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A S O C I A D O S



GONZÁLEZ REYNOSO & NÚÑEZ DURÁN

Associates

Practice Areas

- I. Amparo (Habeas Corpus)
- II. Unfair Competition
- III. Legal Brokerage
- IV. Regulatory Compliance
- V. Banking and financial Law
- VI. Stock Exchange Law
- VII. Corporate Law
- VIII. Telecommunications and IT Law
- IX. Mergers and Acquisitions
- X. Commercial Litigation
- XI. Alternative Means for Dispute Resolution
- XII. Money Laundering and Terrorism Finance Prevention
- XIII. Appraisals



Mission

Provide an excellent and personalized service, focused on the necessities of each of our clients.

Values

- Passion for our job
- Professional integrity
- Justice and equity

Vision

Become one of the leading Law Firms in Mexico in the different Practice Areas that we have.

Why GRND?

In a complex business environment, it is required a Law Firm that provides legal services of high specialty, designed in accordance to the needs of each client. For GRND, protecting our clients is a priority.

We are a firm composed of partners that combines skills and dynamism, with an overall experience of more than 35 years working in leading companies in the market and global organizations. We were formed in the best academic institutions in the country and we have postgraduate studies in prestigious universities abroad. All these factors have allowed us to specialize in the practice areas that we develop.

We distinguish ourselves by evaluating the structural needs of our clients, their motivations and risk appetite with the objective of rendering legal services of high quality in the current environment, where it is essential to keep up and take advantage of the most modern tools, to succeed in business.

I. Amparo (Habeus Corpus)

The defense of our clients' interests should be as broad as possible. Thus, we have a specialized team for the processing of Amparo procedures against any act of authority that infringes the rights recognized in the constitution.

We offer the presentation of such an extraordinary medium of defense before the District Courts, before the Unitary and Collegiate Courts, as well as before the National Supreme Court of Justice.

- Direct Amparo.
- Indirect Amparo.
- Acquire a provisional suspension and, at its time, a definitive suspension of the claimed acts.
- Legal representation before any federal instances.
- Civil, Commercial and Administrative Amparos.

II. Unfair Competition

Our lawyers have experience in matters and operations related with unfair competition.

- Concentrations notifications.
- Counseling on research on absolute and relative monopolistic practices.
- Reply to information requirements from the investigative authority and from the unfair competition authorities.
- Administrative procedures.
- Opinions on mergers and acquisitions.

III. Legal Brokerage

Our group of public brokers is formed by specialized professionals in the creation and consolidation of Mexican corporations. No matter the region of the country in which you live, we have a correspondent office. Agility distinguishes us: we perform almost immediately diligences about facts, situations, status and any other commercial matter. To date, we have performed more than 20 thousand operations nationwide.

- Document notifications.
- Payment requirement.
- Interpellations.
- Certifications about facts, situations, etc.
- Protest of documents.
- Certification and collation of documents in any volume.

IV. Regulatory Compliance

Both for financial institutions and for companies and corporations, regulatory compliance has become a great concern. In GRND, we turn the compliance in an opportunity to generate value in your company.

Our team provide specialized services that guarantee the fulfilment of the objectives, as well as the fulfilment of the applicable regulatory frameworks.

- Counseling for the implementation of compliance programs.
- Analysis and design of controls in relation to the applicable regulatory framework for organizations.
- Advice on legal risk management.
- External Audits.
- Design, implementation and execution of testing and monitoring for financial entities, stock exchange companies and companies with solid corporate governance.

Training in national and foreign law, as well as a culture of regulatory compliance in the organizations; conflict of interest; management of inside information (insider trading).

V. Banking and Financial Law

In an area that requires of specialized teams, with constant updates and a wide vision, we have personal that has successfully participated in diverse operations in the financial sector.

