



THE LAW FIRM

The law firm bgbg -Bello, Gallardo, Bonequi y García, S.C- was established in 2001, and it has been consolidated in the Mexican legal market satisfying the growing need of specialized legal advice. The versality of its members allows bgbg to offer customized services in each of its practice areas. Some of the things that distinguish bgbg from other important law firms in Mexico are its professionalism, customer service, quality services and a culture focused on results.

CULTURE IN BGBG

In bgbg, we have built a strongly rooted culture in values and rules focused on people; we appreciate the complex and planned work that generates excellent

We are formed by a highly specialized group of professionals capable of going with our clients in an honest, close, and sincere manner.

We are committed with the development of our community, family, collaborators, clients, and specially with our own development, since we believe that our fulfillment is the base for growth and a common welfare.

MISSION



VISION



PRIVATE EQUITY

The Private Equity area of **bgbg** supports investors, funds (national and international), as well as managers and companies looking to give or receive funding. In the last years, we have supported the design and implementation of multiple conductors, funding and business exits strategies. The aforementioned is based on tailor-made solutions, depending on the needs of each client and operation, as well as on a deep knowledge of the market and a close collaboration with other areas, such as Business Law, Mergers and Acquisitions, and Capital Markets

- Integral structuring of investment vehicles
- Establishment and follow-up of corporate governance bodies
- Development of manuals and follow-up of meetings of the board of directors, credit and investment committees and audit committee
- Negotiation and execution of agreements to capitalize coinvestment vehicles
- Incorporation and implementation of property or management trusts

- Structuring, implementation and follow-up of bank or private equity funds financing
- Advice on the issuance of trust certificates
- Advice on trusts issuing Certificates of Capital Development (CCD)
- Advice on the establishment of private equity funds

CORPORATE AND M&A

The Corporate Law and M&A area in **bgbg** offers its specialized services to national and international clients.

We give permanently advice to companies since their incorporation, development, and preservation of books, as well as the fulfillment with their periodic and annual obligations, (through the creation of legal and corporate governance strategies, investment programs and the development and negotiation of corporate documentation).

Additionally, we have extensive experience in operating mergers and acquiring corporations, since we carry out a great analysis of transaction to be held through Due Diligence focused on the main risks, contingencies, and possible mitigation measures.

bgbg advice all types of companies on accomplishing their obligations before the National Registry of Foreign Investments, the development of the manual to comply with the obligations of the beneficiary tax controller and the presentation of notices and publications before the Business Corporation Publication Electronic System.

We also give advice to abroad investors in fulfilling their obligations at the Foreign Investment National Commission, which includes acquiring rights to use real estate located in restricted areas and obtaining immigration documents to conduct the necessary business in the country.



- Incorporation of companies
- Virtual meetings
- Corporate restructures
- Stockholders' Agreements
- Shares Transfers
- Tax Controller Beneficiary
 Manual
- Development and custody of corporate books
- Opening of branch offices
- Corporate Government

- Notices and reports before the National Registry of Foreign Investments
- Legal Audits (corporate, regulatory, real-estate, registry, and tax, among others)
- Corporate planning
- Contractual planning and strategy
- Mergers and acquisitions
- Commercial agreements,NDA, letters of intent



COMPLIANCE

The Compliance area of **bgbg** offers specialized advice in matters of anti-corruption, anti-money laundering, privacy and protection of personal data to corporations, full-service bank institutions and non-bank financial institutions, including Financial Technology Institutions (FTI) and Multiple -Purpose Financial Institutions (SOFOM), that intend to offer products and services to their clients in Mexico.

Additionally, this area interacts with several authorities to obtain permits, licenses, registries, authorizations, and other government processes that allow entities to operate properly in Mexico.

Several members of **bgbg** are certified before the National Banking and Securities Commission (CNBV) regarding Anti-Money Laundering and Terrorism Financing (AML/TF).



