



## Carlos Rojas

Corporate, International, M&A,  
Hospitality and Real Estate  
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Carlos Rojas concentrates his practice in international transactions, corporate matters, mergers and acquisitions, project financing, resort and hospitality development, and commercial and residential real estate. He is a licensed attorney in Mexico from the Universidad de Monterrey in Monterrey, Mexico, and received his Master of Laws degree from Northwestern University School of Law in Chicago, Illinois in 2006. Carlos is a licensed attorney in Mexico and the State of New York.

Carlos practiced for five years with the Mexican international law firm of Santamarina y Steta, S.C. in Monterrey, prior to continuing his postgraduate education at Northwestern. Upon obtaining his Master's degree, Carlos worked as Foreign Legal Counsel for the law firm of Greenberg Traurig, LLP in Phoenix, Arizona through 2007. As of joining Aguilera International Counsel, Carlos has participated in various international transactions dealing with a wide variety of areas of law and industries.

Carlos' prior practice in Mexico and his comprehensive knowledge of Mexican legal and business practices, in combination with his complementary studies at Northwestern, extensive international transaction background, and work experience in Latin America and the U.S., enhance Aguilera International Counsel's background and experience needed to successfully address complex global transactions.

### Experience

- Mergers and acquisitions, including both stock and asset purchase transactions in Mexico, Argentina, Chile, and Uruguay.
- Cross-border financing of real estate projects in Mexico, Argentina, and Uruguay.
- Acquisition, financing, entitlement, development, and sale of residential, commercial, and resort projects in Mexico, Argentina, and Uruguay.
- Commercial lease, shelter, and sale & purchase agreements for industrial space in Mexico.
- Joint ventures and other strategic alliances and associations between U.S. and Mexican, Argentine and Chilean entities.
- Incorporation of entities in Mexico, including incorporation under the Maquiladora (IMMEX) Program.
- Due Diligence for the acquisition of credit portfolios and other asset-backed portfolios in Mexico and Chile.



- Negotiation and implementation of security instruments and structures in Mexico (i.e., Guaranty Trusts, Mortgages, Notes, Floating Lien Pledges, etc.) for protection of debt and equity financings.
- Manufacturing agreements, services agreements, and shelter agreements between U.S. corporations and Mexican contractors.
- Sale of goods agreements between U.S. and Mexican corporations.
- Alternative dispute resolution methods for cross-border transactions.

### **Representative Transactions**

- Directed and coordinated a \$40 million dollar acquisition/association in Santiago, Chile for a U.S. based education public company.
- Coordinated a \$130 million dollar acquisition/joint venture between two public major food and dairy producers and manufacturers in Mexico.
- Participated in public bid process for purchase and development of a commercial governmental building in Montevideo, Uruguay.
- Assisted in acquisition of major Mexican bank by U.S. financial institution.
- Represented a major U.S. Title Insurance Company with respect to a substantial insurance claim settlement in the Dominican Republic.
- Coordinated numerous complex corporate and real estate M&A due diligence projects and prepared legal opinions regarding findings thereof.

### **Professional & Community Involvement**

- Member, American Bar Association, 2005 - Present – Phoenix, AZ
- Member, Arizona Mexico Commission, 2006 - Present – Phoenix, AZ
- Member, U.S. - Mexico Chamber of Commerce (California Chapter), 2008 - Present – Los Angeles, CA
- Alliance for Tax, Legal and Accounting Seminars (Atlas Legal) (Speaker) - "Legal and Financial Strategies for Doing Business in Mexico, December 2006 – New York, NY
- Procopio International Tax Institute (Speaker) "Investing in Mexican Real Estate", February 2007 – San Diego, CA
- Arizona Department of Commerce Seminar "Invest in Arizona" (Speaker), September 2007 – Monterrey, Mexico
- Arizona Department of Commerce Seminar "Invest in Arizona" Speaker, October 2008 – Mexico City, Mexico
- CLE International, Teaching Certificate "Doing Business in Mexico Conference", March 2008 – Phoenix, AZ

### **Education**

- LDE., Universidad de Monterrey, 2003
- LLM, Northwestern University School of Law, 2006

### **Languages**

- Spanish (Native)
- English (Fluent)

### **Admitted to Practice Law**

- Mexico  
New York