



Francisco Flores

Partner

Co-Chair, Esoteric Finance Practice

Admitted to practice only in California

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New York

Co-Chair of Winston & Strawn's Esoteric Finance Practice, Francisco advises clients on corporate finance and structured transactions, as well as various cross-border transactions in Latin America.

Francisco focuses his practice on negotiating, structuring and documenting corporate transactions and related financing arrangements. He has represented publicly traded and privately held companies in borrowing and lending transactions, entertainment financing, mergers and acquisitions, private equity investments, public and private debt and equity offerings, SEC compliance, tender offers, venture capital transactions and general corporate matters.

In the structured transactions arena, Francisco has represented issuers and underwriters in acquisitions, sales and securitizations in various asset classes, including automobiles leases, commercial mortgages, home equity loans, residential mortgages, life settlements, premium finance loans, lottery receivables, peer-to-peer loans, pharmaceutical receivables, structured settlements, student loans and solar energy receivables.

In addition, he has experience in cross-border transactions in Latin America, including asset acquisition, cross-border borrowing and lending, debt restructuring, foreign direct investment, formation and operation of foreign subsidiaries and real estate transactions.

Recent Experience

Terold Acquisition of Majority Stake in WX Brands

Stilt Asset-Backed Revolving Warehouse Facility

Recognitions

- Shortlisted for 2023 *IFLR Americas* Deal of the Year awards (Xepelin Warehouse Securitization)
- *The Legal 500* Latin America, Recognized for International Firms - Banking & Finance (2022–2024)
- *The Legal 500 US*, Structured Finance: Securitization—USA (2018–2023)
- The *IFLR1000*, Notable Practitioner in the state of New York and California for M&A (2019–2022)
- *Who's Who* Legal, Recommended as a “Global Leader” for Fintech (2022)
- 2017 Esoteric ABS Law Firm of the Year by *GlobalCapital*
- 2016 Best Green/Socially Responsible Investment (SRI) Asset-Backed Securities (ABS) Deal of the Year by *GlobalCapital's* SRI/Green Bond Awards
- Highly ranked in the *Latinvex* Top Law Firms 2019
- Shortlisted by *IJGlobal* for “Latin American International Legal Adviser of the Year”
- *The Legal 500 Latin America* (2018)
- *Bonds & Loans Latin America* 2018 Power Finance Deal of the Year by GFC Media Group
- Shortlisted for 2018 *IFLR Americas* Deal of the Year awards (Loans: El Cortí wind farm financing)
- Who Represents Latin America's Biggest Companies 2017? by the Latin American Corporate Counsel Association (LACCA)
- Leadership Council on Legal Diversity Fellow (LCLD)

Activities

- Trustee, Mexican American Bar Foundation
- Member, ACG Los Angeles DEI Committee

Credentials

EDUCATION

Francisco received a B.S. in 1995 and a M.B.A. in 1997 from Azusa Pacific University, and a J.D. from the University of Southern California Law School in 2000.

ADMISSIONS

- California

LANGUAGES

- Spanish

Related Insights & News

PUBLICATIONS

- Quoted in “PACE market shifts and evolves to grapple with policy headwinds” by Jennifer Kang, *GlobalCapital*, February 25, 2019.
- Flores, F., Lemus, G. and Pérez, G., “The Improved Framework for Investment in Mexican Fintech Companies,” *Legaltech News*, September 28, 2018.
- Flores, F., Bloom, J., Erana, F. and Curiel, C., “Emerging Issues in the Mexican Power Sector,” *InsideCounsel*, November 10, 2016.
- Erana, F., Flores, F., Ornelas, M. and Sigler, D., “Mexican energy reform: Emerging issues in the midstream and downstream sectors,” *InsideCounsel*, November 3, 2015.
- Erana, F., Flores, F., Ornelas, M. and Sigler, D., “Mexican energy reform: Emerging issues in the upstream sector,” *InsideCounsel*, July 31, 2015.
- Flores, F., Erana, F. and Ortiz, F., “Private Equity Opportunities in the Mexican Energy Sector,” *Transaction Advisors*, December 23, 2014.
- Godkin, L., Cyrson, M., and Flores, F., “Information and Entrepreneurship: Insights from Wielkopolska, Poland; Zacatecas, Mexico; and Houston, Texas,” presented at the 19th Annual International Conference of the Strategic Management Society, October 3-6, 1999, Berlin, Germany.
- Godkin, L., and Flores, F., “Training Needs of Entrepreneurs in Mexico,” Proceedings of the 1998 National Conference of the National Association of Hispanic and Latino Studies, February 10-14, 1998, Houston, Texas; and presented at the National Meeting of the Small Business Institute Directors’ Association, February 10-13 1999, San Francisco, California.
- Nels, M., Flores, F., Bezjian, I., and Parks, T., “The Emergence of Strategic Marketing - A Definition,” *Journal of International Management*, England, Vol. 15 No. 3 (September 1998).

SPEAKING ENGAGEMENTS

- Panelist, “The Realities of International Expansion,” Lendlit Fintech LatAm, December 2021
- Moderator, “The LatAm Infrastructure & Energy Outlook: What is the overall perspective on key sectors across Latin America for projects and financing going forward?,” IJLATAM 2021, September 2021
- R-PACE Securitizations, PACENation Summit 2019, Austin, Texas, April 4, 2019.
- Commercial & Residential PACE: Market Update, SFIG Vegas 2019, Las Vegas, Nevada, February 24, 2019.
- Alumni Panel for Pre-Law Students, Azusa Pacific University, Azusa, California, March 19, 2018.

SPONSORSHIP

Winston & Strawn Sponsors, Partners Speak at SFVegas 2024

FEBRUARY 25, 2024

RECOGNITIONS

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

OCTOBER 26, 2023

SPONSORSHIP

Winston & Strawn Sponsors ABS East Conference 2023

OCTOBER 23, 2023

RECOGNITIONS

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

AUGUST 30, 2023

RECOGNITIONS

Winston & Strawn Recognized in *The Legal 500 U.S. 2023*

JUNE 7, 2023

SPONSORSHIP

Winston & Strawn Sponsors PACENation Summit 2023

JUNE 6-7, 2023

PODCAST

Let's Talk Digital Assets: Incorporating Digital Assets as Additional Collateral for Loans

APRIL 13, 2023

RECOGNITIONS

Winston & Strawn Shortlisted at the 2023 *IFLR Americas Awards*

MARCH 22, 2023

RECOGNITIONS

Francisco Flores Profiled in 2023 *L.A. Banking and Finance: Trends, Updates and Visionaries Magazine*

MARCH 20, 2023

SPONSORSHIP

Winston & Strawn Sponsors, Partners Speak at SFVegas 2023

FEBRUARY 26 - MARCH 1, 2023

SPONSORSHIP

Francisco Flores Moderates Panel at the 2022 FinTech Nexus LatAm Conference

DECEMBER 12, 2022

SPEAKING ENGAGEMENT

Capabilities

