IJ Global and, Mexico Structured Bond Deal of the Year by GFC Media Group
- **Infrastructure M&A and Acquisition Financing:** Represented Macquarie Capital and Techint in the US\$1.2 billion acquisition, development and project financing of the landmark 907MW Norte III power plant in Mexico. This transaction was named LATAM Power Deal of the Year by Project Finance International (Thompson Reuters); Latin American Power & Overall Deal of the Year by IJ Global; Project Finance Deal of the Year by Latin Lawyer and Best Power Financing Deal by Latin Finance
- **Luxury Real Estate:** Representation of LaSalle Investment Management and Marriott International Corporation in the sale of The St. Regis Punta Mita hotel located in Nayarit, Mexico to Vertex and Mexico Retail Properties

- Energy Infrastructure Financing: Represented Global Infrastructure Partners, in the financing to Blue Marine Capital, for the construction of a (FPSO) for services to Pemex Exploración y Producción
- Renewable Energy: Represented the Mandated Lead Arrangers and Issuing Banks, in the US\$100 million financing to Energía Renovable de la Península, for the development and financing of a 92.4MW wind farm project located in the Yucatan Peninsula
- Divestments: Represented Macquarie Capital in the US\$56 million sale to InfraRed Capital Partners and Invex Infraestructura, of a 45.5% stake in Norte III Power, S.A.P.I.
- Energy Infrastructure: Counsel to Chevron Corporation in the execution of Terminal Services Agreements with IEnova for the storage of gasolines and diesel in Baja California and in a new terminal to be built by IEnova in the API of Topolobampo, Mexico

Awards & Recognitions

Mr. Cervantes is a highly regarded legal professional, constantly recognized for his expertise in various fields, including in M&A, energy, projects, corporate, real estate, private equity infrastructure, financings and more. His extensive accolades include top rankings in:

Chambers and Partners Global and Latin America Guides

The Legal 500

Latin Lawyer 250

IFLR 1000

Who's Who Legal

Latin America Corporate Counsel Association

Best Lawyers

Expert Guide

Financier Worldwide Magazine

Education

Master of Laws (LL.M.), Georgetown University, Washington, D.C.

Introduction into the U.S. Legal System Course, Georgetown University, Washington, D.C.

Law degree (J.D. equivalent), Escuela Libre de Derecho, Mexico City

Memberships

Jorge Cervantes is an active and engaged member of various prestigious organization contributing his expertise and leadership to diverse initiatives, including:

Member of the Latin American and Caribbean Law Alumni Advisory (LACLAA) Board of Georgetown University Law Center

Former Secretary – Mexican Association of Real Estate and Infrastructure Private Equity Funds

Former Chairman – Alumni Admission Program (México), Georgetown University

Former President – Board of Trustees of the John Langdon Down Foundation, A.C

Former Member – Executive Committee of Mackrell International, an International Network of Law Firms

Publications & Collaborations

Mr. Cervantes has contributed his expertise to a variety of recognized publications in the legal field, including the following:

Speaker at M&A, Project Finance, Energy and Infrastructure Conferences

Guide: Private Equity Laws and Regulations Mexico 2023, Ninth Edition, published by ICLG [Download](#)

Guide: Energy: Oil & Gas 2023, published by Chambers and Partners [Download](#)

Guide: The Energy Regulation and Markets Review: Mexico 2023, Mexico Chapter, published by The Law Reviews [Download](#)

The Mergers & Acquisitions Law Review, 16th Edition, Mexico Chapter, published by The Law Reviews [Download](#)

Oil and Gas 2022, Mexico Chapter, published by GLI [Download](#)

The Mergers & Acquisitions Law Review 2022, Mexico Chapter, published by The Law Reviews [Download](#)

The Energy Regulation and Markets Review: Mexico 2021, published by The Law Reviews [Download](#)

Oil & Gas Regulation Guide, Mexico Chapters for 2022, 2020 and 2019 editions, published by the International Comparative Legal Guides (ICLG) [Download](#)

Renewable Energy Guide 2021, Mexico Chapter, published by the International Comparative Legal Guides (ICLG) [Download](#)

Project Finance Guides 2018, 2019 and 2020, Mexico Chapter, published by Chambers and Partners [Download](#)

Languages

Spanish

English