



VILA

Abogados | Attorneys at Law

INTEGRATION OF INVESTMENT PROJECTS

+ 5 000 Favorable
Legal Proceedings

+ 1 000 Satisfied
Clients

+ 40 Legal
Professionals

US

VILA is a leading firm in Mexico, formed by a team of professionals with a special **focus on business generation and added value.**

Our professional trajectory has been recognized by our clients, some of them part of the Fortune 500, the Nasdaq index, Bloomberg, among others, and we have also been recognized by various global publications such as Chambers & Partners, IAM Patent 1000, Benchmark Litigation, Latin Lawyer, Best Lawyer, Managing IP Handbook and Corporate INTL.

For VILA, favorable results for the benefit of the client is the best recognition of our work. Therefore, we carefully analyze the cases from their legal nature and the implications in the environments, for which we **offer integral solutions that adapt to their needs and the specific case of action.**



AT THE FOREFRONT OF OUR SPECIALTIES

VILA is distinguished by our commitment and institutional loyalty in favor of our clients, our untiring search for excellence and innovation, as well as for always being at the forefront of knowledge in the areas of our specialties.

Our Firm is the result of **preparation, training processes, collective effort, synergies, passion and creation of solid foundations** that seek success, satisfaction and favorable results for our clients.

public
recognition 

A VILA' member work "...is impressive [having] a very international approach to his business".

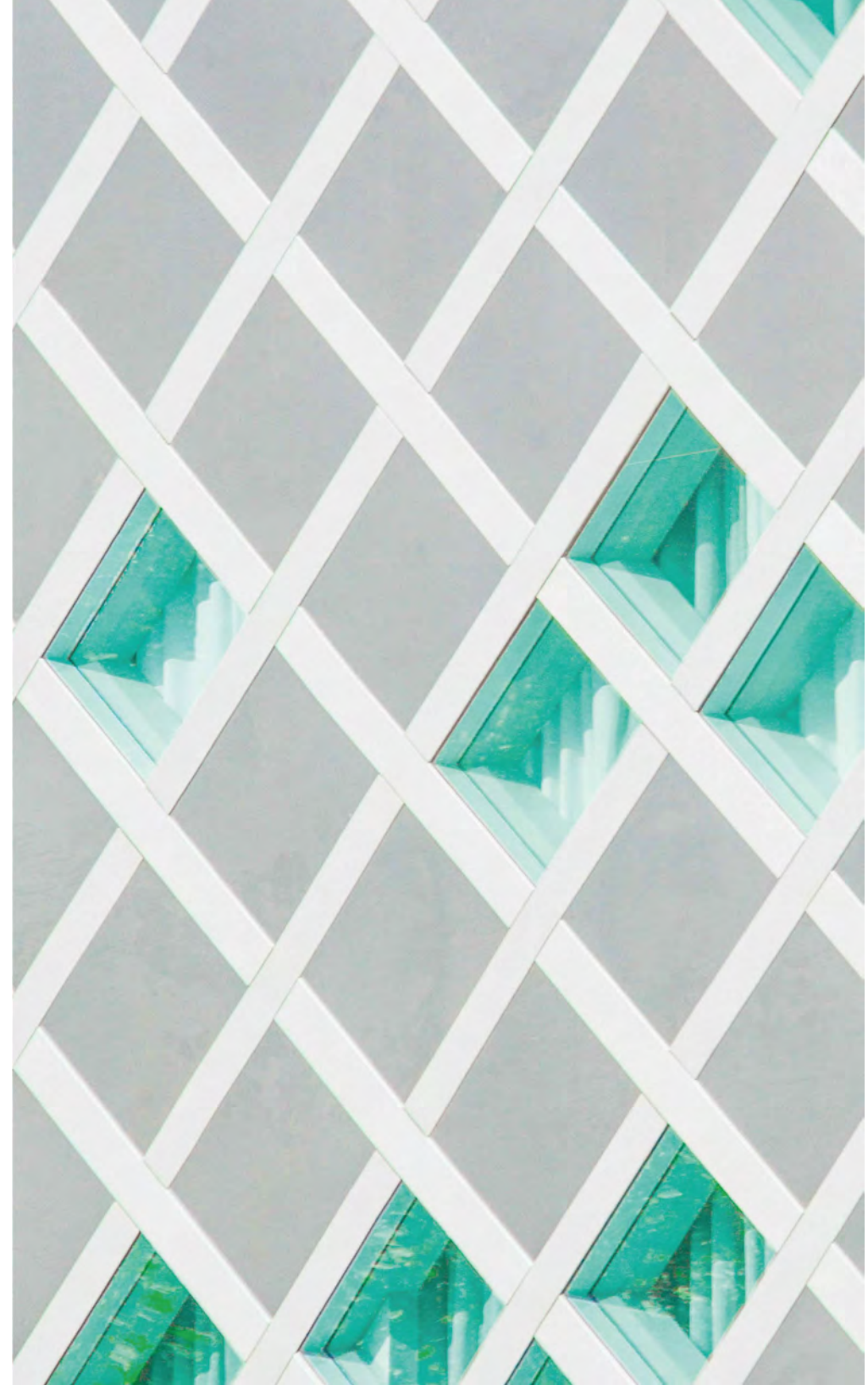
Chambers and Partners.



