

World Law Group News

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WLG Member Firms Collaborated on Acquisition That Won Latin Lawyer Deal of the Year in M&A

Three WLG member firms collaborated on the acquisition by the Werthein Group from AT&T of the Vrio Corp. business unit (DIRECTV Latin America, SKY Brasil, and DIRECTV GO). The deal has been recognized as Latin Lawyer Deal of the Year 2021 in the M&A category for the Acquisition of DirectTV - Sky's regional business in 11 countries in Latin America and the Caribbean, originally owned by AT&T Inc.

The deal involved law firms in Argentina, Brazil, Chile, Colombia, Ecuador, Peru, Uruguay, Venezuela, Trinidad and Tobago, Curaçao and Barbados, among others. The WLG member firms involved in the deal were [Bruchou, Fernández Madero & Lombardi](#) (Argentina), [Guyer & Regules](#) (Uruguay), and [D'Empaire](#) (Venezuela).

Bruchou, Fernández Madero & Lombardi acted as Lead Latin American counsel leading the operation throughout the region with firms from multiple jurisdictions and simultaneously coordinating all regulatory, antitrust, and intellectual property matters. The team included Estanislao H. Olmos, Carlos E. Lombardi, Nicolás Dulce, Agustina Rocca, Macarena Rolón and Sonia Lannutti (M&A). Also assisted by Ignacio Minorini Lima and Juan Zocca (Telecom), Gabriel Lozano (Antitrust), and Paula Fernandez Pfizenmaier (IP).

Guyer & Regules advised Werthein Group in connection with all regulatory, antitrust, and intellectual property matters involved in Uruguay. Nicolas Piaggio and Juan Manuel Mercant (partners) led the team, with and Maria Noel Riotorto, Renato Guerrieri, and Jonathan Clovin (associates).

D'Empaire advised the client with respect to regulatory, antitrust, and intellectual property matters in Venezuela. Fulvio Italiani and José Humberto Frías (partners) led the team with and Giancarlo Carrazza, Daniel Bustos and Ornella Bernabei (associates).

Werthein Group - a private holding company that has been doing business in Latin America and internationally for more than 100 years with extensive experience in telecommunications, finance, insurance, agribusiness, and real estate - has agreed to acquire, subject to customary closing conditions, 100% of the equity in Vrio, a leading digital entertainment services company with 10.3 million subscribers (as of June 30, 2021, and including OTT subscribers) across 11 countries in Latin America and the Caribbean (Vrio's broadband operations in Colombia and AT&T's interest in SKY Mexico are not included in the transaction).

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