- Negotiation and documentation of diverse credit operations (destiny, warrant, structure, syndicated, unsecured credits).
- Advisory to financial intermediaries.
- Authorizations procedures and relationship with Mexican financial authorities.
- Audit for the determination of the fulfilment of regulatory requirements.
- Legal structuration of projects that implicate financing of infrastructure, construction, M&A, assets.
- Credit or debt restructure.
- Constitution of all kinds of warrants.

VI. Stock Market Law

We have attorneys that have collaborated with stock market intermediaries, and whom have an extensive preparation to advise in this matter.

- Advisory with respect to the applicable legal framework in stock market matter, and relationship with authorities and dependencies.
- Organization and legal structure of entities participating in the stock market.
- Drafting of agreements.
- External Legal Audits.
- Advice for issuers and investors in the securities market in transactions involving debt or equity instruments.
- Regulatory and compliance framework in stock market regulation.

VII. Corporate Law

We provide an integral and agile service for the promotion and support in the formation and consolidation of corporate governance. We have successfully advised various companies for them to formalize strategic alliances, shareholder agreements and corporate agreements.

1. Corporate

- Notification and formalization of Assembly minutes.
- Drafting Counsel Sessions.
- Mergers and excision.
- Dissolutions and settlements.
- Capital increases or decreases.
- Appointment of Legal Representatives.
- Elaboration of corporate and equity securities books.
- Design and implementation of sound corporate governance.
- Training in best corporate practices.
- Negotiation of shareholders' agreements.
- Design of investment schemes through shares, assets, mergers or excision acquisitions.
- Due diligence.

2. Immigration Law

The care of the principal executives of our clients, subject to immigration conditions, is fundamental to have a proper performance of business. That is the main reason we can support with any matter before the immigration authorities.

- Counseling and support with the legal entry to Mexico of our clients' executives and technicians.
- Obtainment and renewal of visas and other immigration documents for the executives and its families.

3. Industrial and Intellectual Property

Nowadays, one of the most important assets of any company is the acknowledgement and protection given to trademarks, industrial secrets, patents and copyright. In GRND, we are committed to the protection of industrial and intellectual property rights in the best way possible. We are also, in position to prepare license and franchise agreements.

- Trademark and slogan search and viability analysis.
- Slogans registrations.
- Trademark registrations and issuance of title.
- Drafting of transmission agreements or right assignments.
- Patents registration.
- Appellation of origin.
- Utility models, industrial designs, circuits diagrams.
- Copyright

VIII. Telecommunication rights and Information Technologies

Telecommunications have become one of the most important sectors in the world. Telecommunications represents the possibility of fastest processes and global communications for the companies. Also, they are an essential element of all the productive activities and a catalyst of the economy and of the development of the society.

In this practice area, we have specialized lawyers that provide attention to the companies, in Mexico and in foreign countries. Our lawyers have broad experience obtaining licenses and concessions in telecommunications and broadcasting matters for the provision of several services, like telephony, satellite services, data transmission, restricted TV services, among others; also, to fulfill obligations due to such concessions or licenses. Also, our attorneys have participated as representatives of the Telecommunications Federal Institute and of the Communications and Transport Ministry; and before international organisms, like the International Telecommunications Unit (ITU) and the Interamerican Telecommunications Commission (CITEL).

- Advisory and counseling in relation with the regulatory framework in telecommunications and broadcasting matter.
- Analysis and obtainment of concessions and licenses, as well as any other authorization and opinion in telecommunications and broadcasting matter.
- Organization and structure of companies participating in the telecommunication market.
- Participation in national and international public tenders and government contracts.

Practice Areas

- Representation before telecommunications and broadcasting matter authorities and before international organisms.
- Comparative analysis of foreign legislation and international regulation.
- Audit and creation of politics in privacy protection and personal data management.
- Advisory with respect to the internal use of electronic services.

IX. Mergers and acquisitions

We understand the importance that this kind of operations have; that is why we offer services that fulfill the highest standards of confidentiality, information care, due diligence and precise advisory. Our collaborators count with technics and alternative means for negotiation and resolution of any controversy that could arise in the processes related with any merger or acquisition.