- ▼ Incorporation of companies, full-service bank institutions and non-bank financial entities, including SOFOM, money exchange houses, money transmitters and FTI
- Obtaining licenses and authorizations
- Follow-up of compliance with periodic obligations, including relevant operation reports, total foreign currency amounts, cash transactions in dollars, international funds transfers, bank checks transactions, unusual transactions, internal relevant transactions, people exercising control, change of shareholding, etc
- Preparation of the AML annual report
- Preparation of regulatory compliance matrixes
- Regulatory and preventive audits

- Periodic information
 update in compliance with
 legal provisions applicable
 in Mexico (Registration
 of Collection Offices,
 REDECO; Financial Services
 Providers Registry System,
 SIPRES; Registration
 of Information from
 Specialized Units, REUNE,
 International Quotations
 System, SIC; Commission
 Registration, RECO; and
 Financial Institutions
 Bureau, etc
- Follow-up and management before several authorities (Federal Consumer Protection Agency, PROFECO; National Commission for the Protection and Defense of Users of Financial Services. CONDUSEF: National Banking and Securities Commission, CNBV; National Insurance and Surety Commission, CNSF: National Commission of the Retirement Savings System, CONSAR; BANCO DE MEXICO, BANXICO; and Tax Administration Service. SAT. etc

- Preparation of internal anti-corruption and anti-money laundering manuals
- Implementation of anticorruption programs
- Advice on AML matters

- Appointment of compliance officers
- Advice on implementing Know Your Customer (KYC) programs
- Training in matters relating anti-corruption, AML, and regulatory compliance



SPORTS

AND ENTERTAINMENT

The Sports and Entertainment area offers comprehensive solutions with a global focus, through the connection of our specialization areas for the growth and professionalization of sports and culture in Mexico. Practice brings together the experience of different areas in bgbg, which represents an added value for the advice for entertainment companies, athletes, teams, producers, content creators and promoters of sports, and artistic and cultural events.

- Commercial and image rights
- Distribution agreements and contents license with media
- Sports events broadcasting rights license agreements
- Sponsorship agreement

- Production and co-production agreements
- Legal advice regarding sports and new technologies (eSports)
- Legal advice to obtain and manage public and private support for sports and culture.



ENERGY

AND INFRASTRUCTURE

The Energy and Infrastructure area relies on a highly specialized professionals with great experience in Natural gas, Electricity, and Hydrocarbon sectors, who give advice to multinational clients within these areas, whether as in-house counsel or as external consultants.

- **Public Biddings**
- Public Work
- **Engineering Agreements**
- Procurement and Construction Agreements
- Contract Management
- Project Management
- Integrated projects
- **Project Funding**
- Regulatory Compliance

- Internal investigations related to Frauds and Corruption
- Mergers and Acquisitions
- Joint Proposals
- Due Diligence
- Legal/Operational Audits
- Non-conventional E&P projects
- Consultancy and Advice



FINANCE AND BANKING

The Finance and Banking area provides legal services to domestic and foreign clients, including international organizations, financial groups, credit institutions, Multiple-Purpose Financial Institutions, Financial Technology Institutions (Fintech), Stock Investment Promotion Company, insurance companies, stock exchange, investment companies, and other financial entities.

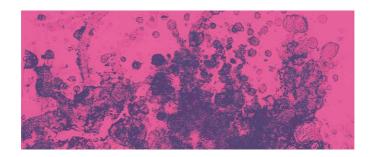
Currently, a significant number of **bgbg** members are part of the board of directors of regulated and non-regulated financial entities in Mexico, whether as members or as secretaries.

On the other hand, various publications such as ACQ Finance, Chambers & Partners, IFLR 1000, Legal 500, Leaders League, and Líderes Mexicanos have recognized bgbg as one of the top law firms in Mexico, particularly in the field of financial and banking law.

Legal 500, for example, states "The banking and finance team at Bello, Gallardo, Bonequi y García, S.C., recognized by clients for its 'strong technical skill', advises domestic and international financial institutions and corporations on regulatory matters, primarily acting on the lender side. Founding partner Miguel Gallardo Guerra co-leads the practice and is described as a 'very important asset' because of his 'strong knowledge in financial, banking and insurance matters,' and his diverse professional network; alongside him, Javier Pérez Moreno advises banks and FinTech's on regulatory issues; [...] Since publication, the firm has further strengthened the practice with the hire of Alejandro Stamoglou (from his own boutique) as a banking, finance and capital markets partner - effective as of November 2023."