INTEGRATION OF INVESTMENT PROJECTS

Our experience in the Integration of Investment Projects **combines the practice of our firm in various law practices**, mainly Real Estate, Corporate, Public Administration of business and Business, **contractual and real estate, with a strategic business approach** to provide solutions and effective legal structures to the business challenges of our national and international clients, **offering comprehensive solutions from the conception of the business to the operation of the same**, with a highly qualified and committed team, as well as administrative systems and management platform that contribute to the efficiency and transparency of our services.

We advise and accompany our Clients from the feasibility assessment phase of a business, preparatory agreements for association, the most viable legal structuring or restructuring for its implementation.

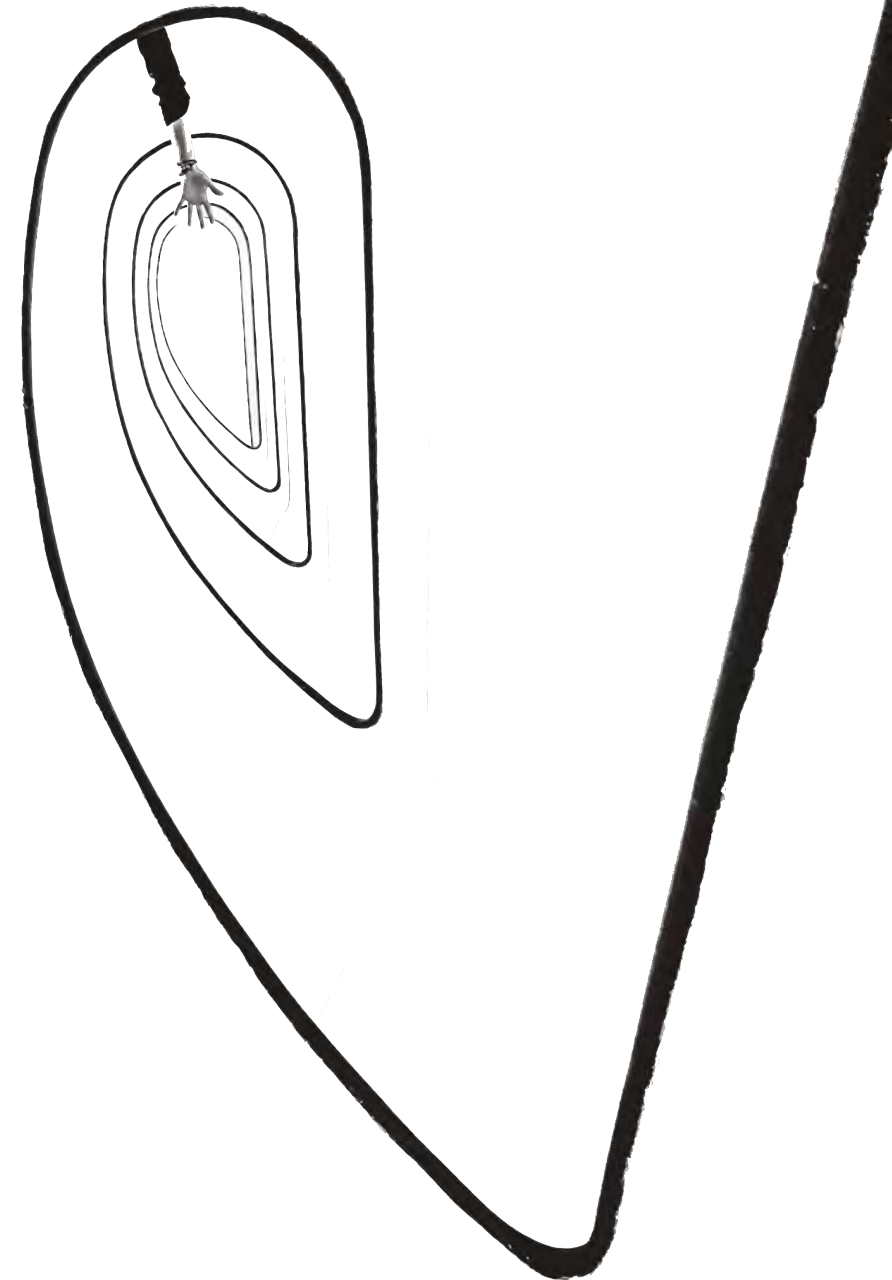


1. FEASIBILITY ASSESSMENT STAGE

In this stage we undertake a legal audit (due diligence) of the companies that will be involved in the business in order **to know the compliance of their obligations** and statutory conformation, the background and legal situation of the properties that will be contributed or involved in the business, risks; as well as environmental restrictions, zoning and any other that could limit the operability of the business, for which we carry out the assessment of the legal framework that in administrative matters must be observed in the execution and operation of the business.

In this practice, **it encompasses the specialties of our practice** for both the **private property** regime and the **agrarian regime**, depending on the origin of the asset in which the project will be developed.

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2. PREPARATORY STAGE

- **Advice and support** during the closing stage of real estate acquisition, leasing or any other scheme that is considered more viable for the business.
- Elaboration of a matrix of **licenses, permits and authorizations in administrative matters** at municipal, state and/or federal level that must be managed for the implementation of the Business.
