

## René Arce Lozano

Partner

Monterrey

Mexico City

### Biography

René Arce Lozano advises clients on structured financing operations, monetizations and securitizations, project financing, and public-private partnerships in different sectors.

With experience in structuring operations to finance public infrastructure projects, René is widely known as a leader in this area and his work has been recognized in various legal publications at the international level. He has participated in emblematic operations in Mexico, as the first public-private partnership project in the State of Nuevo León; the first off-balance sheet monetization by a public company; the creation of a government body that will oversee all project financial operations and the sovereign assets of a federal entity; and the debt restructuring of a billion-dollar federal entity, involving 10 commercial banks.

René has become a favorite legal advisor to both public and private entities for their innovative and business-oriented solutions to meet the most complex challenges. With a great understanding of all interconnected parties within a complex financial structure, it has a unique position to design and implement structures that exceed customer expectations, considering the interests of all parties involved. In addition, René also has a well-established M&A practice, advising clients in their businesses and foreign investors in direct investment transactions in Mexico.



### Phone

+52 81 8220 1516 (Monterrey)

+52 55 5091 0000 (Mexico City)

### Fax

+52 81 8220 1529 (Monterrey)

+52 55 5091 0100 (Mexico City)

### Email

[rene.arce@hoganlovells.com](mailto:rene.arce@hoganlovells.com)

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### Languages

English

Spanish

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### Practices

Asset Finance

Banking and Loan Finance

Business Restructuring and  
Insolvency

Capital Markets

Financial Services

Infrastructure, Energy, Resources,  
and Projects

Mergers and Acquisitions

Leveraged and Acquisition Finance

## Representative experience

Co-representation of 10 financial institutions in the restructuring of the public debt of a Mexican state in 2011.

Representation of financial institutions in financing to states and municipalities, through structured financing operations with a wide variety of assets.

Representation of financial institutions in the structuring and implementation of public-private partnerships for the development of infrastructure and energy projects.

Representation of various states and municipalities in debt refinancing and restructuring, asset nettles and monetizations, as well as the implementation of innovative reverse auction procedures.

## Awards and rankings

- Banking and Finance (Mexico), *Legal 500 Latin America*, 2017-2023
- Bankruptcy and Restructuring (Mexico), *Legal 500 Latin America*, 2017-2023
- LACAA Approved, Banking and Finance, *Latin American Corporate Counsel Association (LACCA)*, 2017-2023
- Banking and Finance, *Latin Lawyer 250*, 2018-2020
- Banking and Finance, *Latin Lawyer National*, 2020
- Banking, Highly Regarded, *IFLR1000*, 2020
- Acritas Star, *Acritas Stars Independently Rated Lawyers*, 2018-2020

## Latest thinking and events

- Insights and Analysis
  - ESG risks in Mexico
- News
  - SEC rule amendments to require electronic submission of Form 144 filings and “glossy” annual reports

Real Estate Finance

Latin America Regional Practice

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## Industries

Energy and Natural Resources

Financial Institutions

Manufacturing and Industrials

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## Areas of focus

PPPs (including P3 and PFI) and Government Contracts

Private Equity and Venture Capital Funds

Project Finance, DFI and ECA Finance

Raising Debt Capital

Raising Equity Capital

Sustainable Finance & Investment

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## Education and admissions

### Education

LL.M., American University  
Washington College of Law, 2002

Law Degree, Facultad Libre de  
Derecho de Monterrey, 2001

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### Bar admissions and qualifications

Mexico

New York

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- Press Releases
  - Hogan Lovells advises in first urban development, mobility and sustainable infrastructure program in Monterrey, Mexico, setting eyes in a new ESG horizon in LATAM
- Published Works
  - Financial Inclusion an Opportunity for Women and Fintech *Mexico Business*
- Press Releases
  - Hogan Lovells advises Zinc Nacional S.A. on the takeover of leading European zinc recycling business
- Press Releases
  - Hogan Lovells advises IDB Invest in US\$65.5M loan for new recycling plant in Mexico