

Partner, New York

Mergers and Acquisitions



T: 212.735.2545  
F: 917.777.2545  
paola.lozano@skadden.com

## Education

LL.M., Banking and Corporate Finance, Fordham University School of Law, 2001

Masters Degree, International Commercial Law, Universidad de los Andes, Bogota, Colombia, 1994

J.D., Universidad de los Andes, Bogota, Colombia, 1993

## Bar Admissions

New York  
Colombia

## Associations

Member, Board of Directors and Nominating Committee, Goddard Riverside Community Center

## Languages

English  
Spanish

Paola Lozano is co-chair of Skadden's Latin America Group and heads the firm's Spanish language corporate practice. She also has served as a member of the firm's Policy Committee. As a New York-based M&A partner, Ms. Lozano represents a variety of clients in mergers, acquisitions, dispositions, private equity and other corporate matters. Among many others, she has represented:

- Citigroup Inc. and its affiliates in various transactions, including:
  - the sale of its consumer banking and credit card businesses through international auction processes: to Banco Santander Rio S.A. in Argentina; to Itaú Unibanco Holding S.A. in Brazil; to Scotiabank in Panama and Costa Rica; to Promerica Financial Corporation in Guatemala; to Banco Financiera Comercial Hondureña in Honduras; to Banco Ficohsa in Nicaragua; to Terra Group in El Salvador; and Banco Colpatria and Bank of Nova Scotia in Colombia;
  - its \$512 million sale of Citigroup Global Services Limited to Tata Consultancy Services Limited (India), and a business process outsourcing services agreement for \$2.5 billion over a period of nine and a half years; and
  - its acquisition of the credit card and financial products businesses of Sears, Roebuck & Co., for an aggregate value in excess of \$3 billion;
- Walmart Inc. in its sale of an 80 percent stake of Walmart Brazil to Advent International;
- Quala Inc. in the sale to Unilever of its shampoo, conditioner, hair styling, oral care and fabric softener product lines in Latin America, including in Colombia, Ecuador and Mexico;
- Visa Inc. in connection with its equity interest in, and contractual relationship with, Prisma Medios de Pago S.A., the leading cards and payments company in Argentina;
- Deutsche Bank AG and its affiliates in connection with its sale of Deutsche Bank Argentina and its proposed sale of Deutsche Bank Mexico;
- InRetail Peru Corp, an Intercorp Group company, in its acquisition of Quicorp S.A., the parent company of Química Suiza, a distributor of pharmaceutical and consumer products in Peru, Bolivia, Colombia and Ecuador. This deal was named 2018 Domestic M&A Deal of the Year by *LatinFinance*;
- various investment banks, including Bank of America, Merrill Lynch, Credit Suisse and Goldman Sachs, as financial advisors in multibillion-dollar transactions in Latin America;
- Cementos Argos (Colombia) and its subsidiary Argos USA in its \$720 million acquisition of Vulcan Materials' cement and ready-mix assets in Florida and Georgia, and its \$760 million acquisition of Lafarge S.A.'s cement and ready-mix assets in the Southern United States;
- MetLife, Inc. in its acquisition of a 64.3 percent stake of AFP Provida, the largest Chilean private pension fund administrator, from Spain's BBVA. The deal included a simultaneous public cash tender offer by MetLife in the U.S. and Chile for all of the outstanding shares of Provida, for an aggregate purchase price of approximately \$2 billion;
- Marubeni Corporation (Japan) in its acquisitions of noncontrolling stakes in multibillion-dollar copper mining projects in Chile from Antofagasta plc (U.K.);

- Grupo Mexico, one of the leading copper producers in the world with operations in the U.S., Mexico and Peru, in various complex cross-border transactions, including the unsolicited tender offer for Grupo Aeroportuario del Pacifico, S.A.B. de C. V., a company listed on the New York and Mexico stock exchanges, with a market cap in excess of \$1.5 billion;
- Kensington & Global Limited and Danpark Enterprises Limited LLC in the divestiture of their controlling interests in Procesadora Nacional de Alimentos C.A. Pronaca, one of the largest food producers in Ecuador, to Corporación Multi Inversiones, a multi-national agro-industrial corporation based in Guatemala;
- BHP Billiton Limited (Australia), as majority shareholder of Minera Escondida Limitada (Chile), in the purchase by a consortium led by Mitsubishi Corporation (Japan) of an additional stake in Minera Escondida from the International Finance Corporation;
- Inversiones de Guatemala S.A., the largest rum producer in Guatemala, in its joint venture with Diageo plc (U.K.) in which Diageo purchased a 50 percent stake in the Zacapa rum business and gained distribution rights;
- Capital International in connection with various private equity transactions in Latin America, including its investments in Mexico and the purchase of an interest in El Tejar Ltd., a worldwide agribusiness leader with operations in Argentina, Bolivia, Brazil, Paraguay and Uruguay;
- Ace Investment Corporation in the sale of a controlling interest in Maestro Home Center, a leading home improvement retailer in Peru, to Enfoca Investments, Och-Ziff Capital Management and Magna Capital;
- DRS Technologies, Inc. in its \$5.2 billion acquisition by Finmeccanica S.p.A., an aerospace and defense company in Italy;
- The BISYS Group, Inc. in its acquisition by Citibank, N.A. in a merger with an aggregate value of \$1.45 billion;
- International Business Machines Corporation (IBM) in its acquisition of the consulting business of PricewaterhouseCoopers worldwide, for an aggregate purchase price of \$3.5 billion;
- ESC Medical Systems Ltd., a company operating in Israel, Europe, the United States and Japan, in connection with its acquisition of assets and related liabilities of a division of Coherent, Inc.; and
- Mobile Telecommunications Technologies Corp. (Mtel) in the sale of an interest in its subsidiary Mtel Latin America, Inc., a paging company operating in Argentina, Brazil, Colombia, Mexico, Paraguay, Peru, Uruguay, Venezuela and Puerto Rico.

Prior to joining Skadden, Ms. Lozano practiced law in Colombia, where she worked on a number of landmark transactions, including representing Organización Luis Carlos Sarmiento Angulo in connection with its winning bid for the concession contract to provide cellular communications services in the Western region of Colombia.

## Recognition

2019 *Latin Lawyer* International Lawyer of the Year

*Crain's New York Business* New York Notable Women in Law 2019

*New York Law Journal* 2019 Distinguished Leader

Lawdragon 500 Leading Lawyers in America, 2014-2019

*The Legal 500* Private Practice Powerlist: U.S.-Mexico, 2018-2019

*Chambers Global: The World's Leading Lawyers for Business 2012-2019* (Latin America-wide Corporate/M&A, Finance and Capital Markets categories)

*Chambers USA: America's Leading Lawyers for Business 2011-2018* (Latin American Investment category). Recognized as "one of the best Latin America lawyers in the market today" who "commands in negotiations, understands clients' needs."

*Chambers Latin America 2012-2019* (Latin America-wide Corporate/M&A)

"Latin Legal Stars" (Top 50 Lawyers Working in and with Latin America and the Caribbean), *Latin Business Chronicle*, 2013-2014

Latin America's Top 100 Lawyers, *Latinvex*, 2014-2018

Latin America's Top 100 Female Lawyers, *Latinvex*, 2016-2019

Latin America's Top 50 Female Lawyers, *Latinvex*, 2013-2015

"Inspiring Women in Law," *Latin Lawyer*, November 2013

2011-2012 David Rockefeller Fellow