- Implementation of **preparatory agreements** for Association.
- **Proposals for structuring or restructuring** the legal scheme of the business and coordination with our client's financial advisors for the incorporation of the financial model of the business in the contractual model.
- As additional services, we offer our clients the **development of executive presentations** of the business models supported by our communication and marketing area.



3. STRUCTURE/ RESTRUCTURING **STAGE**

Development of complex, innovative and demanding transactions.

Implementation of legal models for the implementation of the business through the incorporation of companies, joint ventures, trusts, joint ventures, mergers, spin-offs, liquidations, transformations.

Coordination of activities with public notaries for the notarization of transactions.

Definition of management lines for the execution of the business and control of expenses.

Integration and administration of business files.



4. EXECUTION STAGE

During the business execution stage, **we offer our clients business management**, through which we carry out the following activities:

- SAT **registration procedures**.
- **Preparation and administration** of contracts with service providers and suppliers.
- **Management of payments** to service providers, suppliers and expense control.
- **Preparation of Shareholders or Technical Committee meetings**, in the case of Trusts, for decision making during the implementation stage of the business, through the preparation of notices, preparation of minutes and execution of agreements including the generation of instruction letters and in the case of trusts.
- **Generation of bimonthly or quarterly progress reports** on the execution of the business.
- **Processing for obtaining concessions** of ZFMT and land reclaimed from the sea.
- **Supervision of managers** hired for the processing of licenses, permits and authorizations.
- **Coordination of activities** with technical and financial advisors and business developers.



