



ATTORNEYS AT LAW

**BROCHURE**

# OUR LAW FIRM

Culebro Abogados is a law firm with a broad experience in various legal areas such as mercantile, corporate, financing, real estate, mergers and acquisitions, foreign investment and sports law. Moreover, our firm is specialized in carrying out due diligence processes not only at a corporate level but also from a tax and regulatory perspectives, taking into consideration the preponderant activities of our clients.

Our team of professionals has carried out practical training and graduate studies in some of the best law firms and universities of Mexico and in the United States. We have the expertise and skills required to provide advice and to represent national and international clients.

We have been continuously related with and have strategic relationships with internationally renowned law firms, in Mexico, United States and Canada, allowing us to offer our clients a more comprehensive advice in national and international related matters.



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# PRACTICE AREAS

Below please find a description of the main practice areas of Culebro Abogados

- CORPORATE PRACTICE
- MERGERS & ACQUISITIONS
- REAL ESTATE PRACTICE
- JOINT VENTURES
- DUE DILIGENCE PROCEDURES
- SPORTS LAW
- PRO BONO ACTIVITIES



## CORPORATE PRACTICE

At Culebro Abogados, we have a vast experience advising our clients regarding corporate matters, including those aspects related to the incorporation, transformation, dissolution and liquidation of all kind of commercial entities, civil companies and associations. Our services include amongst others, the organization of the corporate framework that will govern the business, the management of the companies and the follow up of the internal operation of all entities.

Within our corporate practice we provide, among others, the following services:

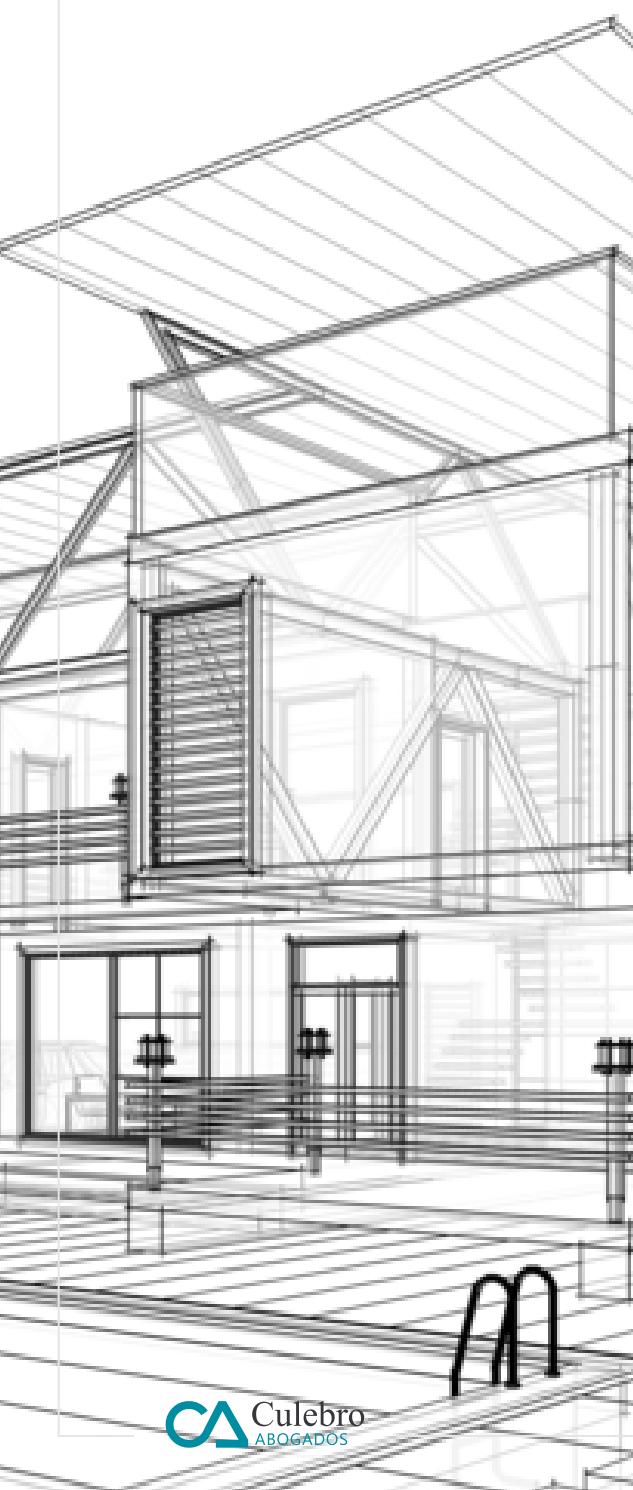
- Corporate organization in accordance to the business frame of our clients.
- Preparation of charter documents, articles of incorporation and by-laws (corporate governance).
- Handling and management of corporate books.
- Preparation of Ordinary, Extraordinary and Special Shareholders / Partners Meetings, as well as Board of Directors' and Executive Committees Meetings.
- Capital stock increases and decreases.
- To advise regarding conflicts among shareholders / partners.
- Carry out procedures for the opening, operation and closing of business branches and establishments located in Mexico.
- Obtaining those authorizations and permits to be issued by the corresponding governmental authorities.





