

Ariel A. Berrios

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Ariel A. Berrios is a Shareholder in the firm's Bank and 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, factoring, acquisition financing, and bridge 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.

Representative Transactions:

- Represented technology finance division of a national bank as agent in the structuring, negotiation and closing of a revolving and term credit facility to a leading provider of intelligent print and cost management software solutions for the corporate, legal, education, health care and financial services markets. Loan transaction involved the negotiation of an intercreditor agreement with mezzanine lender.
- Represented technology finance division of a national bank as agent in the structuring and negotiation of a loan purchase/put agreement with equity fund investor and additional working capital line of credit to provide additional liquidity to an information management consulting business and IT outsourcing solutions provider.
- Represented technology finance division of a national bank as agent in the structuring, negotiation and closing of a term loan to the United Kingdom subsidiary of an existing borrower in the enterprise software space, in connection with the acquisition of target companies in France, Germany, Finland and Singapore.
- Represented Wells Fargo Capital Finance, Inc., as agent for the senior secured working capital facility in connection with the liquidation of North Pacific Group, Inc. and its subsidiaries. North Pacific Group was a wholesale distributor of lumber and other construction products as well as a broker with respect to grain and other agricultural commodities. The various transactions relating to the liquidation included the appointment of a receiver.

Mr. Berrios serves on the Board of Directors of the Valley Economic Development Center. He is recognized by *Chambers USA: America's Leading Lawyers for Business* as a leader in the field of Banking & Finance. Mr. Berrios is noted for his "high energy and dedication," and for his "balanced, calm, can-do attitude."

Mr. Berrios is co-author of "Second Lien Financing and Workouts," *Business Workouts Manuel*, Chapter 30.

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.

He is fluent in Spanish, Portuguese and German.

Areas of Practice

Bank and Finance
Asset-based Lending
Corporate Financial Services
Financial Institutions
Hospitality, Food and Beverage
Secured Lending
First Lien Credit Facilities
Second Lien Credit Facilities
Workouts and Restructuring
Wineries

Bar Admissions

California



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