- Advice to corporations and financial entities on international acquisitions and privatizations, which includes financing projects with domestic and foreign capital
- Representation before governmental, federal, and local entities. corporations, full-service banks, other financial institutions, and their affiliates, whether Mexican or foreign
- Representation of financial institutions. lenders, debtors, and other participants in debt and capitalization restructuring

- Regulatory compliance for corporations and financial institutions in Mexico focused on regulatory matters in the financial, banking, and stock exchange sectors and antimoney laundering
- Representation of domestic and international financial institutions and lenders in different financial operations
- Bilateral and syndicated loans; financing for acquisitions: secured financing; unsecured financing; structured financing; project financing; asset and derivative-backed financings



FINTECH

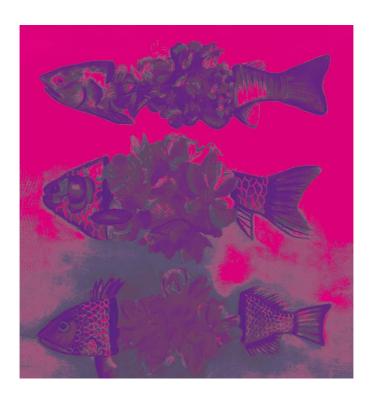
bgbg provides specialized advisory services on innovation and technology, sometimes combining financial matters, focusing on startups, regulated financial entities, and commercial entities engaged in activities containing technological, innovation, or financial components. This includes entities dedicated to crowdfunding, electronic payment funds, virtual assets, blockchain, data analysis, biometric data acquisition, among others.

- Incorporation of companies
- Drafting, reviewing, and negotiating contracts
- Development of manuals and policies
- Review and analysis of the business model
- Processing of authorizations, licenses, or registrations required, as applicable
- Periodic regulatory compliance
- Consulting services derived from the applicable legal framewor



REAL ESTATE

This highly recognized Real Estate area of bgbg has specialized lawyers. Within the vast experience of bgbg, we represent developers and offer legal advice services focused on real estate and construction sectors, with extensive experience in the industrial, commercial, and residential markets and infrastructure projects. We represent developers, builders, and private equity investors concerning their real estate projects. In addition, we offer extensive knowledge of the different tax and regulatory schemes applicable to these types of investments.



- Negotiation and execution of co-investment agreements
- Acquisition of land for real estate infrastructure development
- Acquisition of financing for commercial, industrial, and residential real estate developments
- Incorporation of the condominium property regime
- Establishment and implementation of property or administration trusts.
- Negotiation and execution of construction contracts required for real estate development projects

- Acquisition of real estate for establishing industrial plants, corporate offices. and commercial and residential developments.
- Assistance to corporate clients for leasing their offices, warehouses, and industrial facilities, as well as for leasing residences for their foreign employees coming to our country.
- Advice to foreigners on acquiring real estate in the borderline and beaches (Incorporation of Trusts)



LITIGATION AND

DISPUTE RESOLUTIONS

The Litigation and Dispute Resolution area has consolidated its position in the Mexican legal market, attending to and satisfying the growing need for highly specialized counsel at a local and foreign level.

A primary characteristic that distinguishes our service is our human quality.

The professionalism of our lawyers superimposes the interests of our clients, avoiding the promotion of long-term and expensive litigation with few practical results.

- Civil and Commercial Litigation on amounts and complex techniques before local and federal courts in Mexico. We also design contentious and preventive legal audits
- Administrative litigation through the challenge of resolutions issued by regulatory authorities in matters related to anti-money laundering, financial regulation compliance, and public work contracts
- Consumer Protection

- Constitutional and Amparo with specialization in civil, commercial, and administrative matters
- Bankruptcy and restructuring for domestic and foreign companies, with high expertise and experience negotiating with creditors. We also represent our clients in bankruptcy proceedings
- Mediation and arbitration as counsels in commercial and investment mediation and arbitration proceedings

IMMIGRATION

The Immigration Law area is characterized by its wide experience specialization, the search for solutions, timely and efficient service, cutting-edge processes, and comprehensive advice. **bgbg** provides customized and high-quality legal advice, focused on providing solutions to the immigration needs of our domestic and foreign clients to protect their interests in Mexico and provide peace of mind to their workers at all times.

