

Tapia Zuckermann, S.C.  
A B O G A D O S

The following briefly describes selected engagements of Tapia Zuckermann. Our clients include leading Mexican and foreign corporations, financial institutions, trade associations and foundations, start-up businesses, partnerships and individuals. Our firm represents participants in a wide variety of industries, including construction, marinas, financial services, hotels, destination clubs, real estate, telecommunications, technology and the internet. Our work has encompassed the drafting and negotiation of all kind of transaction documents, obtaining all regulatory approvals, including foreign investment, due diligence, as well as the implementation of the appropriate, legal, tax and financial structures. This list is not comprehensive. We have excluded a number of important and interesting engagements. We disclose transactions or assignments if the matter is of public record or the client has given permission. Some matters are presented generically.

Real Estate and Hospitality

For the past 55 years our lawyers, through the separate practices of their founding partners and different legal and business endeavors, have developed critical knowledge and made key contacts and relationships by working with national and multinational developers, financial institutions, contractors, architectural and engineering firms, sponsors, brokers, appraisers, service companies and other clients in a broad range of transactions related to the real estate sector.

We have significant experience in performing due diligence reviews of real estate assets, and have implemented sophisticated purchase and sale schemes of such assets in order to minimize tax impacts.

We have also trained lawyers that perform title reviews, as well as title chain reviews at public records, not limiting ourselves to performing a simple analysis of a title deed or *escritura publica*. We provide legal and practical advice for the management of real estate assets, including distressed assets.

Furthermore, our hospitality practice area represents hotel management companies, investors, and lenders on transactions worldwide. The firm represents hotel companies in strategic advice on a regular basis. Our experience includes development projects, marinas, acquisitions and

Tapia Zuckermann, S.C.

ABOGADOS

dispositions, joint venture company formation, tax efficient structuring, management agreements, and construction and renovation secured finance.

Members of the Firm have participated in numerous real estate related projects including the following:

- Representation of numerous **US Investors** in all kinds of real estate transactions exceeding an aggregate of US\$80 million (including acquisitions, sales, due diligence, formation of Mexican trusts, etc.) in connection with Mexican residential, commercial and industrial real estate throughout Mexico, including properties located in Mexico's restricted borders and coastlines.
- Assisted **The Patriot Group, LLC**, a private equity lender, in order to secure the financing they provided for the purchase, development, and construction of several residential lots and the construction within the exclusive resort community of Punta Ballena in the Cabo San Lucas, Mexico region.
- Assisted **Private Retreats**, a Tanner & Haley Destination Club, in its US\$28,500,000 creditor substitution transactions with Beal Bank. The operation, which included replacing trustees and guaranties, was part of a master refinancing implicating 10 luxury vacation homes in the Cabo San Lucas, Mexico region, as well as several other properties located in the Caribbean and the United States.

In addition, our attorneys assisted **Private Retreats** in its complete divestiture and court-ordered sale of all its Mexican properties to a former competitor and second-largest destination club company.

\* \* \*