- Due diligence
- Mergers and acquisition operations of companies in Mexico and abroad.
- Advisory for buyers and sellers of any kind of company.
- Restructuring operations, *joint-ventures*, private equity investments, asset acquisition and excisions.

X. Commercial Litigation

With the aim of satisfying all the legal necessities of our clients, we have strategic alliances with postulant attorneys that will represent our clients in any commercial or civil matter. Trusting us with the management of these matters through this mechanism, we absorb all responsibility and diligence with respect to such attorneys, coordinating and looking for success.

- Legal representation before local and federal courts.
- Breach of contracts, damage claims and claims in general arising out of wrongful acts.
- Administrative procedures.
- Conciliation of interests between parties.

XI. Alternative means of dispute resolutions

In GRND, we acknowledge the great work load that the Mexican judicial courts have, as well as the importance for our clients to count with tools that give them certainty and that help with the dispute resolution, thus, we have a specialized team in alternative means of dispute resolutions that take care of our clients' interests and provide the best solution for all the parts involved.

This kind of service, has allowed us to develop a series of new useful products for the structuration of legal operations and acts with speed and legal certainty.

- Alternative means of dispute resolutions
- Prevention or solution of conflicts
- Negotiation
- Mediation
- Arbitration

XII. Money Laundering and Terrorism Finance Prevention

Due to the complexity of the structures and mechanisms that the criminal groups have developed to perform laundering money operations and to finance terrorism, an imperious need is created inside and outside the financial System, to eradicate such operations that affect the corporations and people worldwide. In GRND, we implemented strong programs of compliance that allow to control the risks that the activities of raising funds and granting credit entail, and generate, in parallel, a capitalizable value for your company.

We stand out for offering the best tools and for covering the extensive and complex requirements from the financial regulatory national or international authorities.

- Design and implementation of PLD/FT compliance structure for corporations, financial entities or gatekeepers.
- Elaboration and implementation of politics and manuals of identification "know your customer" of clients and manuals PLD/FT.
- Development of politics, process, procedures and internal control in PLD/FT.
- Ensure the correct application of the procedures to prevent and identify the operations with wrongful precedence.
- Realize periodical revisions of documents about the knowledge of the market through the different segments where it is.



Practice Areas

- Advisory and improvement of PLD/FT procedures.
- Implementation of regulatory obligations.
- Capacitation for the design or elaboration of risk matrices.
- Manual and matrix for risk management.
- Capacitation in PLD for corporation personnel.
- Manuals for legal compliance for public notaries.

XIII. Appraisal

In accordance with the Public Brokerage Federal Law and its regulation, the appraisal formulated by a public broker is legally binding and has legal certainty. The appraisal services that we offer are:

- Estimates
- Quantification
- Appraisal of all kind of goods, services, rights and obligations.

1. Appraisals

- Copyrights
- Industrial Property Rights (patents, inventions, industrial designs, distinctive signs, franchises, software and computation services).
- Credit rights
- Quantification of damages in judicial matter.
- Machinery and industrial, commercial and/or service equipment, and its accessories.
- Airplanes
- Boats
- Jewels and art objects.
- Transference prices.
- Appraisal of corporation or businesses.
- Appraisal of intangibles.



PARTNERS

Marco Antonio González Reynoso

He is the holder of the Public Brokerage 80 of Mexico City, patent that he obtained on 2013. That same year, he obtained the patent as a certified private mediator by the Superior Court of Justice of Mexico City. Among its professional merits, highlights the structuration and implementation of a new legal model for the recovery of past due portfolio and assets, documenting successfully more than one thousand operations.

He lends its services to diverse financial societies and to asset restructuring companies; he acts as auditor for companies seeking to obtain financing; he participates in the construction of investment projects as the responsible of the legal structure and assets appraisal, and he works as an independent professional for the implementation of politics against money laundering.

