



Mariana Nóchez

PARTNER

"Mariana Nóchez is a tremendous specialist in complex issues and a great negotiator." - **The Legal 500**

ABOUT

Mariana Nóchez is partner at BLP in El Salvador, specializing in Business Law and Banking & Finance. With extensive national and international experience, she advises companies on corporate structure, mergers, acquisitions, financing projects, securitizations, and regulatory compliance. Her career includes projects in telecommunications, oil, banking, multilateral entities, energy, and consumer goods. She joined BLP in 2020.

EXPERIENCE

BLP assisted Atento in the multi-jurisdictional financial restructuring of Atento.

The restructuring consisted of a debt-for-equity swap in favor of Atento's financial creditors for liabilities of up to USD 650 million; and included the provision of \$76 million of exit financing in favor of Atento, which significantly stabilized Atento's financial position for further technological and geographic growth.

Syndicated loan for \$700 million.

BLP has advised a roster of 15 first-line creditors, such as Bancolombia Group, Davivienda Group, BAC Group, Aval Group, Banco Industrial Group and Banco General on a syndicated loan for up to \$700 million to the Calleja Group, the leading grocery retailer in El Salvador.

Granting of a loan for \$10 million.

BLP has advised World Business Capital (WBC) on granting a loan to MULTI INVERSIONES BANCO COOPERATIVO DE LOS TRABAJADORES, S.C. DE R.L. DE C.V. (Mi Banco) for \$10,000,000, backed by the U.S. Development Finance Corporation (DFC).

Acquisition of SCRiesgo by Moody's.

BLP provided advice to Moody's in Costa Rica, Nicaragua, El Salvador, Honduras and Guatemala. The advice included due diligence, regulatory and antitrust analysis, and negotiation of transaction agreements.

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PRACTICE AREAS

- Business Law
- Banking & Finance

ACCREDITATIONS

Education

- Máster en Derecho de Empresa (LLM), Universidad Pontificia Católica, Chile, 2014.
- Licenciada en Derecho, Universidad Evangélica, El Salvador, 2005.

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EXPERIENCE

Global life science ingredients distributor Acquires DIVSA in Central America.

BLP advised Barentz International on the acquisition of 100% of the shares of Distribuciones Industriales Variadas, S.A. (Divsa) in a significant transaction involving eight jurisdictions.

Grupo Unicomer on a syndicated loan for \$350 million.

BLP advised on a \$350 million loan transaction granted to Grupo Unicomer by a pool of syndicated banks, where several subsidiaries of Unicomer in LATAM and the Caribbean acted as guarantors. Our legal guidance spanned the entire process, from negotiations to signing the credit agreement, and included the preparation and execution of creative local documentation, such as local acknowledgments, security trusts, and promissory notes.

IDB Invest on a \$70 million subordinated loan.

BLP advised IDB Invest on all matters related to closing a \$70 million unsecured subordinated loan to Banco Agrícola S.A. of El Salvador.

Cementos Progreso is expanding its presence in Central America.

BLP advised Cementos Progreso Holdings, S.L. on the acquisition of CEMEX's assets in Costa Rica and El Salvador for approximately \$335 million. The acquisition includes a cement plant, a cement mill, several ready-mix concrete plants, an aggregates quarry, and distribution centers in Costa Rica and El Salvador.

RECOGNITIONS

- Recognized as Next Generation Lawyer by The Legal 500.
- Recognized as LACCA Approved and Thought Leader by the inhouse lawyers consulted by the Latin American Corporate Counsel Association (LACCA).
- Recognized as a recommended lawyer in the Corporate, Banking, Finance & Projects, and M&A and Governance practices by WWLs (Lexology).

LANGUAGES

- Spanish
- English

ASSOCIATIONS & AFFILIATIONS

- International Bar Association (IBA): Member