

Romo Núñez

RAFAEL ROMO

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Rafael has over 35 years of experience advising foreign and Mexican clients on mergers and acquisitions, investments, and strategic alliances, as well as on corporate and real estate matters, advising Mexican, foreign, and family businesses.

Before the creation of Romo Núñez, he worked for 6 years with two of New York's most prominent law firms in New York, Debevoise & Plimpton and White & Case, gaining extensive experience in international transactions. Rafael is authorized to practice law in Mexico and the State of New York.

EXPERIENCE

Rafael Romo's experience includes:

- In mergers and acquisitions, he has represented both foreign and Mexican clients, including investment funds, in the purchase or sale of assets and companies across various sectors such as real estate, hospitality, restaurants, finance, manufacturing, optical and dental, retail, telecommunications, electronic security, transportation, software, education, agriculture, and street furniture.
- He has participated in negotiating joint ventures, representing foreign and Mexican investors in the textile, financial services, transportation, telecommunications, and insurance sectors.
- He has provided advisory services to Mexican and foreign financial institutions, as well as Mexican companies, regarding the granting of credits and the design of legal structures for financing schemes, including lease-lease *backs*, *sale-leasebacks*, syndicated loans, and credits secured by trusts and non-possessory pledges.
- He has advised an investor consortium in the telecommunications sector on the creation of companies dedicated to PCS (Personal Communication Services), including assisting in the negotiation of financing for equipment purchases.

- He has assisted some of the leading business groups in the textile sector with restructuring their debts with syndicates of Mexican Banks, as well as participating in the restructuring of private debt for telecommunications companies.
- He has represented investors in developing and structuring investment schemes for real estate and hospitality developments marketed under "fractional ownership," condominium regimes, and other structures.
- He has represented various transportation companies in establishing their corporate structures, facilitating the involvement of investment funds, and the acquisition of other companies operating within the industry.
- Advising companies that provide financial services on merger processes.
- Guiding clients in the optical, restaurant, and other service industries.
- He has assisted family businesses in their institutionalization processes, developing corporate governance, family protocols, and establishing trusts.
- He has advised Mexican and foreign companies on matters related to foreign investment and antitrust regulations.
- He has participated in various boards of companies involved in the real estate industry, restaurants and retail.
- He has advised SOFOMs (Mexican financial institutions) regarding regulatory and compliance issues.

PRACTICE AREAS

- Mergers & Acquisitions
- Banking & Finance
- Real Estate & Hospitality
- Project & Equipment Finance
- Debt Restructuring
- Foreign Investment
- Corporate Law
- Family Businesses & Personal Consulting for Business Owners

EDUCATION

Columbia University, School of Law

Master of Laws (LL.M.), New York – 1994

Postgraduate Degree, Escuela Libre de Derecho - International Businesses in Mexico – 1992

Escuela Libre de Derecho (J.D.) – 1990

LANGUAGES

Spanish and English