LOGINSA SELLS 100% OF ITS SHARES TO GRUPO RANSA

Ransa acquires Chile's Loginsa in cross-border logistics deal

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Several firms have helped Peruvian logistics company Grupo Ransa acquire Chilean counterpart Loginsa and obtain acquisition financing to fund the purchase – marking its entry into Chile's logistics market.

Rebaza, Alcázar & De Las Casas in Lima and Barros & Errázuriz Abogados in Santiago advised Ransa in the acquisition of Loginsa, while the seller relied on Rodrigo, Elías & Medrano Abogados in Lima and Carey in Santiago.

Ransa instructed Cuatrecasas in Lima, Bogotá and Mexico City for the financing portion of the transaction. The lender, Banco Santander, turned to Miranda & Amado in Lima, Philippi Prietocarrizosa Ferrero DU & Uría (Colombia) in Bogotá and Arias in San José, San Salvador, Panama City, Guatemala City, Tegucigalpa and Managua.

Latin Lawyer understands that Paul Hastings LLP and Ritch Mueller y Nicolau, SC in Mexico City advised Banco Santander too, but could not confirm this before publication.

The acquisition closed on 29 February, one day after the financing. The value of both transactions remain confidential.

Ransa acquired 100% of Loginsa's share capital through the transaction. As a result, it incorporates the target's cold and dry storage assets, as well as its distribution and delivery operations. Loginsa's portfolio spans over 230,000 square metres across Chile.

The acquisition also marks Ransa's first foray into Chile's logistics market. In doing so, it expands its portfolio to cover around 4.3 square kilometres across 11 countries and 95 sites in Latin America.

Carey y Cía. Ltda.
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Las Condes, Santiago, Chile.
www.carey.cl

In other Latin American logistics deals, Brazilian company Allog acquired two Ceará-based counterparts, Ftrade and Fortallog, in October, just days after Germany's Rhenus incorporated Colombian company BLU Logistics into its portfolio – establishing a footprint in Argentina, Brazil, Ecuador, Mexico and Uruguay. Brazil's IC Transportes also divested its business operations to counterpart JSL for US$117 million in April last year.

Established in 1939, Miraflores-based Grupo Ransa is one of the largest providers of third-party logistics solutions in Latin America – serving the consumer, food and beverage, retail and agribusiness sectors, amongst others. Back in June, the company consolidated its presence in Costa Rica by merging with local counterpart, Transportes Centroamericanos del Futuro (TCF).

Founded in 1994, Chile's Loginsa provides cold and dry storage, distribution and last-mile delivery solutions to clients in a range of industries, such as retail and pharmaceuticals.

For the acquisition

Counsel to Grupo Ransa

Rebaza, Alcázar & De Las Casas

Partner Felipe Boisset and associates Rafael Santín, Stefano Amprimo and María José García in Lima

Barros & Errázuriz Abogados

Partners Vicente Cordero and Pablo Guerrero, and associates Felipe Ríos, Mary Anne Hohmann and Daniela Ahumada in Santiago

Counsel to Loginsa

Rodrigo, Elías & Medrano Abogados

Partner Eduardo López Sandoval and associate Alejandro Prado de Orbegoso in Lima

Carey

Partners Pablo Iacobelli and Patricia Silberman, and associates Josefina Marshall, Nicolás Fontaine and Nicolás Marín in Santiago

For the acquisition financing

Counsel to Grupo Ransa

Cuatrecasas (Peru)

Partner Kiomi Osorio and associate Valeria Abarca in Lima

Cuatrecasas (Colombia)

Partner Ana María Sánchez and associates Felipe Londoño, José Manuel Castillo, Juan Camilo Rangel, Martín Tellez, Natalia Serrano and Rafael Marulanda in Bogotá

Cuatrecasas (Mexico)

Partner León López and associates Eduardo González and Emilio Ruvalcaba in Mexico City

Counsel to Banco Santander

Paul Hastings LLP

Partner Alexandro Padres and associate Ana Perez Borja in New York

Miranda & Amado

Partner José Miguel Puiggros and associates Lisbeth Benavides and Johanna Mosquiera in Lima

Philippi Prietocarrizosa Ferrero DU & Uría (Colombia)

Partner Juan Fernando Gaviria and associate Juliana Pérez in Bogotá

Arias (Costa Rica)

Partner Diego Gallegos and associate Arianne Silva in San José

Arias (El Salvador)

Partner Ana Mercedes López and associate Rafael Burgos in San Salvador

Arias (Panama)

Partner María Cristina Fábrega and associate Paula Vives in Panama

City

Arias (Guatemala)

Director Cindy Arrivillaga and associate Andrés Marroquín Manrique in Guatemala City

Arias (Honduras)

Partner Mario Agüero and associate Rodolfo Salgado in Tegucigalpa

Arias (Nicaragua)

Partner Ana Teresa Rizo and associate Kevin Humberto Castro in Managua