

# Julio Gallo

## Senior Partner



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Lima

D +51 1 208 4200

M +51 999-453-936

julio.gallo@dentons.com

## Overview

Julio is a partner in Dentons' Lima office with extensive experience in corporate law, mergers and acquisitions, corporate finance and a broad range of domestic and cross-border commercial and business law matters, including data privacy regulations in Peru.

He is considered a pioneer in corporate finance in Peru, having been involved in the first IPO of labor shares as well as the first emission of Eurobonds made in Peru. He was also involved in the financing by OPIC of the first phase in the expansion of Lima's International Airport. Recently, he led the organization of a financial advisory structure in Latin-America for one of the world's largest private financiers of the microfinance sector.

He is sought after to advise local and foreign companies seeking financing in Peru and other countries, and to prepare and negotiate loan documents including those required for closing the transaction.

Julio also acts as external general counsel and trusted advisor for several local and global corporations in a variety of sectors and provides and coordinates advice in all areas of law.

Julio believes in giving back to the community and volunteers as a Board Member of United Way Perú, and D1- a nonprofit cultural association that uses art as a tool for individual and social transformation.

## Experience

### Corporate

- **Mace:** Advising the international consultancy construction company in their corporate matters in Peru. Our client leads the Consortium selected to implement a G2G agreement between the UK and Peru, for the reconstruction of critical social and water infrastructure damaged by El Niño in 2017.
- **Swissport:** Acting as local General Counsel, assisting with their legal needs, including transformation from a branch to a subsidiary and corporate compliance matters.
- **S.C. Johnson** Acting as local General Counsel, assisting with their legal needs in Perú, including corporate

matters.

- **Oikocredit:** Advising on the organization of a financial advisory structure in Latin-America. This included coordination in 13 Latin America jurisdictions.
- **Binswanger:** Advising on the establishment of a new holding company and the subsequent share transfer of their three operative companies to said holding. Assisted with strategical plan to have the operative companies' general managers become shareholders, which included corporate documentation for the transfer of shares. Assisted with the drafting of the holding company's shareholders agreement.

## Mergers and Acquisitions

- **Gerdau:** Advising in the acquisition of the largest Peruvian steel company through different mechanisms, including private and public auctions.
- **HPDM:** Advising on the due diligence and acquisition of control percentage of Franquicias Alimentarias S.A, owner of Friday's franchise in Peru.
- **TriMarine:** Assisting with the due diligence and acquisition of Conservera de las Americas, a tuna plant owned by Austral Group S.A.A.
- **BellSouth Corp.:** Acquisition of Tele 2000 by BellSouth Corp. in the amount of US\$125 million.

## Financing

- **Overseas Private Investment Corp. (OPIC):** Advising in the financing of the Lima Airport Project expansion for US\$125 million
- **Copeinca:** Assisting with the financing granted by Credit Suisse for US\$185 million for the acquisition of a group of companies. With this acquisition, our client became the third largest fishing company in the world.
- **Gerdau:** Advising our client with a working capital loan granted by a group of international banks to Gerdau S.A. and its subsidiaries for US\$1,000 million (Consultants for the Peruvian section of the operation).
- **Fortuna Silver Mines:** Advising on the negotiations and formalization of a credit agreement and its corresponding amendments, executed between the Bank of Nova Scotia and Fortuna Silver Mines Inc. Our task included advising our client in the negotiation, execution and registration of the securities granted by this company, which consisted of a mortgage over its mining rights, a pledge over its shares and a pledge over its assets and accounts.

## Activities and Affiliations

- Professor of Mergers and Acquisitions in the Faculty of Law of the Universidad San Ignacio de Loyola - USIL.

## Community Involvement and Pro Bono

- Founding and Board member of United Way Perú
- Board member of D1, a cultural nonprofit whose mission is individual and social transformation through art.

## Memberships

- Member of the Board of Directors of the American Chamber of Commerce of Peru - AMCHAM (1996-2001)
- Founding member of the Arbitration Center AMCHAM Peru
- Arbitrator of the Center of Analysis and Conflict Resolution of the Pontificia Universidad Catolica del Peru

- International Bar Association (IBA)
- Lima Bar Association

## Prior and Present Employment

- Partner, Dentons (formerly Gallo Barrios Pickmann Abogados) (June 2010 to date)
- Partner, Estudio Barrios Fuentes Gallo (1992-2010)
- Associate, Estudio Barrios Fuentes Gallo (1984-1992)

## Areas of focus

### Practices

- **Corporate**
- **Mergers and Acquisitions**
- **Privacy and Cybersecurity**
- **Banking and Finance**

### Industry sectors

- **FinTech**

## Education

- Pontificia Universidad Catolica del Peru, 1982, Law Degree

## Admissions and qualifications

- Lima

## Languages

- English
- Spanish