



Juan Carlos Castillo-Chacón

Aguilar Castillo Love, Senior Partner

Juan Carlos Castillo-Chacón gained a reputation as one of Guatemala's leading lawyers specializing in the energy and electricity sector, after he advised the Guatemalan government on the privatization of the state energy and electricity assets in 1998. The transaction, valued at more than 520 million dollars, enabled him to gain vast experience in the field of energy and electricity regulations and related contracts.

Apart from having up-to-date knowledge of new technologies in the energy and electricity sector, Castillo-Chacón is also experienced in other areas, such as multimillion syndicated credit agreements.

In addition, he is also interested in the expansion of his law firm, *Bufete Castillo Love*, founded by his father in the 1960s. In February 2006 his firm merged with *John Aguilar & Asociados*, a law firm based in Costa Rica. Previously a joint venture, the new firm is called *Aguilar Castillo Love*. It offers legal services in Guatemala, Costa Rica, Central America and the Caribbean.

A young and enthusiastic lawyer, Castillo-Chacón considers that his firm's business model is transferable to any other country. Offering legal services throughout Central America, it will expand and take on larger-scale projects, adopting a global vision. The firm's specialization in the energy and electricity sector together with its general advisory work with the region's companies present a great opportunity that he is willing to take.

Areas of Practice

Energy and Electricity; Securities; Finance; Business Formation; Business Organization; Corporate Formation; Corporate Organization; Corporate Law; Investments

Languages

English and Spanish

Contact Information:

aguilarcastilloLOVE



7 av. 5-10 zona 4, Edificio Centro Financiero
Torre 2, Nivel 11
Guatemala City 01004, Guatemala

Telephone +502 2331-2219

Fax +502 2331-2239

Email jcc@aguilarcastillolove.com

Website www.aguilarcastillolove.com

Index:

[Current Role](#)

[Expertise & Experience](#)

[Management Style](#)

[Biographical Data](#)

CURRENT ROLE

Juan Carlos Castillo-Chacón was born in Guatemala into a family of lawyers. He studied Law at the Francisco Marroquín University and at Harvard University. At the age of 24 he joined Bufete Castillo Love law firm, founded by his father almost in the same year that Juan Carlos was born. This was his first job and a natural step in his career.

He started as an associate and later became the firm's partner and shareholder.

Apart from his experience in law practice, he has also worked as a lecturer in international law and law philosophy at the Francisco Marroquín University for several years.

"It is a very enjoyable experience, but it is also very demanding and sometimes work

EXPERIENCE AND EXPERTISE

Juan Carlos Castillo believes in free trade: he points out that private investment is the best way to fulfill people's needs.

His involvement in the privatization of the Guatemalan energy and electricity industry was initially circumstantial but then intensified as the project grew.

"In the end, I was the person who took part in more privatization projects in Guatemala than any other lawyer."

"The privatization of Empresa Eléctrica de Guatemala was considered the biggest transaction in the country's history. The sale of the state assets was tied to a generation contract," he mentions.

"I was hired by the government to lead the legal team that worked on the process.

However, as the Guatemalan government had a limited number of public companies, the privatization process carried on for less than four years, and Castillo decided to continue specializing in the energy sector, particularly in the area of contracts and regulations.

Part of his work consisted in advising on foreign investments in Guatemala: today his firm is looking to interest one of the companies based in Mexico in extending the gas pipes to Guatemala, as Guatemala has no investments in gas and gas is not used on a regular basis.

Castillo is considered one of the best lawyers specializing in the electricity sector in Guatemala, but has also extensive experience in finance.

He was involved in one of the first sales of Eurobonds of Empresa Eléctrica de Guatemala, now privately owned, amounting to 100 million dollars, and assisted with the syndicated credit agreement to finance América Móvil's operations in Guatemala. In the latter operation, he worked with the banks and not with the company. In both cases Castillo acted as a local independent lawyer. He is also the president of the Bolsa de Valores Nacional, the biggest Stock Exchange in Guatemala.

"In the end, I was the person who took part in more privatization projects in Guatemala than any other lawyer."

commitments do not allow us to do things we enjoy. There is not enough time," he explains.

Although Castillo-Chacón is living in Guatemala, thanks to the new firm's international profile he can offer legal advice throughout Central America. In addition, he is in charge of Aguilar Castillo Love's office in Guatemala. He created the firm together with his Costa Rican ex-classmate from Harvard University, John Aguilar, who also comes from a family of lawyers.

