

# FIRM PROFILE

## ABOUT US

At **Franco Duarte Murillo Arredondo** you will find respected legal wisdom combined with business skills and strategic thinking, which advances well-rounded approach to delivering legal services and to provide advice tailored to your unique needs.

We are fueled by passion and purpose. We see ourselves as agents of transformation and evolution, helping to do business, solve problems and build bridges between people.

We strive to provide forward-looking, innovative and resilient solutions in financial, commercial, legal and tax environments which are becoming increasingly complex. We achieve success with multidisciplinary competence, domestic and international networks and specialized know-how.

## PHILOSOPHY

Our firm is sensitive to the needs, the values, and the highest good of the client, society, and legal profession.

We have designed our Firm according to values, and that is why our clients are selecting us. Who we are and what we stand for is becoming just as important as the quality of legal services we provide.

We express our values by always looking at our role and at the client's and third parties' role in the matters entrusted to us, and the impact on the community of the relevant business, problem and solution.

We are proud to be lawyers, with shared values and adaptive cultures.

## PRACTICE BREADTH

We have a keen knowledge of the legal needs of the business realm: as former in-house counsels at a diversity of companies; by collaborating in the formation and expanding of our clients' important businesses in various kinds of industries; and by working for most respected international law firms in various types of cross-border transactions.

**Franco Duarte Murillo Arredondo** is comprised of professionals with significant experience and diversity, which advances well-rounded approach to delivering legal services.

Our Firm is actively engaged in a dynamic and complex domestic and international practice, offering services in a variety of areas of the law:

## CORPORATE & TRANSACTIONAL

- Commercial
- Corporate Governance
- E-commerce
- Franchise & Distribution
- Health Care
- International Investment
- Joint Ventures
- Mergers & Acquisitions



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- Real estate
- Renewable Energies
- Shareholders' disputes
- Trusts

#### **FINANCE & SECURITIES**

- Corporate Finance
- Derivatives and Structured Finance
- Infrastructure Finance
- Private Equity & Investment Funds
- Project & Equipment Finance
- Securities

#### **MARITIME & TRANSPORTATION**

- Arrest and seizure of vessels
- Cargo claims
- Compliance of regulatory requirements for vessels
- Financing and maritime mortgages
- Freight, demurrage and defense /FD&D) insurance
- Maritime accidents
- Pollution and environmental damage
- Protection and indemnity (P&I) insurance
- Purchase, sale and lease of vessels
- Ship building and government procurement
- Transportation and chartering

#### **INSURANCE**

- Arbitration
- Insurance and reinsurance contracts
- Coverage

#### **ANTITRUST & COMPETITION**

- Administrative and court litigation
- Effects doctrine
- Merger control of domestic and international transactions

#### **REGULATORY & GOVERNMENT PROCUREMENT**

- Compliance
- Government contracts
- Migratory
- Public bidding
- Public-private partnerships



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- Regulated industries
- Privatizations

#### LITIGATION & ALTERNATIVE MEANS OF DISPUTE RESOLUTIONS

- Arbitration & mediation
- Appellate & *amparo* (constitutional)
- Commercial disputes
- Tax and administrative litigation

#### CLIENTS

Our clients can expect superior-quality work and an ongoing commitment to service with added value.

Our clients range from some of the world's largest companies to individuals and small businesses. Our clients' business interests range in scope from local to global, and cover various kinds of industries, such as:

- Aviation
- Commerce
- Construction & engineering
- E-commerce
- Energy
- Financial
- Healthcare
- Insurance
- Manufacturing
- Maritime
- Pharmaceutical
- Real estate
- Regulated industries
- Services
- Transportation



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## PROFESSIONALS

**CÉSAR FRANCO ZEVADA (Partner)** represents national and multinational clients in a broad range of transactional matters, providing legal advice in the areas of corporate, mergers & acquisitions, foreign investment and joint ventures.

His clients represent various industries, such as pharmaceutical and chemical laboratories, financial and insurance institutions, telecommunications, automotive and autoparts, construction and infrastructure and agriculture products traders.

He has structured financing and guaranty packages for various types of projects, including projects dealing with the of auto parts industry, grain supply, and others.

Mr. Franco has also successfully advised sellers, buyers and underwriters in mergers and acquisitions of great complexity.

Graduated from *Universidad Iberoamericana*, with postgraduate studies at the *New York University, School of Law* (Master in Comparative Jurisprudence), and the *Georgetown University* (Foundations of American Law and Legal Education).