PROJECT OPERATION

Our services during the operation of the Business include:

- **Handling, safekeeping and updating** of the Corporate Books, such as the Book of Assembly Minutes, Book of Shareholders/Members, Book of Capital Variations and Book of Registration of Board Sessions.
- **Preparation of Shareholders or Technical Committee meetings**, in the case of Trusts, for decision making, through the preparation of notices, preparation of minutes and execution of resolutions including the generation of instruction letters and in the case of trusts.
- **Granting or removal** of powers of attorney.
- **Preparation** of condominium regimes.
- **Real estate administration**, including the integration and updating of the real estate file, control of the payment of taxes, rights related to real estate, license and concession extensions, renewal and administration of contracts including with service providers and suppliers during the operational part of the project, as well as the monitoring of contractual compliance.
- **Accompaniment for the solution of conflicts** between partners or associates through mediation, conciliation or arbitration schemes, as agreed in the bylaws or contract.



RELEVANT CASES

Restructuring of the Digital Creative **City Master Trust and its operation.**
(Guadalajara, Jalisco).

<https://ciudadcreativadigital.mx>.

Master Trust established by the Government of the State of Jalisco.

Restructuring of the Protection of the Estero del Salado Trust and
Development of the Adjacent Areas and its International Convention
Center, as well as advice during its operation and reversion of the latter
to the **Government of the State of Jalisco.** (Puerto Vallarta, Jalisco).

<https://cicpuertovallarta.com>

Structuring, execution, management and operation of the **Metropark
Project** (Zapopan, Jalisco)

www.vivemetropark.mx

Investment trust for the development of 167 apartments and a shopping
mall.



RELEVANT CASES

Legal advice, operation, structuring and management of the **Devangari Ecohábitat & Reserva Project** (La Ventana, La Paz, BCS). Investment fund for the acquisition and consolidation of 45 HAS in the Sea of Cortez in La Ventana, including the legal structure, agrarian regulation, funding, corporate governance, investment trust, Joint Venture with hotel operator.

Legal advice, operation, structuring and management of the **Hotsprings Project** (La Ventana, La Paz, BCS). Investment fund for the acquisition and consolidation of 45 HAS in the Sea of Cortez in La Ventana, including legal structure, land regulation, funding, corporate governance, investment trust, joint venture with hotel operation



PUBLIC RECOGNITION

& CLIENT TESTIMONIAL EXPERIENCE



VILA has also been recognized by the following international publications:



Some of our clients recognition:



"VILA Attorneys is our Go-To Law Firm for intellectual property matters. Víctor Vila's strategic planning and sophisticated craftsmanship, invariably provides us with tailor suited solutions to complex situations. I highly recommend.." - *Juan Pablo Patiño*
Legal Director



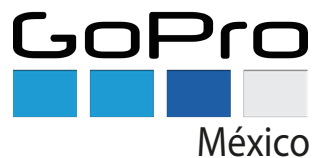
"The law firm that any world-class corporation would like to have by its side" - *Eduardo Pérez*
Head of Finance and Relations
with Government



"We have found in VILA highly specialized counsel, approached on a very clear and objective perspective, that has been very valuable for our company best decisions." - *Enrique Orendain*
Mexico CEO

OUR CLIENTS

SOME OF OUR CLIENTS



All trademarks shown are the **exclusive property** of our clients, shown only for the artwork intended to be proposed as they appear in the public database of the Mexican Institute of Industrial Property.

OUR EXPERTS

VÍCTOR VILA



PROFESSIONAL EXPERIENCE

Founding partner of VILA®, he has more than 20 years of professional experience, having previously collaborated with some of the most prestigious law firms in the country in planning, auditing and creating strategies in the field of administrative, corporate, business and intellectual property law, which has generated trust as a strategist and consultant for large national and foreign companies, as well as government entities.

EDUCATION

Master's degree in Public Law, awarded by the Universidad Panamericana de Guadalajara.

Law degree in Public Private Associations, Instituto Tecnológico de Estudios Superiores de Monterrey.