- Employer Registration
 Statement. Individuals
 and entities must obtain
 registration before the
 National Institute of
 Immigration (INM), which
 allows them to carry out
 procedures to issue job
 offers to a foreign person
- Visa by Job Offer.

 Applicable to foreigners living in the country or foreigners outside of Mexico to whom the employer (an individual or entity) has issued a job offer to work in Mexico for more than 180 days and less than four years
- Temporary Resident Visa. Applicable to foreigners who intend to enter Mexico as temporary residents to stay for more than 180 days and less than four years
- Permanent Resident Visa.

 Applicable to foreigners

 with temporary resident

 status who have completed
 four consecutive years of
 residence in the country
- Visa by Family Unit.
 Applicable to a Mexican
 or foreign person holding
 the status of temporary
 resident or permanent
 resident who requests a
 visa for a foreign person
 with whom they prove
 to have a direct family
 relationship

- Exit and Entry Permit. Allows the exit and entry to the country for no more than sixty calendar days to foreigners with a resident workpaper pending of resolution
- Naturalization or
 Nationalization. It is
 the process by which
 a citizen of a country
 acquires the nationality
 of a second one, by
 means of which they
 have created bonds
 that are the result of a
 prolonged legal stay in
 such country or for other
 reasons



INTELLECTUAL PROPERTY

The Intellectual and Industrial Property area shares with its clients the concern and interest in safeguarding their intangible intellectual property assets in Mexico and abroad.

Our experience has given us a high level of knowledge of local legislation and an international perspective, allowing us to provide tailor-made solutions and strategies focused on strengthening the business of our clients.



- Distinctive Signs (trademarks, trade names, and commercial notices)
- ▼ Due diligence; registration feasibility searches; filing of registration applications; classification of products and services; renewals; preparation of responses to official letters issued by IMPI (form and content); preparation and registration of licenses and assignments
- Surveillance service, notice delivery, filing, and response to oppositions
- Prior art search, filing of applications, payment of annuities, preparation of responses to official letters issued by the IMPI (form and content), preparation and registration of licenses and assignments

- Copyrights. Registration of works, reservation of rights, ISBN and ISSN, renewal of rights reservations, preparation and registration of licenses and assignments
- Litigation. Applications for administrative declarations of nullity, revocation and infringement, provisional measures, administrative litigation, direct and indirect amparo suits, copyright infringement, commercial infringement, settlements, complaints, and resolution of domain name disputes
- Trademark Opposition System



PERSONAL DATA PROTECTION AND

ARTIFICIAL INTELLIGENCE

The Persona Data Protection and Artificial Intelligence was created as a response of the needs from entities and people obligated to comply with the Mexican and international laws regarding personal data protection, privacy, information security and legislative projects of Artificial Intelligence.

We provide consultancy and advise for the implementation of enforcement actions according to the profile and activities of our clients, prioritizing the balance of the rights of people and business purposes.

The international experience in bgbg allows us to provide advice on the demands of international provisions, such as the General Data Protection Regulation (GDPR) of the European Union and other international laws.



- Assessments regarding the Compliance and Definition of Corrective Actions
- IImplementation of the Personal Information Management System (PIMS)
- DPO as a Service (constant advice and consultancy for the outsourcing of Personal Data Departments)
- Assessments regarding the compliance status of the ISO 27002:2022 from the Federal Law on Protection of Personal Data Held by Individuals
- Privacy Impact Assessments
- Risk and Gap Assessments
- Generation of Compliance Policies and Processes
- Data mapping and generation of the resulting Privacy Notices
- Generation of Compliance Policies and Processes
- Advice on exercising the "Right to be forgotten"

- Advice on procedures of the National Institute of Transparency, Access to Information and Protection of Personal Data:
 - Protection of Rights
 - Investigation
 - Verification
 - Imposition of penalties
- Training courses regarding the personal data protection regulatory framework, security measures, ARCO rights, among others
- Advice and consultancy on the extraterritorial compliance of the General Data Protection Regulation (GDPR) of the European Union
- Advice on international transfers and orders of personal data
- Algorithmic Advice
- Impact Assessments on Artificial Intelligence ("AI") Systems
- Rights regarding the use of AI system

HEALTH

The health area of bgbg has a team of lawyers specialized in health law issues who have advised many companies dedicated to the sale, distribution, and commercialization of Health supplies and facilities dedicated to health care

Our team experience in managing and processing matters before the Federal Commission for the Protection Against Sanitary Risks (COFEPRIS) for obtaining operating notices and licenses, among others.