I was in charge of all the legal issues related to two parts of the process – the government had to separate the generation part from the distribution part. Something interesting happened with regards to the generation part. I didn't know much about electricity and had hired a Washington firm to write the contract. But they had a problem with the investment bank that was directing the project and pulled out. As a result, I had to do it myself and that was my intensive course on electricity. It was a unique experience."

In order to carry out this work, Castillo had to overcome several obstacles. For instance, during the electricity operation he had to tackle unclear regulations and face political and social pressure. He also had to resolve an environmental issue crucial for foreign investors, which was not important for the national companies.

"From a professional point of view having been in charge of those processes and

"It is a question of prestige. Every time that I take on a case I try to do my best for the client because I feel that every case is an opportunity to open a new door. I treat the clients' cases as if they were my own, as if I were defending my own interests," he says.

Castillo points out that he doesn't like to delegate the cases he works on. He monitors them himself to inspire his

"I like to be in the front line. I only delegate when the clients' interests are better served by another lawyer."

negotiated with very important firms from the United States and from the rest of the world was a very important experience. Perhaps, the most important thing that I learnt for the future was having confidence on my own skills," he explains.

MANAGEMENT STYLE

Juan Carlos Castillo describes himself as a professional that strives to find a legal solution for his clients' cases without being constricted by the rigid forms and conventions indicating that there is only one way of doing things. Castillo describes himself as an innovative and flexible lawyer.

He also wants his clients to know that he cares about what he does.

clients' confidence, although some delegation is unavoidable, as it may be in the clients' best interests.

"I am a leader. I like to be in the front line. I only delegate when the clients' interests are better served by another lawyer."

Castillo has several golden rules in his work: his firm would never carry out any illegal activities. The lawyers would never give false expectations to clients no matter how important a client may be. They would complete the work that they suggested and keep the relationship open once the job is done.

"Our good name is the most important thing for us and although clients' interests are our priority, their interests must lie within the legal boundaries."

FUTURE DIRECTION

In order to have excellent up-to-date knowledge of the recent developments in the electricity sector Juan Carlos Castillo spends 80% of his time studying the Guatemalan legislation as well as new publications on the Internet. He also attends international conferences on electricity at least every two years in order to keep himself updated with new regulations.

One of his most important ambitions for the future is to ensure that Aguilar Castillo Love firm created on the 14th February 2006 becomes the most important law firm in Central America and in Mexico, where it is working more and more. Castillo is determined to expand the firm. It seems to be the right time: various Mexican and North American companies are starting to see the developments in Central and South America as an opportunity for expansion. Mexico and Central America are looking to work in a common oil and gas energy project. In addition, various telecommunication companies and banking institutions are increasingly competing to win this market.

"This is my biggest ambition and we are focusing all our efforts on it. We want to achieve something big in this area," he emphasizes.

BIOGRAPHICAL DATA

Date of Birth	1967
Education	Universidad Francisco Marroquín (Lawyer and Notary Public, magna cum laude, 1991); Harvard Law School (LL.M., 1991)
Admitted	1991, Guatemala
Memberships	Colegio de Abogados de Guatemala
Articles	Notary Public. Author: "Judicial Independence in Guatemala, A Critical Analysis," Harvard Law School, 1991. Professor, Public International Law, Universidad Francisco Marroquín, 1993. Legal Advisor: Guatemalan Government in the Privatization of Electric Generation and Distribution Companies, 1996; Guatemalan Government in the Privatization of Guatemala's Ports and Airports, 1998

OTHER AGUILAR CASTILLO LOVE OFFICES

MANAGUA, NICARAGUA

Km 4.5 Carretera a Masaya
Costado Este Centro BAC
P.O. Box 03684
t: +505 267-1035
f: +505 267-0758

TEGUCIGALPA, HONDURAS

Colonia Elvel
Calle Retorno
Kovec #1820
P.O. Box 3494
t: +504 235-9424
f: +504 239-3078

SAN JOSÉ, COSTA RICA

Calle 7, Avenidas 7-9
Edificio N° 751
P.O. Box 4384-1000
t: +506 222-5959;
+506 222-9653
f: +506 222-9653

SAN SALVADOR, EL SALVADOR

Calle Cuscatlán No. 133
Entre 81 y 83 Avenida Sur
Colonia Escalón
t: +503 2263-8250
f: +503 2263-8254

PANAMÁ, PANAMA

Altos de Panamá, III etapa
Ave. Federico G. Guardia
N° 170 Panamá 0823-04818
t: +507 230-2193
f: +507 230-2193