

**REAL ESTATE,
INFRASTRUCTURE
AND HOSPITALITY**



Real Estate, Infrastructure and Hospitality

Our Real Estate, Infrastructure and Hospitality practice provides legal advice to Mexican and international developers, hospitality groups, and investors in general in several areas, including real estate acquisition, sale, lease and financing, both public (including CKD's, FIBRAS and other investment vehicles and public companies) and private, through financial institutions, and in connection with the development, construction, administration and operation of real estate through diverse legal structures, including the legal set-up of investment vehicles for said purposes and all legal and regulatory aspects related to investment and strategic transactions in the real estate, commercial, hospitality and industrial sector.

Likewise, our group of specialists provides advice on compliance with land-use regulation, urban development and zoning, contracting of public and private services, and obtaining different types of permits and licenses, including permits for drilling and exploitation of water wells. Additionally, our specialists have experience in legal analysis and advice on the transformation and modification of communal property regimes (régimen de propiedad de inmuebles ejidales), obtaining government subsidies and permits, and participating in public tenders for the exploitation of natural resources, acquisition and operation of real estate in the hospitality sector, incorporation of condominium regimes, and time share and fractional property.



Industries we serve

The Real Estate, Infrastructure and Hospitality team serves companies in the retail, manufacturing, travel and leisure, automotive, consumption, real estate, and financial services industries, among others.

REPRESENTATIVE EXPERIENCE

- » Advised the largest Swedish furniture manufacturer in the world. Our advisory included all the structuring, negotiation and execution of the legal and tax strategies necessary to fully implement its entry into the Mexican market.
- » Advised a Turkish multinational company on the participation of one of its Mexican subsidiaries in a credit facility for an amount of € 135,000,000, granted by one of the principal financial institutions in Turkey.
- » Assisted one of the largest beauty-supply retailers in the world with the preparation, negotiation, and execution of its leases in Mexico, having currently 180 stores nationwide. Our Firm was simultaneously involved in the design of the investment structure in Mexico for this client, including obtaining tax rulings, foreign trade planning, intellectual property protection, labor matters, and incorporation of Mexican subsidiaries.
- » We have experience in the legal and tax design and execution of public financing structures, through investment vehicles such as FIBRAS, CKDs and CERPIs.
- » Represented a major beauty-supply chain in the expansion of its operations to the Colombian market using its Mexico administrative and logistics infrastructure as a base. This representation involved the coordination of activities in the US, Mexico, and Colombia, and involved collaboration with other practice groups, including Corporate and M&A, Tax Planning and Litigation, International Trade and Customs, and Labor.
- » Represented one of Russia's most important real estate investment funds on the structuring, negotiating and execution of the necessary legal strategies to enter the Mexican market.
- » Provided one of the world's biggest clothing distributors' advice on the preparation, negotiation and execution of all of its new store

REPRESENTATIVE EXPERIENCE

leases in Mexico, where all of the new stores are located in leading shopping malls. This involved collaboration with other practice groups including Corporate and M&A, Intellectual Property, and Labor.

- » Advised various companies on the structuring, negotiating and closing commercial real estate transactions (including financing, equity investments, JV incorporation, and asset disposition).
- » We have wide experience in structuring, negotiating and closing of lending transactions, mainly focused on the development of retail, industrial and hotel portfolios.
- » Advised a Mexican real estate developer on the structuring and incorporation of an investment vehicle/fund and related agreements for the development and sale of both, a residential apartment complex located in the Santa Fe area in Mexico City, and an industrial park in the city of Queretaro, Queretaro.
- » Advised various clients, national and foreign in the structuring, design and negotiation of real estate trusts and related investment vehicles for the acquisition, construction and development of industrial facilities, shopping center, office building, and residential projects.
- » Advised several companies on the acquisition, construction and disposition of industrial portfolios in the Mexican Bajío.
- » Negotiation and closing of several complex lease agreements for various stores located throughout Mexico for some of the largest clothing and cosmetics retailers in the world.
- » Assisted one of the largest industrial-supply retailers in the world with a built to suit lease for its Mexican general headquarters and logistics centers, and with the leases of its retail stores nationwide.
- » Represented various clients on the acquisition and development of automobile manufacturing plants.
- » Assisted various clients with the preparation, negotiation and execution of lease agreements for their stores, located in Mexico 's most important shopping centers. Our advice extended to corporate, trademark and labor matters.
- » Advised various real estate and hotel groups on issues related to hotel management agreements and time-share structures, including advice on regulatory aspects and various legal matters required for their expansion in Mexico.



