Carlos M. Soto

Partner

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Los Angeles



Carlos M. Soto is a partner in the Los Angeles office of Gibson Dunn. He is a member of the firm's Mergers and Acquisitions, Private Equity, and Real Estate Practice Groups.

Carlos's practice focuses on complex mergers and acquisitions transactions and joint venture and partnership arrangements.

Carlos has significant experience advising investors and sponsors on the acquisition, disposition and governance of control, minority and preferred investments, including with respect to the structuring of complex waterfalls and the design of bespoke governance and exit arrangements.

Carlos also frequently handles secondary transactions, recapitalizations, "GP Stakes" transactions, seed investments and continuation fund transactions and regularly counsels clients with respect to general corporate and internal governance matters, including incentive equity arrangements.

Carlos regularly represents clients in the commercial real estate, asset management, private equity and media and entertainment industries and has developed expertise on issues unique to such industries.

Carlos received his law degree from the University of Chicago Law School in 2009 and his Bachelor of Arts degree in Politics from Princeton University in 2005. He is admitted to practice in the States of New York and California.

Some of Carlos's recent representative transactions include:

M&A Transactions and JV Arrangements

- **Hackman Capital Partners**. $1.85 billion acquisition of CBS Studio Center complex in Studio City related TV and motion picture production studio operations.
- **Candle Media**. Formation of next generation media company backed by Kevin Mayer, Thomas Staggs and Blackstone and various corporate matters relating to subsequent acquisitions of companies such as Hello Sunshine and Moonbug Entertainment.
- **Constellation Wealth Capital**. Strategic minority investments in (i) Lido Advisors, a wealth management firm with over $19 billion in assets under management and (ii) AlphaCore Wealth Advisory, an independent wealth advisory firm with national operations and over $2.5 billion assets under management.
- **Juniper Capital**. Acquisition of a stalled 1,027-acre mixed-use luxury resort development site situated in an opportunity zone in Puerto Rico. Once developed, the site will include a luxury 5-star hotel, an 18-hole designed championship golf course, and approximately 300 branded residential condos and homes.

Capabilities

Mergers and Acquisitions
Data Centers and Digital Infrastructure
Emerging Companies / Venture Capital
Media, Entertainment, and Technology
Private Equity
Real Estate
Real Estate Investment Trust (REIT)

Credentials

Education

University of Chicago - 2009 Juris Doctor
Princeton University - 2005 Bachelor of Arts

Admissions

New York Bar
California Bar

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- **Hudson Pacific Properties**. Acquisition of Bentall Centre, a 1.45 million square feet office and retail complex in Vancouver, Canada, and formation of joint venture with Blackstone Property Partners for the management thereof.
- **Welltower**. Formation of a joint venture with Invesco in connection with the sale to Invesco of an 85% interest in over 30 properties with a value in excess of $600 million.
- **WndrCo**. Represented WndrCo on various matters relating to Aura, a technology company specializing in digital security, including (i) initial investment and various subsequent equity financing rounds and (ii) Aura's acquisition of Pango, a privacy and security technology company with a suite of products, including VPN and password management services, and the related spin-off of Pango assets undertaken in connection therewith.
- **Platinum Equity and Verra Mobility Corporation**. $2.4 billon reverse merger of Verra Mobility Corporation with and into a special purpose acquisition company sponsored by The Gores Group.
- **NTWRK**. Represented NTWRK in connection with Universal Music Group's investment into, and strategic partnership with, NTWRK.
- **The Chernin Group**. Acquisition of Goldin Auctions, a leading auction house specializing in sports memorabilia and collectibles, and in its subsequent divestiture to Collectors Holding.
- **The Chernin Group**. Divestiture of a 36% stake in Barstool Sports to Penn National Gaming in a transaction with an implied valuation of approximately $450 million.
- **Kildare Partners**. Represented Kildare Partners in connection with (i) the formation of a joint venture to manage a portfolio of 9 shopping centers in Puerto Rico acquired for $550 million and (ii) a confidential real estate acquisition.
- **Platinum Equity.** Acquisition of Cosmic Pet, a leading innovator in pet toys, chews and treats.
- **Platinum Equity.** Acquisition of Euro Parking Collection, a company specializing in the identification, notification and collection of unpaid traffic and public transport fees across Europe.
- **Platinum Equity.** Divestiture of NILCO, a wood-based products supply company, to U.S. Lumber Group.

Secondary and GP Stakes Transactions

- **OceanSound Partners**. $1.15 billion single-asset continuation fund transaction in connection with Apollo S3's investment in SMX Group, LLC.
- **Wafra**. Strategic minority investment by Capital Constellation, a fund managed by Wafra, in Greenbelt Capital Partners, a private equity firm focused on investments related to the long-term changes in the production and consumption of energy, and related matters.
- **Blackstone Strategic Partners**. Confidential real estate secondaries transactions.
- **IPI Partners**. Confidential real estate secondaries transactions.
- **PCCP**. Sale of minority stake to AMP Capital.

Pro Bono Matters

Corporate and transactional advice to various non-profit organizations, including Acumen Fund, the Center Theatre Group and the Corporation for Supportive Housing.

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