He obtained his law degree in the Iberoamerican University, in which he also studied the master "Law in the international business"; he graduated with the thesis International Business, money laundering and drugs. Notes about the criminal globalization. He is a specialist in real estate appraisal and has a master in Penal Law in the University of Seville. He has three diplomates: International Oral Litigation in the Alberto Hurtado University, International Commercial Arbitration in the Escuela Libre de Derecho and Objects of Art Appraisal in the Casa Lamm Cultural Centre.

He is in charge in GRND of the corporate, appraisal, public brokerage and alternate means of dispute resolution areas.



PARTNERS

Daniel F. Núñez Durán

He is a finance and corporate lawyer with wide experience in stock market and banking operations. Among his professional merits, stand out the structuration, implementation and follow up of legal compliance programs for stock market companies, as well as for financial entities. Also, he has established testing programs in Mexico for international financial entities.

He has participated in diverse financial international operations, mergers and acquisitions, joint ventures, investment projects with self-payment source, assets securitization and capital issuance and debt.

He has worked in financial and corporate firms and has also collaborated with companies that are listed in the stock exchange market to establish sound corporate governance, coordinate financial legal teams and the fulfillment of financial reports. Additionally, he has lead compliance team projects of financial entities with global presence for the implementation of controls, new regulations and compliance programs.

He obtained his law degree in the Iberoamerican University and studied a master on Finance Law Institutions in the Panamerican University. He has a certification as counselor in investment strategies by the Mexican Association of Stock Market Intermediaries.

He participates in GRND as head of the banking, financial, laundering money prevention, mergers and acquisitions and stock market operation areas.



PARTNERS

Claudia Junco Gurza

She is a specialized lawyer in telecommunication and information technology law, as well as in unfair competition. Among her merits highlights the obtainment of the first permit in Mexico for a virtual mobile operator. She has participated in the satellite services sector, in the representation of national and international operators.

She has been legal counselor in the fulfilment of license and concessions obligations, national and international public tenders and government agreements in relation to telecommunications activities. She has represented diverse companies before international organisms, as the Interamerican Telecommunications Commission (CITEL) and the International Telecommunication Unit (UIT).

She has worked in firms as an associate in the telecommunications and information technology areas and has overseen special projects for a satellite operator company. Recently, she served as counselor coordinator and chief of staff of Adriana Sofía Labardini Inzunza, commissioner of the Federal Telecommunications Institute.

She obtained her law degree in the Iberoamerican University, in which she also studied a master in International Business Law. She also took a diplomate in Unfair Competition and the regulation in telecommunications and broadcast.

She is in charge, in GRND, of the telecommunications and information technology, unfair competition, privacy information areas.



PARTNERS

Samuel Montañez Jacquez

He graduated with a special mention in Accounting in the Iberoamerican University. He has postgraduate studies on actuarial math, investment analysis, econometry, financial markets and politic economy in the Chicago University, ITAM, ITESM and CIDE, respectively. Currently, he is candidate to the MBA of the Texas University and to the CFA program, level 1.

He worked in Citigroup on the Capital Markets Origination Unit, in the Corporate Treasury of Grupo Lala, where he handled assets of more than 500 million of dollars. He also contributed in its IPO. Today is cofounder of the Digital Education Platform Certification E, with hundreds of hours in courses, several expositors and thousands of alumni capacitated in more than six countries. With this experience in big data and digital marketing, he has participated in the implementation of online programs in organizations as the Iberoamerican University and the Labor Secretary.

He has taught in the Iberoamerican University about social media, investments, financial markets, among others. Currently, he coordinates the diplomate Investments of social impact in the same university. He has also participated in several entrepreneurship, investments and personal finance conferences and seminaries, in prestige universities and institutions. He contributes with diverse communication media in radio and television.

He participates in GRND with economic studies, viability studies of financial operations, market analysis and structuration financial models in diverse operations.

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