



## Bruno Ciuffetelli

Partner  
Houston

### Biography

Widely recognized for his energy knowledge and increasing visibility in the oil sector, Bruno Ciuffetelli's practice focuses mainly on advising Latin American companies in the oil, gas, and petrochemical industries.

Bruno represents clients in these industries in a variety of matters, including the structuring of international joint ventures, construction contracts, license and technology transfers, and project finance. Co-Chair of the Hogan Lovells Latin American practice group, he has represented oil and energy companies in the region in structured finance operations and also in capital markets. Recently, he has been involved in major lending transactions between China and Latin America.

Bruno, described by market commentators as a "splendid lawyer," also has extensive international corporate knowledge of companies from a wide range of industries. He has advised international banks and financial institutions on privatizations and acquisitions of local banks in the region. Bruno also advises multinationals in their business strategies, mergers, and restructuring of their operations in different countries in Latin America.

At the same time, Bruno also keeps an important antitrust practice; he has represented major companies in investigations before the Venezuelan Antitrust



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### Languages

English  
Italian  
Spanish

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### Practices

Antitrust and Competition  
Infrastructure, Energy, Resources,  
and Projects  
Energy Regulatory  
Latin America Regional Practice

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### Industries

Diversified Industrials

Agency, analyzed the need for notifying mergers in different countries in the region, and advised clients on general antitrust matters in Latin America. Additionally, Bruno has represented companies, state-owned entities, and governments in Latin America in dispute resolutions through settlement negotiations or international arbitrations.

Ranked by *Global Competition Review PLC* and *Latin Lawyer* 2005 as one of the world's top competition lawyers, Bruno brings a wealth of knowledge and experience to his role at Hogan Lovells.

*\*Bruno is a foreign legal consultant with the state of Texas.*

## Representative experience

Represented a national oil company in a US\$517m pre-payment facility provided by international banks for construction of a thermoelectric plant.

Represent sponsor company in US\$334m senior secured financing provided by Asia Export Credit Agency and others for expansion of petrochemical plant.

Represented a Spanish consortium in US\$1.6bn contract negotiation and execution for the rehabilitation of the Line 1 of the Caracas Metro.

Represent a national oil company in US\$2bn financing by international bank for expansion and upgrade of Puerto La Cruz Refinery, Venezuela.

Represented a national oil company in a US\$120m financing for the construction of a number of tug vessels.

Represent a petrochemical company in Latin America in the development, construction, and financing with a Chinese Bank for US\$600m port facility.

Represented a major national oil company in Latin

Energy and Natural Resources

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## Areas of focus

Public International Law

Merger Control

Agency Investigations

Hogan Lovells China Desk

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## Education and admissions

### Education

LL.M., The London School of Economics and Political Science, 1991

J.D., Universidad Católica Andrés Bello, 1987

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## Memberships

Former Chair, Antitrust Committee, International Bar Association

Member, Caracas Bar Association

International Associate, American Bar Association

Former Co-chair, Latin American Forum, International Bar Association

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## Bar admissions and qualifications

Venezuela

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## Accolades

America in different Rule 144A/Regulation S unsecured bond offering.

Represented a Latin American-based petrochemical company in a public tender offer to repurchase outstanding bonds of one of its subsidiaries.

## Awards and rankings

- Energy: Transactions: Oil and Gas, *Legal 500 US*, 2019
- International Firms: Banking and Finance, *Legal 500 Latin America*, 2018-2019
- International Firms: City Focus: Miami, *Legal 500 Latin America*, 2019
- International Firms: Projects and Energy, *Legal 500 Latin America*, 2018-2019
- Energy & Natural Resources (Venezuela), *Chambers Global*, 2009-2019
- Energy & Natural Resources (Venezuela), *Chambers Latin America*, 2009-2018
- Corporate/M&A (Venezuela), *Chambers Latin America*, 2012-2018
- Competition/Antitrust (Venezuela), *Chambers Latin America*, 2009-2018
- Banking & Finance (Venezuela), *Chambers Latin America*, 2016-2018
- Banking & Finance (Venezuela), *Chambers Global*, 2016-2017
- Corporate/M&A (Venezuela), *Chambers Global*, 2010-2017
- Competition, *Who's Who Legal*, 2017
- Named to the 2015 Latin American Corporate Counsel Association (LACCA) list of recommended lawyers - Corporate/M&A, 2015

## Latest thinking and events

- Brochures

"Bruno Ciuffetelli, head of the office and co-head of the firm's wider Latin America practice, is a prominent figure within the Caracas legal community and beyond and leads on corporate and finance work for the firm."

*Latin Lawyer*

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"Bruno Ciuffetelli is noted for his energy expertise and increasing visibility in the oil sector."

*Chambers Latin America*

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"Partner Bruno Ciuffetelli heads the competition and earns recognition from sources for his specialist sector experience."

*Chambers Latin America*

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- International Project Finance - Make your deal a success with us
- Hogan Lovells Events
  - Distressed Investing Forum
- Sponsorships and Speaking Engagements
  - 2016 Latin America Oil & Gas Assembly
- Blog Post
  - Updated Merger Filing Rules in COMESA
- Hogan Lovells Publications
  - Historic Energy Reform in Mexico *Hogan Lovells Alert*
- Awards and Rankings
  - Hogan Lovells Wins "Project Finance Deal of the Year" at the China Law & Practice Awards 2012