



## Joy K Gallup

Partner, Corporate Department

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**Joy Gallup** is a partner in the Latin America and Corporate practices of Paul Hastings and is based in the firm's New York office.

Ms. Gallup has extensive experience in complex, cross-border debt restructurings in Latin America as well as a variety of corporate finance transactions. She regularly represents underwriters and international issuers in private and public offerings of debt and equity securities. Her areas of concentration include structured debt offerings, Rule 144A/Regulation S high-yield debt and project bond offerings, syndicated loans and other structured products (including securitizations and monetizations). Her focus also includes liability management transactions, corporate reorganizations, secured lending transactions, equity tender offers and general corporate matters, including SEC reporting requirements.

### Accolades and Recognitions

- 2016 Dealmakers of the Year, The American Lawyer

### Speaking Engagements and Publications

- Co-Chair, Fourth Annual Latin Lawyer - GRR Restructuring Summit, Paul Hastings, New York, July 11, 2019
- Co-Chair, Third Annual Latin Lawyer - GRR Restructuring Summit, Paul Hastings, New York, June 4, 2018
- Author, "Market Trends 2017/18: Latin America," LexisNexis (April, 2018)
- Author, "Top 5 Summer Tips: Life as a Summer Associate," LexisNexis (June, 2018)
- Author, "Nafta's Future is Uncertain," IFLR (August, 2017)
- Co-Chair, Second Annual Latin Lawyer - GRR Restructuring Summit, Paul Hastings, New York, June 5, 2017
- Author, "Market Trends: Latin America," LexisNexis (March, 2017)
- Author, "Mexican Insolvency Laws Critiqued," IFLR (October, 2016)
- Co-Chair, Inaugural Latin Lawyer - GRR Restructuring Summit; DIP Financing

### New York

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### Practice Areas

Securities and Capital  
Markets  
Finance  
Corporate  
Alternative Lender and Private  
Credit  
Latin America

### Admissions

New York Bar

### Education

Bryn Mawr College, A.B. 1986  
New York University School of  
Law, J.D. 1990

## Joy K Gallup (Continued)

Panel: Comparing and Contrasting Recent Deals, Paul Hastings, New York,  
June 6, 2016

- Author, "Time bombs in the capital structure," IFLR (April, 2016)
- Author, "Experiments in DIP financing in Mexico and Brazil," IFLR (January 18, 2016)
- Mexico's Energy Sector Weathers The Storm Panel; REDD Latin America High Yield & Distressed Winter Summit, Metropolitan Club New York, November 5, 2015
- Author, "Investors May Find Lots To Like In Mexico's FIBRA E," Law360 (October 14, 2015)
- Author, "Opportunities Open for Mexico's Smaller Telcos," The Financial Times (February 9, 2015)
- Spotlight Mexico Panel; Debtwire Latin America Forum, The University Club of New York, January 29, 2015
- Author, "Mexico's Restructuring Reform Needs Restructuring," The Financial Times (January 21, 2015)

### Professional and Community Involvement

- Member of the American Bar Association Committee on Business Law

### Education

- New York University School of Law, J.D., 1990
- Bryn Mawr College, A.B., 1986 (cum laude, with honors in Economics)

## News

### May 14, 2020

Paul Hastings Wins Loan Team of the Year at 2020 IFLR Americas Awards

### March 13, 2020

RASSINI, S.A.P.I. de C.V. Obtains \$470 Million in Senior Secured Loan

### February 07, 2020

Operadora de Servicios Mega Issues \$350 Million in Senior Notes Offering

### January 30, 2020

IUSA Completes Exchange Offer and Refinancing, Avoiding Bankruptcy Filing

### January 30, 2020

Paul Hastings Advises on Two LatinFinance "Deals of the Year" Awards

## Joy K Gallup (Continued)

**October 29, 2019**

Maxcom Completes Successful Debt Restructuring, Exits Bankruptcy

**September 20, 2019**

Minera Mexico Issues \$1 Billion in Senior Notes Offering

**September 12, 2019**

HSBC Leads Global Banks in Senior Secured Loan to Grupo Industrial Saltillo

**July 19, 2019**

Metalsa Successfully Completes Consent Solicitation for Amendments to Senior Notes

