



Enrique J. Martin

Partner
Miami Managing Partner

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São Paulo

Managing Partner of the Miami Office, Rick has 30 years of experience advising public and private U.S. and multinational companies, including Fortune 100 companies on complex corporate transactions including domestic and cross-border mergers and acquisitions, joint ventures, financings and general securities matters. Rick advises firm clients across a range of industries including media, energy, telecommunications, transportation and infrastructure, technology, and financial services.

Rick has been repeatedly recognized for his mergers and acquisitions work by leading publications, including *Chambers and Partners* and *The Best Lawyers in America*, and was recently recognized as the 2020 “Miami Lawyer of the Year” for Mergers and Acquisitions Law.

Rick is a seasoned practitioner with over 30 years of experience representing clients in the U.S., Europe, Asia and Latin America on their domestic and cross-border M&A, private equity, joint venture, securities, and financing transactions. Throughout his career, he has worked on a variety of matters and has extensive experience in the media, energy, telecommunications, transportation and infrastructure, technology, and financial services sectors. He has also assisted numerous Latin American and European companies in establishing and expanding their operations in the United States. In addition, he has extensive experience advising global corporations in managing their legal matters throughout Latin America.

Chambers USA notes that Rick is “diligent, responsive, and astute” and a “good cross-border adviser and listener who works to understand the client’s business and give personalized advice” (2021). Rick has also recently been recognized as a “Distinguished Leader” by the *Daily Business Review Florida Legal Awards 2023* and in the 2020 edition of *The Best Lawyers in America* as the Miami “Lawyer of the Year” for Mergers and Acquisitions Law. *Best Lawyers* selects only one attorney in each practice category and designated geographic region as their “Lawyer of the Year,” making this recognition especially noteworthy.

Key Matters

Some of the experience represented below may have been handled at a previous firm.

- Advised **JX Nippon Mining & Metals Corporation** in connection with various transactional matters.
- Advised **Ferrovial Airports**, a leading global infrastructure operator, in connection with its joint venture with Lilium Jets, a developer of all-electric, vertical take-off and landing jet aircraft, to develop a network of vertiports throughout the State of Florida.
- Advised **Spanish Broadcasting System** in connection with its successful recapitalization of its outstanding preferred stock and publicly traded Senior Secured Notes.
- Advised **LarraínVial** in its acquisition of equity interests in the holding companies of Black Salmon, a Miami-based, national commercial real estate investment firm, and TSG Holding Company, a South Florida diversified real estate development and investment company.
- Advised **Paymentez, LLC** in its sale to Nuvei Corporation, a publicly traded electronic payment processing company based in Montreal, Canada.
- Advised **SpeedETab, Inc.**, a restaurant ordering and payment technology provider, in its sale to Wix.com, Inc. (NASDAQ: WIX), a global leader in software development, cloud-based services, e-commerce, and other online services.
- Represented **Otras Producciones de Energía Photovoltaica, S.L. (“OPDE Energy”)**, a member of the OPDE Group, in connection with the sale of 80% of its equity interests in two photovoltaic power plants, and associated electrical substations and interconnection lines, located in the Mexican states of Aguascalientes (34.2 MW) and Coahuila (82.5 MW) to an affiliate of Riverstone Holdings, an energy and power-focused private investment firm. As a part of the transaction, OPDE Energy entered into a joint venture agreement and a management agreement with Riverstone pursuant to which OPDE Energy and Riverstone jointly acquire, finance, develop, construct, and operate new photovoltaic solar power projects in Mexico.
- Advised **JinkoSolar Holding Co., Ltd.**, one of the world’s largest solar panel manufacturers, in the sale of two solar photovoltaic (PV) plants in Mexico to White River Renewables.
- Advised **Alantra Capital Privado SGEIC, S.A.U.** and **Magnum Capital Industrial Partners, S.L.** in establishing a joint venture with Ryonet Corporation to serve as the distributor of ROQ’s products in the U.S. market. ROQ is a manufacturer of screen-printing machinery based in Portugal.
- Advised **RPM International, Inc.** and its subsidiary, **The Euclid Chemical Company**, with the acquisition of a construction material distributors in Puerto Rico, Panama, and the Dominican Republic.