Furthermore, several lawyers in the area have served as members of hospital committees for the correct application of standards and best practices.

- Preparation, review, and negotiation of agreements
- Advice for structuring new products and/or services in the health sector
- Advice on regulatory compliance in facilities dedicated to the sale, distribution, and commercialization of health supplies and health care facilities
- Advice on advertising matters

- Compliance with requirements issued by COFEPRIS and/or anv other health authority
- Compliance with requirements issued by the authorities
- Representation in disputes before the National Medical Arbitration Commission
- Representation and defense in civil liability and moral damages proceedings against physicians, hospitals, clinics, and health centers

ASSURANCE

AND REINSURANCE

The Insurance and Reinsurance area provides legal services to various financial entities in Mexico, including financial institutions, insurers, reinsurers, insurance and reinsurance intermediaries, insuretechs, as well as companies in different productive sectors in the insurance and reinsurance area. Therefore, bgbg is consolidating our position as one of the leading law firms in Mexico.

Our practice includes legal advice and regulatory compliance, including specialized corporate, contractual, regulatory, and litigation services.

In addition, many of the legal specialists of bgbg serve as in-house counsel for insurance agents in Mexico and are certified to perform legal opinions on insurance contracts before the National Insurance and Bonding Commission (CNSF).

Additionally, the renowned international publication Legal 500 (www. legal500.com) describes our practice in the area of insurance and reinsurance as follows: "Bello, Gallardo, Bonequi y García, S.C. insurance department assists insurance institutions and insurance brokers with compliance, new product structuring, representation in administrative procedures and litigation, and transactions with insurance and surety companies. The department is jointly overseen by financial services managing partner Miguel Gallardo Guerra; litigation practice leader, Juan Bonequi; and Javier Pérez Moreno, who focuses his practice on heavily regulated sectors, including insurance, healthcare and fintech. Jorge Corona is the associate-level contact to note.

- Design, preparation, amendment, and registration of insurance and surety products
- Legal representation in administrative proceedings before the National Insurance and Bonding Commission and the National Commission for the Protection and Defense of Financial Services Users
- Legal assessment of insurance and surety bonds
- Structuring of new products
- Preparation of legal opinions on insurance matters

- Preparation, review, and negotiation of contracts related to the insurance industry
- Regulatory compliance, including review, follow-up, analysis, and response to authority requirements
- Advice in litigation proceedings specialized in insurance and reinsurance matters
- Authorization processes before the National Insurance and Bonding Commission (Insurance institutions, insurance agents, reinsurers, bonding companies, etc.)



TECHNOLOGY, MEDIA, AND TELECOMMUNICATIONS

The lawyers in the TMT (Technology, Media, and Telecommunications) sector have a high level of expertise in the field, whether through postgraduate studies or specialization abroad or in Mexico. This positions us as one of the areas with the most sectoral and industrial specialization in the Mexican legal market. This recognition has been affirmed by various international legal rankings and directories.

The TMT department provides comprehensive advice on technology, media, and telecommunications issues, as well as in the field of Space Law, always with a practical business approach and the technical knowledge necessary to understand the needs of our clients. The support we provide enables clients to comprehend the legal and regulatory implications of their projects and make strategic business decisions they deem most appropriate.

Among the types of clients, we serve national and foreign private sector companies, as well as governments at all levels, including in some cases, foreign governments. The new regulatory environment in Mexico and worldwide, along with the technological evolution, is not unfamiliar to bgbg, which has been adapted to current circumstances and issues, maintaining leadership in technological matters. We also advice technological platforms offering services in Mexico, leveraging the international network of bgbg of legal firms to coordinate studies and regulatory strategies for various clients across countries in the Americas and the Caribbean region.