Former partner and/or associate at *Daguerre Ogarrio, Kuri Breña Sánchez Ugarte Corcuera y Aznar* and *Santamarina y Steta*. He also collaborated as international associate at *Milbank Tweed Hadley & McCloy* (Los Angeles).

Professor of Private International Law at *Instituto Tecnológico de Monterrey Campus Santa Fe* • Foreign Investment professor at *Universidad Iberoamericana* • Speaker at conferences and seminars • Member of the board of directors of various companies.

**LUIS DUARTE COPPEL (Partner)** is a well-known international corporate lawyer, having practiced with one of the largest US/international firms. His practice transcends multiple legal disciplines, including international investment, real estate, mergers & acquisitions, antitrust & competition and corporate finance.

He has represented individuals and multinational organizations in diverse types of transactions and regulatory matters, including • the structuring of various kinds of stock and asset acquisitions and integrations • the structuring of diverse types of complex financings, such as loans secured by special telecommunications mortgages, debt restructurings and work-outs • the formation of private equity funds • the negotiation and obtaining of diverse kinds of government licenses • the obtaining of antitrust clearances and authorizations for remarkable transactions • the litigation of a variety of antitrust cases, including international claims brought to the Mexican jurisdiction • various significant real estate transactions, and financing and tax structures related therewith • the privatization of government businesses and assets and the negotiation of diverse kinds of government contracts. He has also represented clients in arbitration proceedings before the International Chamber of Commerce and other chambers and organizations.

Graduated from *Escuela Libre de Derecho*, Mexico City (J.D. equivalent) • Postgraduate diploma from *The Center for American and International Law, University of Texas* at Dallas.



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Former partner at *Cervantes Sainz SC* and *Jáuregui Navarrete & Nader SC* (today *Jáuregui & Del Valle SC* and *Nader Hayaux & Goebel SC*) • Collaborated as foreign associate at *Mayer Brown* (Chicago). Founder of the multidisciplinary alliance *KMC Law & Finance*.

Former Chair of the *Mexican Academy of International Private and Comparative Law* • Former Chair of the Corporate Committee of the *U.S.-Mexican Bar Association* • member of the *National Lawyers Association* • Professor of international investment law with the *Mexican Academy of International Private and Comparative Law* at post-graduate access courses in various universities of Mexico • Active speaker at conferences and seminars on matters dealing with antitrust and international investment • Board member of a well-known bank, a rating agency and diverse companies.

Author of *The Effects Doctrine in International Monopolistic Practices: Treatment in Mexico* • *Multijurisdictional Mergers: The Effects Doctrine and Extraterritoriality in Mexican Merger Control Proceedings* • *Piercing the Corporate Veil of Employers: Applicability of Foreign Law* • *What Does Every Corporate Lawyer Needs to Know About International Treaties* • *Conflicts of Laws and Jurisdictions in Labor Matters*.

**RAFAEL MURILLO (Partner)** specializes in maritime law practice, including maritime insurance, maritime accidents, offshore industry, commercial and maritime atypical contracts, shipping contracts, various issues regarding maritime finance, regulatory affairs of the maritime and shipping industries, and civil and regulatory litigation in maritime affairs.

He has represented various clients and successfully handled high profile maritime matters, including • financing of vessels • P&I and FD&D claims • cases involving salvage, collisions and wreck removal • claims involving government liability and environmental damages • charter party disputes • reorganization and bankruptcy of marine companies.

He has also advised several companies in connection with their participation in public bids issued by PEMEX, the Ministry of Communications and Transportation, the Federal Electricity Commission and Integral Port Administrations, among other government agencies.

Mr. Murillo has also served as expert witness on Mexican law at cases handled in the United States and Hong Kong.

Graduated from *Universidad Iberoamericana*, with postgraduate diploma in Environmental Law by *Universidad Panamericana* and diploma (P&I Insurance Course) by *The North of England P&I Association* in South Tyneside College (Great Britain).

Former partner (founder) at *Murillo Maldonado Arredondo* and associate at *JW Pinedo & Asociados* (Mexico). He collaborated as international associate at *Hill & Hayden Rivkins* (Houston and New York).

