

## **MONTSERRAT VILLANUEVA**

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Montserrat has more than 8 years of experience advising clients on corporate and financial law. Monserrat's experience allows her to understand the clients' businesses and provide them with solid and timely advice to achieve our client's business goals.

Prior to joining Romo Núñez in 2021, she worked at the consulting firm SAI Derecho & Economía, S.C., Blanco Carrillo law firm, and the Trust Area of BANOBRAS.

### **EXPERIENCE**

- Advising Mexican clients on the incorporation, organization, and corporate governance of companies, including the incorporation of Investment Advisors.
- Prepare all types of corporate documents, such as bylaws, corporate books, shareholder's meetings minutes, board meeting minutes, share certificates, shareholders agreements, etc.
- Prepare and coordinate due diligence for the acquisition of Mexican companies.
- Prepare stock purchase agreements, leases, transfer of rights, loans and restructurings, trusts, pledges, mortgages, licensing agreements, services, and NDA's, among others.
- Prepare specialized agreements for international trade, such as: tripartite storage agreements with Bonded Warehouses, supply and distribution, freight transportation subject to Incoterms, settlement agreements, logistics and port service agreements.
- Preparation and ongoing updating of privacy notices, ensuring compliance with applicable data protection laws and regulations.
- Implement organizational structures to institutionalize family businesses through family questionnaires, communication and information policies among shareholders, family protocols, patrimonial agreements, and administration protocols.
- Advising clients on the dissolution, liquidation, merger and acquisition of companies.
- Advising clients on acquisitions of companies in the restaurant, real estate and textile sector.
- Advising clients registered before the National Banking and Securities Commission (CNBV) as Investment Advisors regarding applicable regulation, including its registration before the CNBV, respond to requests from the authorities, and preparation of Conduct and Sales Practices Manuals, Profiling Questionnaires, General Framework of Action, Investment Services Guide, among other.

- Corporate and regulatory maintenance of Investment Advisors, updating manuals and preparation of investment committee's minutes.

**PRACTICE AREAS**

- Corporate
- Real estate
- Mergers & Acquisitions
- Finance law
- Foreign Investment
- Family Businesses & Personal Consulting for Business Owners

**EDUCATION**

Universidad Iberoamericana CDMX

Specialization in Commercial Law (Escuela Libre de Derecho)

**LANGUAGES**

- Spanish & English