- Acquisition and regulatory maintenance of licenses (concessions and authorizations) for the provision of all types of telecommunications and broadcasting services
- Drafting, negotiation, and adaptation of all types of contracts related to telecommunications. technology, software. content, interconnection, infrastructure deployment, etc
- Analysis of regulatory issues in various technology-related ventures and the establishment of business models based on technology
- Application for authorizations in the field of economic competition for regulated sectors, including the preparation of reports and analysis
- Participation in national and international public bidding processes

- Representation of telecommunications companies and governments before international bodies and conferences
- Government relations with public bodies and entities
- Legal and regulatory advice on all types of telecommunications services, such as broadband or satellite internet. Additionally, advice on the use of frequency bands and their licenses through bidding processes for the provision of such services
- Provision of information society services, digital platforms, and e-commerce
- Acquisition of orbital positions or satellite orbits, along with their associated frequencies, before the International Telecommunication Union (ITU)
- Launch agreements and registration of objects launched into space

- Coordination of regulatory analysis and obtaining telecommunications licenses in different countries within the region
- Guidance and compliance strategy for the entry of technological platforms in Mexico and the Americas region
- Advisory services to companies from various sectors aiming to enter the telecommunications industry

- Consumer protection issues with a focus on TMT
- Advisory on advertising matters for various sectors, including digital
- Assistance in addressing requirements and verification procedures conducted by various authorities
- Advice on promotions, games, and raffles
- Guidance on obtaining homologation certificates for telecommunication equipment



LEGAL TRANSLATION

The Certified Translation department provides highly specialized services to domestic and foreign clients, under the Code of Ethics of the American Translators Association (ATA), the world's leading association of translation specialists, of which bgbg is a member.

The translation department of bgbg is formed of specialists in translation and interpretation with an interdisciplinary focus. They are also trained in linguistic mediation, law, terminology, lexicography, linguistics (applied), graphic design, and finance.

The work philosophy on which we rely allow us to provide our clients with specialized services of high quality within efficient and competitive delivery times. To achieve this, our department shares terminology and information related to style through Computer-Assisted Translation (CAT) tools, such as SDL Trados, SDL Multiterm, XTM Cloud, Wordfast, and MemSource.

Our range of services includes the translation of placement prospectuses, annual reports, financial statements, court resolutions, affidavits, insurance policies, manuals, laws, contracts, legal opinions, minutes of the board of directors meetings, notarial instruments, minutes of the committee meetings, among others.



- Translation of all kinds of documents, particularly legal texts
- Review and proofreading of documents
- Review and proofreading of translations
- Management of translations in language combinations other than English and Spanish

- Courses on research for translation
- Management of interpretation services for various specialized events
- Legal English courses
- Spanish writing courses
- Pro-bono translation services
- Inclusive communication training services



PRO-BONO SERVICES

Pro-bono work involves providing professional services without the prospect of any economic compensation, as it is based on the belief that the practice of any profession should contribute to the well-functioning of society. In other words, pro bono work is a professional obligation.

In Mexico, this kind of work is becoming increasingly necessary, given issues such as poverty, education, violence, corruption, and impunity, as well as high levels of social inequality, which need to be addressed from all possible angles, including the legal perspective.

In this context, **bgbg** has committed to providing pro bono services to sectors of the Mexican population that are in vulnerable situations and, therefore, lack the necessary or sufficient resources to access quality professional services. Additionally, **bgbg** has pledged to offer pro bono services to individuals and/or entities that assist and support these sectors.

In 2019, \mathbf{bgbg} signed the Pro Bono Standards and is part of the Advisory Council. It also participates in the Advisory Council of the Centro Mexicano Pro Bono, A.C.

- Advice on legal issues
- Incorporation of companies
- Legal representation
- Specific services provided by each practice area
- Training workshops and sessions
- Translation



RECOGNITION AND AWARDS











































bgbg is a member of the well-known international network of legal firms, Lawyers Associated Worldwide

www.lawyersworldwide.com



LEGAL EXPERIENCE

Building results since 2001