Member of the *Maritime Law Association of Mexico, Central America and the Caribbean*, and the Committee of Maritime Law and Transportation of the *Texas-Mexico Bar Association*. He has given various conferences and seminars on insurance and maritime trade in Mexico and abroad (New York, Paris, London, New Castle and Arendal Norway).



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**RICARDO ARREDONDO (Parnter)** specializes in maritime law.

He has represented clients in the negotiation and implementation of various kinds of contracts involving the maritime industry, including • sale of vessels • ship finance • construction and repair of vessels and naval supplies • all forms of shipping • freight • rescue • debris removal • port maritime works.

Mr. Arredondo has also dealt with regulatory proceedings and matters, including • registration and flagging of vessels • navigation permits • cruise ships • registration of shipping companies • transportation permits • concessions and permits for construction, use, and exploitation of maritime terminals and port facilities.

Currently oversees the regulatory and contractual compliance of more than 100 vessels foreign and national dedicated to service in the oil, port and tourism sector in Mexico.

Graduated from *Universidad Iberoamericana*, with postgraduate diploma in Civil Law from *Universidad Panamericana*.

He collaborated as international associate at *Hill & Hayden Rivkins* (Houston).

Member of the *Mexican Association of Insurance and Surety* and founding member of the *Maritime Law Association of Mexico, Central America and the Caribbean*.

**ROBERTO MARTINEZ ALCÁNTARA (Of-counsel)**, with litigation and arbitration practice in the areas of tax, maritime, administrative, civil, commercial, foreign trade, and constitutional protection.

He has represented several clients in maritime accidents, including collisions, sinking, stranding, leakage of polluting materials, injury, damages to port and maritime facilities, marine casualty investigations, damages (specific and general), strict liability, civil liability and cargo complaints.

Mr. Martinez has also advised on contracts, purchases, financing, construction and repair, charter, bareboat charter, time charter, voyage charter, towing and assistance, salvage, removal and disposal, marine works, offshore, cabotage, public bids, maritime mortgages, navigation permits, attention to marines and maritime clubs, flagging and registration of vessels, and seizure or detention of vessels.

Graduated from Instituto *Tecnológico Autónomo de México* (ITAM), with diploma Mining & Law-Allenamenti by the *Mining Chamber of Mexico*; diploma in Criminology by *Universidad Panamericana* and *La Salle University*; and diploma in State Economic Rectory by *Universidad Panamericana*.

He collaborated with *Continental Automotive Group* as head of the legal, health and safety departments; *Maral y Asociados*, as partner; *Ernst & Young* as Senior Manager of the legal department; *Grupo Financiero del Bajío*, as in-house counsel; and *Comisión Nacional Bancaria y de Valores*, as head of the department of fines and sanctions.

Member of the *National Association of Business Lawyers* (ANADE), the *International Fiscal Association of Latin America*, and the *Association of Latin American Lawyers*.



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**ISABEL TRUJILLO PLAISANT (Of-counsel)** engaged in the financing and private funding of real estate, tourism and infrastructure ventures, as well as for renewable energy, water desalination and treatment of solid waste projects, including corporate, contractual, regulatory and business aspects.

For fifteen years she served as litigator and legal counsel for banks and leasing and factoring firms, later emigrating to the United States, where she advised and provided strategic consulting to Mexican-American clients for business development in areas such as groceries stores, farming and precious metals; on behalf of her clients, she obtained and implemented private funding, seed capital and institutional financing for real estate, tourism and infrastructure projects, as well as US capital for Mexican credit unions; she advised clients in connection with real estate insurance contracts, and worked along various prestigious financial consulting and private banking firms and capital funds in Mexico, USA, Spain, Singapore and Abu Dhabi.

Graduated from *Escuela Bancaria y Comercial* as private accountant, and from *Universidad Tecnológica de México* as lawyer (J.D. equivalent), with postgraduate diplomas in Civil Law and Corporate Law by *Universidad Panamericana*, in International Business by *Escuela Libre de Derecho*, and in Tourism for Sustainable Development by the *Institute of Economic Research of Universidad Nacional Autónoma de México*. She also graduated and is member of the Advisory Board of the D-1 Program, and acts as Alumni Vice President of the Upper Management of Private Capital Program at *Instituto Panamericano de Alta Dirección de Empresas (IPADE)*.

Partner (founder) at *EW & Development Financing Services*, originally established in Chicago; former partner (founder) at *Trujillo Plaisant Abogados* and former managing partner at *Olguín Rodríguez y Asociados*.



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