**July 05, 2019**

Global Banks Make \$529 Million Cross-Border Syndicated Term Loan to Televisa

**February 08, 2019**

Sweet Six-cess: Paul Hastings Leads List of Latin America's Top 100 Lawyers

**January 02, 2019**

Mexico City Airport Trust Completes Tender Offer and Consent Solicitation for Outstanding Notes

**December 20, 2018**

Shareholders of RASSINI Secure \$485M Syndicated Financing for LBO

**October 19, 2018**

Controladora Mabe, S.A. de C.V. Announces Senior Guaranteed Notes Offering

**June 29, 2018**

Elementia Secures \$400 Million Revolving Credit Facility From Citigroup and Other Global Banks

**June 25, 2018**

Citi Leads Global Banks in \$300 Million Senior Secured Loan to Grupo Industrial Saltillo

**May 04, 2018**

Three Paul Hastings Lawyers Among Latin America's Top 100 Female Lawyers by Latinvex

## Joy K Gallup (Continued)

**April 04, 2018**

Alpek, S.A.B. de C.V. Secures \$710 Million Syndicated Financing

**April 02, 2018**

Global Banks Make First Cross-Border Syndicated Loan to Televisa, Valued up to \$950 Million

**March 28, 2018**

Mexico City Airport FIBRA E Closes \$1.64 Billion Offering

**February 14, 2018**

Paul Hastings Again Tops Latin America's Top 100 Lawyers by Latinvex

**December 26, 2017**

Axtel, S.A.B. de C.V. Secures \$300 Million Syndicated Financing

**December 21, 2017**

Paul Hastings Advises on Three Project Finance International Award-winning Deals

**November 21, 2017**

Crédito Real, S.A.B. de C.V. Announces Landmark Perpetual Bond Offering

**November 10, 2017**

Axtel, S.A.B. de C.V. Issues \$500 Million Senior Notes Offering

**September 14, 2017**

Mexico City Airport Trust Announces \$4 Billion Green Bond Offering, Largest in Latin America

**April 25, 2017**

Gruma, S.A.B. de C.V. Obtains \$400 Million Term and Revolving Credit Facility

**February 27, 2017**

Seven Paul Hastings Attorneys Named to Latin America's Top 100 Lawyers by Latinvex

**February 02, 2017**

Arendal Restructures \$175 Million in Debt

**January 25, 2017**

## Joy K Gallup (Continued)

Paul Hastings Recognized for Syndicated Loan of the Year and Structured Financing of the Year by LatinFinance

### **October 31, 2016**

IUSA Completes \$327.5 Million Debt Exchange Offer, Avoiding a Potential Concurso Mercantil Proceeding in Mexico

### **September 23, 2016**

Mexico City Airport Trust Announces \$2 Billion in the Largest Green Bond Offering in Latin America

### **September 23, 2016**

Credit Suisse, Citigroup and UBS Initial Purchasers of Unifin Bonds

### **July 20, 2016**

Crédito Real, S.A.B. de C.V., SOFOM, E.R. Completes Cash Tender Offer for Senior Notes and Related Consent Solicitation

### **July 14, 2016**

Credito Real, S.A.B. de C.V. Announces Senior Notes Offering

### **April 19, 2016**

FHipo Prices Follow-On International Equity Offering

### **March 28, 2016**

The American Lawyer Recognizes Joy Gallup as 2016 Dealmaker of the Year

### **January 21, 2016**

Axtel, S.A.B. de C.V. and Alestra S. de. R.L. de C.V. Secure \$750 Million Syndicated Financing

### **January 13, 2016**

Javer Announces IPO and Concurrent Debt Tender Offer

### **November 30, 2015**

GE Capital Syndicates First Seller Financing Real Estate Loan in Mexico

### **November 20, 2015**

Televisa Announces SEC-registered Senior Notes Offering

### **November 18, 2015**

## Joy K Gallup (Continued)

Nemak Enters into New Club Loan Following IPO

### **November 04, 2015**

Desarrolladora Homex Restructures Under New Mexican Bankruptcy Laws

### **August 11, 2015**

GE Capital Finances Landmark Real Estate Loan in Mexico

### **July 30, 2015**

Lenders Make Historic Bank Loan to Latin American Real Estate Company

### **November 05, 2014**

Paul Hastings Advises FHipo in US\$633 Million First Ever Mexican Mortgage IPO

### **September 17, 2014**

Paul Hastings Represents Banks in Axtel, S.A.B. de C.V. Bond Offering

### **June 03, 2014**

Paul Hastings Represents Underwriters and Dealer-Managers in \$200 Million Bond Offering and Cash Tender Offer for Financiera Independencia