## MERGERS & ACQUISITIONS

Our Firm has the experience in Mergers and Acquisitions, where we advise foreign and domestic clients on all aspects of buying, selling or combining companies and businesses. We have represented foreign and domestic clients in a wide array of M&A transactions, including: i) negotiated acquisitions; ii) mergers and spin-offs; iii) joint ventures and strategic alliances; and iv) corporate restructurings.

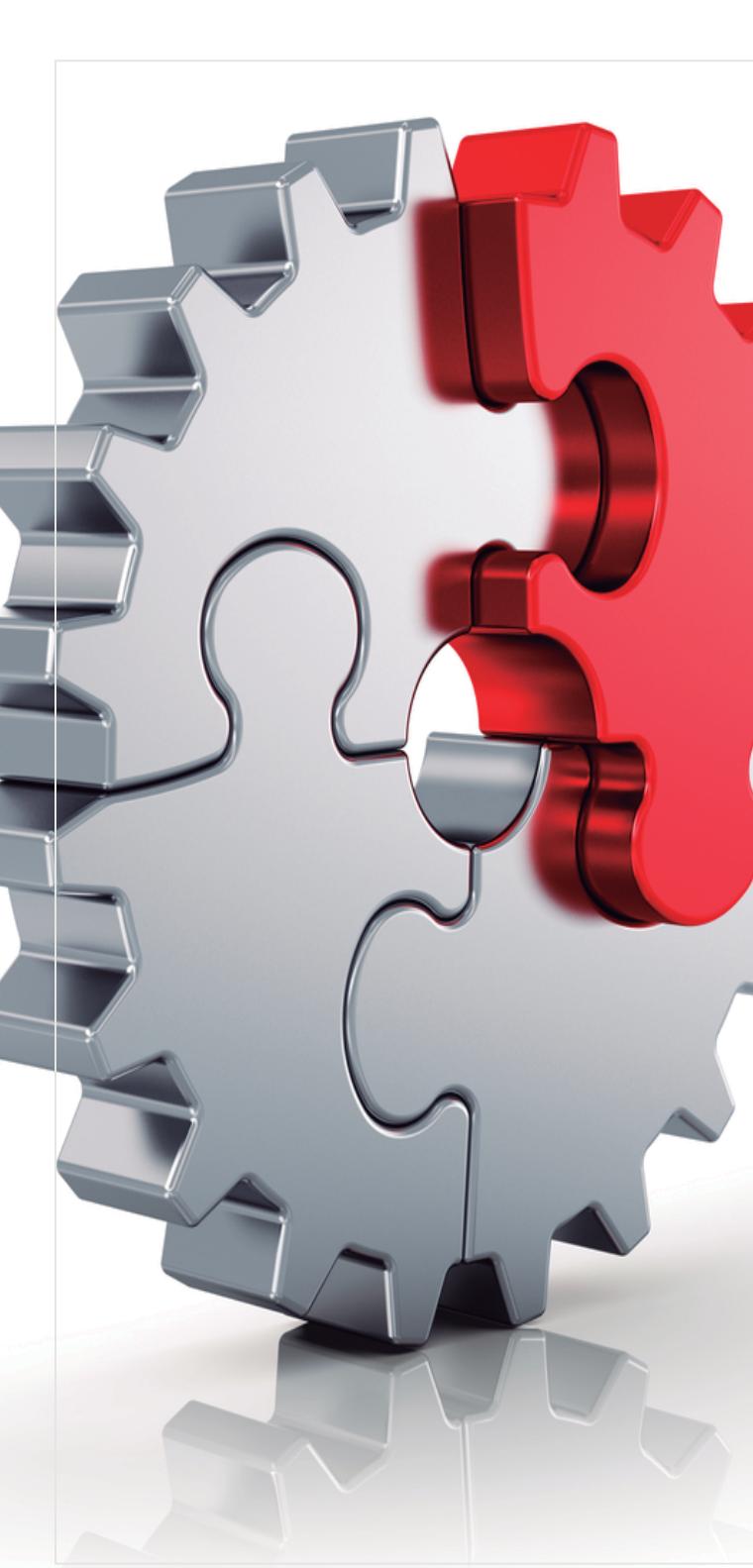


## REAL ESTATE PRACTICE

The Firm has had an active participation in real estate projects within the Mexican territory, including the representation of clients in relation to the acquisition, financing, leasing and sale of real estate; the creation of housing, commercial, industrial and tourist units and developments. The scope of our services includes related aspects of the utmost importance, such as zoning, use of soil, incorporation of condominium regimes, as well as the authorizations and operation permits necessary for each one of the above referred activities. In like manner, we advise national and foreign specialized institutions and clients regarding financing with real estate guarantees.

**Within the applicable legal framework, particularly we have experience rendering services related to:**

- Preparation, negotiation and execution of all kind of agreements for the acquisition of real estates.
- Preparation of trusts of all kind in real estate matters.
- Co-ownership regulation.
- Confirmation of property titles (title reports), uses of soil, integral tourist developments, fractioning, changes in the uses of soil in accordance to the zoning established under the Urban Development Director Plan.
- Obtaining government authorizations corresponding to the Federal, State and Municipal levels, for those projects in an integral manner (property entitlement).
- Contractual framework for the trading of products and its execution (residential and touristic).
- Incorporation of the Master Condominium Regimes and Sub Condominium Regimes.
- Consultancy and management of Condominium Associations.
- Fractional and time share products.