Our Real Estate, Infrastructure and Hospitality Team

The team is comprised by attorneys with extensive experience in real estate and infrastructure matters, also the team has the knowledge and contacts in several organizations to provide prompt response to our clients' needs.

Diego Gómez-Haro Katznelson

Diego co-heads the Real Estate, Infrastructure and Hospitality Practice, as well as the Project and Corporate Finance Practice at Sánchez Devanny. His practice focuses primarily on real estate transactions, including structuring investment vehicles, asset acquisition and disposition, leasing, development and construction of projects, due diligence and financing. He participated in several real estate transactions with GE Capital Real Estate and The Blackstone Group including real estate financing, structuring, negotiating and closing commercial real estate transactions (syndications, restructures, portfolio acquisitions, equity investments, JV incorporation, asset disposition, among others).

He is also experienced in Capital Markets and acted as one of the lead counsels in the public offering of trust certificates in FIBRA Hotel and Fibra Danhos.

Prior to joining Sánchez Devanny, he acted as General Counsel of The Blackstone Group in Mexico and previously worked for some years in GE Capital Real Estate Mexico, as well as in an important law firm in Mexico, advising domestic and multinational companies in real estate transactions, banking and finance, debt and corporate restructuring, capital markets, mergers and acquisitions and general corporate matters.

Rafael Villamar-Ramos

Rafael co-heads the Real Estate, infrastructure and hospitality practice at Sánchez Devanny. He has more than twenty-one years of experience advising local and international clients in real estate transactions, including acquisitions, leases, and construction contracts for commercial, housing, industrial, hospitality and retail projects. Prior to joining Sánchez Devanny, Rafael was a partner at an international law firm.

Team

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Who we are

Sánchez Devanny is a leading Mexican law firm that provides full-service legal advice both to Mexican and international clients.

More than attorney-client services

We build enduring client relationships that go beyond individual service contracts because we make every effort to understand our clients' businesses and expectations, to serve as an ally, and to provide complete, accessible and personalized advice. As a testament to these efforts, we continue to advise clients today who have trusted us with their legal matters since the firm was founded in 1996.

Experience and creativity

Throughout the firm, we take pride in serving our clients with a combined approach of experience and creativity because we recognize that when you know how things are done it is easier to think outside the box. Our partners offer a wealth of experience, including in prior roles as in-house counsels at global companies and government agencies, and key roles within international law firms.

With offices in Mexico City, Monterrey, and Querétaro, as well as several strategic alliances worldwide, the firm is well-positioned to quickly and efficiently represent and respond to clients' needs, shortening the distance between us and our clients. Our services are delivered in an efficient, professional, cost effective and timely manner, keeping always in mind that, as lawyers, we are business facilitators for our clients and must maintain a proactive and preventive approach.

Location

México City:

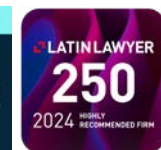
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Sánchez Devanny provides legal services in the areas of Corporate and M&A; Banking and Finance; International Trade and Customs; Real Estate, Infrastructure and Hospitality; Tax; Labor, Social Security and Immigration; Corporate Governance and Regulatory Compliance; Energy and Natural Resources; Environmental; Life Sciences; Intellectual Property, Entertainment and Sports Law; Litigation and Alternative Dispute Resolution; Antitrust; Capital Markets; Private Wealth Management and Estate Planning; Administrative Strategic Litigation and Data Privacy and Information Technology to both public and private clients, especially in the automotive, retail, pharmaceutical, manufacturing, real estate and energy industries among others.