- Advised **Engie Solar** in the sale of its interest in PanamaSolar2, S.A., a 16 MW photovoltaic power plant located in Panama, to Latin Renewables Infrastructure Funds managed by Real Infrastructure Capital Partners.
- Advised **Millicom International Cellular S.A.** and its subsidiary **Telefonica Celular del Paraguay S.A.** in the sale of approximately 1,400 wireless communications towers to a subsidiary of American Tower Corporation in Paraguay for approximately Gs700B (US\$125M) in cash.
- Represented **Hyatt Hotels Corporation**, an American multinational owner, operator, and franchiser of hotels, resorts, and vacation properties, in connection with a series of corporate transactions effecting the purchase, sale, and recapitalization of a significant luxury hotel and resort property in Latin America, including a preferred equity investment and financing by a wholly-owned subsidiary of Hyatt in the acquiror (and controlling owner) of the resort property; a refinancing of the resort property's existing senior secured bank debt with an international financial institution; the acquisition by the new controlling owner of the resort property; and certain related commercial arrangements between Hyatt and the new controlling owner of the resort property.
- Represented **Nissan Motor Co., Ltd.** and its affiliates and subsidiaries in connection with the global restructuring of Takata Corporation and its subsidiaries. The restructuring involves over US\$50B in potential liabilities resulting from worldwide recalls of PSAN airbag inflators and is to be effectuated through (a) the global sale of certain Takata's non-PSAN businesses to Key Safety Systems for almost US\$1.6B, and (b) a restructuring of Takata's PSAN inflator business into a stand-alone business. The restructuring is to be implemented across multiple jurisdictions, including via insolvency proceedings in Japan and the United States, and an out-of-court transaction in Germany.
- Advised **Paymentez, LLC**, a payment processor serving businesses throughout Latin America, in the acquisition of a controlling interest in SpeedETab, Inc., a payment systems provider for restaurants.
- Advised **ACS Infrastructure Development, Inc.** in its formation and organization of a joint venture that was awarded the right to develop and operate the Angels flight funicular railway in the district of Downtown Los Angeles, California.
- Advised the majority owners of **Mentez, LLC**, the parent company of Paymentez, LLC, a leading payment processor for online games, websites, and mobile applications in Latin America, in connection with the purchase of the membership interests of Mentez owned by a minority equity holder.
- Advised **Crédito Real, S.A.B. de C.V., SOFOM, E.R.** ("Crédito Real") in completing the purchase of a 70 percent equity interest in Marevalley Corporation, a Panamanian holding company with entities in Costa Rica, Nicaragua, and Panama operating under the name "Instacredit."
- Represented **Arendal S. de R.L. de C.V.**, a Mexican company specializing in the construction of pipelines, plants, electromechanical, and heavy civil engineering works, in its acquisition of the Vanuatu flagged vessel "Texas," as well as certain equity interests of Hoc Offshore, S. de R.L. de C.V. and Tiburón Ingeniería y Construcción, S. de R.L. de C.V. from Cal Dive Offshore Contractors.
- Represented **Asbury Automotive Group, Inc.**, one of the largest automotive retailers in the U.S., in connection with its issuance of an additional US\$200M aggregate principal amount of 6.0% Senior Subordinated Notes due 2024 in a Rule 144A and Regulation S offering. J.P. Morgan, BofA Merrill Lynch, and Wells Fargo Securities acted as joint book-running managers for the offering.
- Advised **Crédito Real, S.A.B de C.V., SOFOM, E.R.** ("Crédito Real") in its acquisition of 65 percent of the equity interests issued by AFS Acceptance LLC, a financial institution focused on granting loans for the acquisition of used cars in the United States.
- Advised **Grupo T-Solar** with the sale of a minority equity interest in each of two projects consisting of two 20 MW PV plants in southern Peru. Sojitz Corporation of America, through a Peruvian investment vehicle, acquired a minority interest in each of the project companies. Grupo T-Solar remained with a majority stake in the project.
- Represented **TissueTech, Inc.**, a Miami-based bio-tech company and industry leader in amniotic membrane tissue products, in connection with its further issuance of Common Stock in a private placement to certain accredited investors.

- Represented **BearingPoint, Inc.** and the **BearingPoint Liquidating Trust** as lead counsel in connection with the wind down of BearingPoint's Latin American operations.
- Represented **Telefonica**, Spain's largest telecommunications company, in connection with numerous acquisitions throughout Latin America.