AFFILIATIONS

- Legal Counsel of the Government of the State of Jalisco in administrative law and intellectual property matters.
- Counselor of the Presidency of the Republic on issues related to Intellectual property law.
- Member of the International Association of Registered Trademarks (INTA)

SUCCESS CASES

- Attorney authorized by the Government of the State of Jalisco for arbitration representation in Lousanne, Switzerland against the International Swimming Federation (FINA) for an international contract, obtaining favorable results that generated savings of more than 6 million dollars in favor of our client.
- Advisor and negotiator for a renowned world athlete in a representation contract for more than 120 million dollars.
- Designer of a strategy for the development of a public-private partnership project between the federal government, the state government and individuals, in a project for more than 100 million dollars.
- Creator of a strategy for the global protection of a leading brand in the pharmaceutical sector.
- Advisor and coordinator of the intellectual property aspects in the sale of an important company in the telecommunications sector in an operation for more than 300 million dollars.
- Participant in the design of public policy on intellectual property with the government of the state of Jalisco for the 2012-2018 administration.
- Presenter of constitutional controversies before the Supreme Court of Justice of the Nation to promote the non-invasion of spheres of administrative powers within the state of Jalisco.
- Participant in the process of negotiating and acquiring a brand within the health industry for more than 10 million dollars.

OUR EXPERTS



ALMA HINOJOSA

PROFESSIONAL EXPERIENCE

- Integrator and coordinator of Private Investment Projects.
- Legal auditor of strategic projects, as well as in the implementation of strategies and legal solutions.
- Legal advisor to the Senator of the LXIV Legislature in legislative initiatives and processes.
- Legal auditor of the awarding processes and contracts of the Presidency of the Republic in the field of Information and Communication Technologies and National Security.
- Legal structuring to obtain authorization from the federal government for the use of María Cleofas Island, as well as structuring and implementation of the Cleofas Initiative Project, for the preservation of ecosystems, biodiversity and environmental goods and services of said protected natural area.
- Student of normative and referential frameworks in different subjects.
- Advisor on structuring Public Trusts and their operation.
- Member of the team responsible for the preparation of the Draft Law of Investment Projects and Provision of Services of the State of Jalisco (APP) and its Regulations.
- Giver of advice and support in delivery-reception procedures of the Public Administration.
- Advice on the restructuring process of the Intermunicipal Potable Water and Sewerage System, and reforms to the Water Law for the State of Jalisco and its Municipalities.
- Advisor to the Municipality of Zapopan in the legal instrumentation of the Comprehensive Services for the Equipment, Advice and Training of Information and Communication Technologies of the New Public Security Building and C2.
- Legal instrumentation of the contract for the services for Updating the Municipal Cartographic Base with LIDAR Technology of the Municipality of Zapopan.

EDUCATION

Diploma in Health Regulation in the Pharmaceutical Industry. By Instituto de Educación y Asesoría en Ciencias Farmacéuticas y Farmacológicas, S.C /Universidad Intercontinental.

Diploma in International Commercial Arbitration. By Instituto Tecnológico y de Estudios Superiores de Occidente (ITESO)

Seminar Federal Law for the Protection of Industrial Property, IMPI-Universidad Panamericana

Diploma Law training course- Public/ Private partnerships. Tecnológico de Monterrey, Banco Interamericano de Desarrollo and Universidad Politécnica de Madrid

Master in Public Law at Panamericana University in Guadalajara.

Diploma: "Municipal Public Management" at College of Jalisco, A.C. and University of Catalonia, Spain.

Diploma: "Municipal Regulations" at Institute of Technology and Higher Studies, (ITESO from its Spanish Acronym).

Course: "Mediation as a way of resolving conflicts", at Pepperdine University in Malibu, California, U.S.A., imparted at Panamericana University in Guadalajara.

Diploma in Municipal Administration at Cuauhtémoc University.

Law degree, at Western Institute of Technology and Higher Education (ITESO).

TRAJECTORY

Alma Hinojosa's experience is focused in the field of Administrative Law, advice and consulting on strategic public administration projects, concessions and trust funds, both public and private. In the corresponding legal audits of activities, projects and procedures of the Federal, State and Local governments. Structuring of bills and regulations as well as accompanying legislative processes. Legal coordination in the operation of state-derived entities and trusts. Studies of normative and referential frameworks in a variety of fields. Alma served as an Advisor to the internal politic structure of the city of Zapopan, Legal Director of the Ministry of Economic Development of the State of Jalisco, as well as Advisor to the Coordination of Public-Private Partnerships of the Government of the State of Jalisco. Member of the legal support group of the Executive Branch of Jalisco. Member of working groups convened by the State Executive for the integration of various state law reforms.