### **March 25, 2014**

Paul Hastings Represents Alfa, S.A.B. de C.V. in Inaugural US\$1 Billion Senior Notes Offering

### **March 18, 2014**

Paul Hastings Represents Credito Real in \$425 Million Notes Offering and \$210 Million Cash Tender Offer

### **January 06, 2014**

Paul Hastings Represents Banks in Axtel, S.A.B de C.V. Exchange Offer and Bond Offering

### **December 11, 2013**

Paul Hastings Represents Tenedora Nematik S.A. de C.V. in a \$465 Million Syndicated Financing

### **November 13, 2013**

Paul Hastings New York and London Offices Represent Fresnillo plc in Inaugural US\$800M Senior Notes Offering

## Joy K Gallup (Continued)

### **October 18, 2013**

Paul Hastings Advises Ventura Capital Privado S.A. de CV in the Takeover and Restructuring of Maxcom Telecomunicaciones, S.A.B. de C.V.

### **August 09, 2013**

Paul Hastings Represents Alpek, S.A.B. de C.V. in \$300M Notes Offering

### **June 05, 2013**

Paul Hastings Extensive Practice Strength Highlighted in The Legal 500 United States 2013

### **May 31, 2013**

Paul Hastings Represents Grupo Famsa, S.A.B. de C.V. in \$250 Million Notes Offering and \$200 Million Notes Buyback

### **February 28, 2013**

Paul Hastings Represents Tenedora Nemark, S.A. De C.V. In \$500 Million Inaugural High Yield Notes Offering

### **February 06, 2013**

Paul Hastings Closes \$350 Million Debt Exchange Offer by Axtel, S.A.B de C.V.

### **November 21, 2012**

Paul Hastings Represents Alpek, S.A.B. de C.V. in \$650M Inaugural Notes Offering

### **October 09, 2012**

Paul Hastings Represents Urbi, Desarrollos Urbanos, S.A.B. de C.V. in \$105 Million Loan from International Finance Corp.

### **July 31, 2012**

Paul Hastings Represents Grupo Petrotemex S.A. de C.V. in \$275M Bond Buyback

### **May 16, 2012**

Paul Hastings Adds High-Profile Latin America Focused Corporate Team in New York

## Joy K Gallup (Continued)

**May 01, 2018**

Market Trends 2017/18: Latin America

**July 12, 2017**

Restructuring Outlook: Brazil and Mexico

**March 31, 2017**

Market Trends: Latin America

**October 17, 2014**

IPOs in the JOBS Act Era 2014

**May 16, 2014**

What is the outlook for FIBRAs in Mexico, and what are the significant growth opportunities in Latin America as a whole?

## Rankings & Awards

**February 14, 2019**

Recognized by Chambers Global 2019

**February 16, 2018**

Recognized by Bonds & Loans magazine for representing parties to the Infrastructure Finance Deal of the Year, Structured Finance Deal of the Year, and Structured Bond Deal of the Year

**December 21, 2017**

Paul Hastings advises on Three PFI Award-winning Deals

**September 26, 2017**

Paul Hastings wins two LatinFinance awards for Project and Infrastructure Finance

**May 24, 2017**

Latinvex - Latin America's Top 100 Female Lawyers for 2017

**February 21, 2017**

LatinVex - Latin America's Top 100 Lawyers for 2017

**January 12, 2017**



## Joy K Gallup (Continued)

LatinFinance Awards Paul Hastings Awards for Syndicated Loan of the Year and  
Structured Financing of the Year

### **April 01, 2016**

Latinvex - Latin America's Top 100 Female Lawyers for 2016

### **March 28, 2016**

The American Lawyer 2016 Dealmakers of the Year

### **March 18, 2016**

Latin Lawyer 2015 Deal of the Year Awards

### **January 15, 2016**

LatinVex Latin America's Top 100 Lawyers

### **April 16, 2015**

LatinVex's "Latin America's Top Female Lawyers 2015" List

### **January 26, 2015**

LatinVex Names Paul Hastings Lawyers in Top 100 List