## JOINT VENTURES

We represent domestic and foreign clients in joint venture transactions or strategic alliances. The activities of Culebro Abogados include the analysis and evaluation of companies in regard to the contractual and regulatory needs when joint ventures are going to be incorporated. In such regard, we have experience in negotiating and preparing joint venture agreements, shareholders / partners agreements and agreements regulating the transfer and acquisition of shares / equity interests.

## DUE DILIGENCE PROCEDURES

We want to maximize the value of your business by having a clear understanding of our clients' companies. We carry out specialized due diligence procedures depending on the core of their businesses. Taking into consideration the result of the due diligence that is carried out, we will propose specific solutions with the purpose of having your company updated. We are aware on the compliance of the domestic and foreign standards for performing due diligence procedures.



## SPORTS LAW

The services of Culebro Abogados are also focused on the domestic and foreign sports areas, in such regard, we provide a complete and personalized attention to our clients. Our practice includes the creation of sports models as well as drafting and negotiation of agreements with athletes, sports leagues, associations and agents, as well as sponsorship agreements. We also participate in representing our clients before the local and sports tribunals.

## PRO BONO ACTIVITIES

Culebro Abogados has a strong commitment with the community, and consequently, we make a real effort to contribute to the development of those poorly favoured sectors, promoting the culture, the education, the human rights and all kind of philanthropic activities, through, amongst others, of the corporate and tax assistance to institutions with non-profit-making. We are involved in social projects, since we are convinced that our profession, as any other, has the duty to assist the society, rendering high level legal services.



# **MISSION**

"To be a law firm with excellency and responsibility principles, with the purposes of giving the confidence and trust that our clients deserve".

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