OUR EXPERTS



THAÍS BÉJAR

PROFESSIONAL EXPERIENCE

Thaís Béjar has been a partner of the firm since 2019, her experience is focused in the field of corporate law, mainly in the areas of corporate, commercial, contractual and real estate law. She advises on legal, corporate and contractual audits as well as real estate audits. She has participated in several private trusts, as well as advising in commercial arbitrations.

She is an adjunct professor of Corporative Law at Universidad Panamericana Campus Guadalajara.

EDUCATION

Compliance program, Centro de Desarrollo de Alto Potencial Universidad Panamericana.

Master's Degree in Commercial and Business Law from Universidad Panamericana, Campus Guadalajara.

Postgraduate degree in Corporate Law from Universidad Panamericana, Campus Guadalajara.

Diploma in Legal Auditing from the Instituto Tecnológico Autónomo de México.

Postgraduate degree in Contract Law from Universidad Panamericana, Campus Guadalajara.

Law Degree from Universidad Panamericana, Campus Guadalajara.

EXPERIENCE

- Legal advice to a major international brewery for its daily operations, as well as supervision of compliance with its corporate obligations.
- Negotiation and implementation of a trade secrets manual for an important international company dedicated to the packaging of various products.
- Advice, review, coordination and negotiation, among others, regarding all legal aspects for an important national event in the field of technologies.
- Coordination, negotiation and implementation of all legal requirements for the incorporation and operation of several companies in the restaurant sector in the country.
- Participation as legal advisors in the incorporation of a civil association specialized in the empowerment of women entrepreneurs in the country.
- Preparation, coordination and implementation of a manual for compliance with the Anti-Money Laundering Law in real estate companies in the region.



OUR EXPERTS



ALFREDO RENDÓN

PROFESSIONAL EXPERIENCE

Alfredo de Jesús Rendón Ibarra, born May 23, 1985, is an outstanding professional in the field of real estate and business law. As Founding Partner and Director of Miranda, Rendón y Asociados, he has left a significant mark in the field of advisory, consulting and development of real estate and tourism projects. His experience covers a wide range of areas, including restricted zone trusts, ejido processes, real estate closings, project management, real estate and tourism business model analysis, private investment funds and water concession management (CONAGUA), both in the public and private sectors.

EDUCATION

Mr. Rendón has a solid academic background that supports his professional experience. He has a Master's Degree in Tax Law and a Master's Degree in Corporate Law. He has obtained several degrees and certifications, including the Senior Management Program at IPADE Business School, the Master's Degree in Corporate Law from Universidad Anáhuac de México, the Diploma in Agrarian Law and the Diploma in Criminal Tax Law.

In addition, he has completed a Master's Degree in Tax Law at the Universidad del Valle de México, Guadalajara, Jalisco.

Throughout his career, Mr. Rendón has demonstrated his experience and knowledge in the resolution of claims and representation in administrative and tax lawsuits. He has had an outstanding career as a public servant in

CONAGUA, where he has played a crucial role in the management and administration of water concessions. His experience in the public sector has provided him with a unique perspective and a broad knowledge of regulations and policies related to water resources.

In addition, Mr. Rendón has achieved recognition as a successful participant in the Shark Tank program. His ability to identify business opportunities and provide strategic advice has caught the attention of investors and entrepreneurs. His participation in the program has further consolidated his reputation as an expert in consulting and project development.

Outside of work, Mr. Rendón is founding president of ChiloChill, a Glamping resort located in La Ventana, BCS, which offers unique experiences of water activities and breathtaking scenery of the Sea of Cortez. He is also a Founding Partner of Maviri Beach Club, a beach club committed to promoting clean beach culture.

[Info - Client]

Our firm has developed highly specialized computer programs, the Info-Client system, an effective tool that allows our clients to consult via internet the status of their current and pending matters, reminders, monitoring, progress and in general the legal course of their matters.

“Anywhere, at any time our customers are *always informed*”

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