Recognitions

- Legal Elite - Notable Managing Partner, *Florida Trend*, 2023
 - Distinguished Leader, *Daily Business Review Florida Legal Awards 2023*
 - Miami "Lawyer of the Year" for Mergers and Acquisitions Law, *The Best Lawyers in America*, 2020
 - *Chambers USA*: Corporate/M&A and Private Equity, 2023
 - *The Legal 500* Latin America International Firms: Corporate and M&A (2023-2024) and City-Focus Miami (2024)
 - Recognized in the 2024 edition of *The Best Lawyers in America*® for Corporate Law, Leveraged Buyouts and Private Equity Law, Mergers and Acquisitions Law, Specific Focus: Cross-Border
 - *Florida Super Lawyers*, Mergers and Acquisitions
 - *Florida Trend*, Legal Elite - Mergers and Acquisitions Law
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Activities

Rick is a member of the United Way Tocqueville Society Cabinet.

Credentials

EDUCATION

Rick received his B.S., *cum laude*, in Finance from Florida State University in 1989. He received his J.D. from the University of Pennsylvania in 1992.

ADMISSIONS

- Florida
- District of Columbia

LANGUAGES

- Spanish

Related Insights & News

Publications

- Co-authored, "Investing In... 2024" USA - Florida Trends and Developments Chapter, *Chambers Global Practice Guide* (February 2024)

- Commentaries, Latin America M&A – the Year Ahead: Activity and Trends (March 2021)
- Reprints, Mapping the Territory: Navigating Sales in Brazil, Colombia, and Mexico (*The Latin American Lawyer*) (September 2020)
- Quotes, Miami – A Bridge Both Ways (*Iberian Lawyer*) (July/August 2008)
- Featured, Dealmakers: Attorneys Assist in Purchase of McDonald’s Latin America (*Miami Daily Business Review*) (August 2007)
- Quoted, Clothing group buys Salvadorian supplier (*Latin Lawyer*) (August 2007)
- Mentioned, McDonald’s Sells Latin America (*Latin Lawyer*) (2007)

Speaking Engagements

- Speaker, International Bar Association, 2022 Annual Conference - Miami, Managing a law firm in the post-pandemic era: new normal or back to March 2020? (October 2022)
- Panelist, Hispanic National Bar Association, 2017 Corporate Counsel Conference, Real World Strategies for In-House Counsel Managing International Case Loads (April 2017)
- Dade County Bar Association Bench & Bar Conference - Developing and Growing Business in Latin America and Abroad (February 2014)
- Inaugural Hispanic Leaders Summit, White House Business Council, The White House (May 2013)
- Cross-Border Issues in the Evolving Global Economy, moderator/speaker, Mergers and Acquisitions (November 2009)

SPONSORSHIP

Winston Sponsors ACG’s New Miami Network

MARCH 20, 2024

ARTICLE

Chambers Global Practice Guide “Investing In... 2024” USA - Florida Trends and Developments Chapter

FEBRUARY 14, 2024

SPEAKING ENGAGEMENT

Private Equity Co-Chair Brad Vaiana Speaks on “Fund Raising for Independent Sponsors” Panel in Miami

FEBRUARY 6, 2024

SPONSORSHIP

Winston Sponsors Celebration of *The Legal 500 GC Powerlist* – Miami 2024

FEBRUARY 1, 2024

RECOGNITIONS

Winston & Strawn Recognized in All Categories of *The Legal 500 Latin America* 2024

OCTOBER 26, 2023

RECOGNITIONS

Winston Partners Recognized on the 2024 *Lawdragon* 500 Leading Dealmakers in America

OCTOBER 20, 2023

RECOGNITIONS

Winston's Latin America Practice Recognized in Latin Lawyer's 250 2024

AUGUST 30, 2023

RECOGNITIONS

Winston Attorneys Recognized in *The Best Lawyers in America*® 2024

AUGUST 17, 2023

PRESS RELEASE

Winston & Strawn's Miami Office Strengthens Corporate Practice With Addition of Tax Duo Jeffrey Rubinger and Summer LePree

JULY 20, 2023

RECOGNITIONS

Enrique Martin Recognized in 2023 Florida Trend Legal Elite Notable Managing Partners

JULY 5, 2023

RECOGNITIONS

Winston & Strawn Recognized in *Chambers USA* 2023

JUNE 6, 2023

PRESS RELEASE

Winston & Strawn Further Strengthens Miami Transactions Practice With Addition of David Wells

MAY 24, 2023

Capabilities

Mergers & Acquisitions

Private Equity

Public Companies

Technology, Media & Telecommunications

Energy

Energy Transition

Financial Services