

Ariel A. Berrios

Los Angeles, California
Shareholder

P (213) 891-5480
F (213) 896-0400
aberrios@buchalter.com



Areas of Practice & Industry Specialties

Commercial Finance; Latin America Practice; Agribusiness; Alternative Lenders; Hospitality, Food and Beverage Industry Law; Wine Industry Law; Cannabis & Hemp Industry Law Group

Ariel A. Berrios is a Shareholder in the firm's Commercial Finance Practice Group in Los Angeles. He has extensive experience in the areas of banking, bankruptcy, and commercial law. Mr. Berrios represents clients in a variety of industries including national lending and financial institutions, domestic and international technology-based companies, food retailers, pharmaceutical, and manufacturing companies.

Mr. Berrios has extensive experience in the areas of asset-based lending, cash flow lending, cross-border financing transactions, factoring, acquisition financing, bridge financing, and real estate financing. In addition, Mr. Berrios works on senior secured debt, second lien, mezzanine and unsecured/unsubordinated debt. Mr. Berrios' practice also includes expertise in forbearance situations, workouts, repossessions and foreclosures, as well as 363 sales. He also advises clients on general corporate transactions such as mergers & acquisitions, corporate restructuring, and various forms of financing.

He is recognized by *Chambers USA* as a leader in the field of Banking and Finance each year since 2010. Additionally, Mr. Berrios is co-author of "Second Lien Financing and Workouts," *Business Workouts Manual*, Chapter 30.

He is fluent in Spanish and Portuguese.

Representative Matters

- Represented ABL division of a national bank as administrative agent in the structuring, negotiation, and closing of a \$450 million senior secured revolving line of credit facility to a supplier of critical care pharmaceuticals (including biopharmaceuticals and blood products). Loan negotiation included matters relating to a change in control as a result of a substantial investment by a strategic investor.
- Represented ABL division of a national bank as administrative agent in the structuring, negotiation, and closing of a \$150 million senior secured revolving line of credit facility to a consumer electronics company which is one of the largest manufacturers of connectivity devices. The facility includes a UK sub-facility as well as in-transit inventory borrowing base.
- Represented a national bank as lender in the structuring, negotiation, and closing of a \$30 million secured revolving line of credit and term loan facilities to one of the largest U.S. distributors of Mexican soft drinks and food products. The facilities included collateral located in Mexico.
- Represented the technology finance division of a national bank, as administrative agent in the structuring, negotiation and closing of a \$30 million cash flow facility to a leading software provider of enterprise information management software. Representation in this sponsor-backed deal involved the acquisition of the Borrower, UK based collateral and intellectual property collateral.

Publications

- Second Lien Financing and Workouts, *Business Workouts Manual*, Chapter 30, 2012

Education

Mr. Berrios earned his J.D. from Loyola Law School, and received his B.A. in Business Administration with a concentration in Finance from California State University, San Bernardino.

Bar Admissions

- California

Community

- Treasurer on the Executive Committee of the Board of Directors of the Valley Economic Development Center, a non-profit which provides financing and training to small businesses with a special emphasis on businesses owned by under-represented groups.

Languages

- Spanish
- Portuguese
- German