



Jáuregui y Del Valle





Eduardo Medina Zapata

PARTNER

Mr. Medina specializes in Tax Consulting, Planning and structuring private and public Real Estate Investment Funds, planning and structuring of Joint Ventures and Corporate Reorganizations. He is a brilliant Tax Lawyer with a substantial experience in structuring publicly traded Venture Capital, Private Equity, and Commodity Funds on behalf of national and international fund sponsors, alongside planning and implementing tax efficient structures for the acquisition, operation and disposition of real property portfolios. He is also an expert in the structuring of investments in such funds for taxable and tax-exempt investors, both Mexican and foreign.

EDUCATION

2004 – 2005

Vienna University of Economics and Business Administration, Vienna, Austria, LLM in International Tax Law

2000 – 2003

ITESM Campus Monterrey, Master's Degree in International Commercial Law

1999

Universidad Panamericana, Postgraduate Studies in Tax Law

1998

Universidad Autónoma del Estado de México, Attorney at Law

PRACTICE AREAS

Tax consulting, planning and structuring private and public real estate investment funds, planning and structuring of joint ventures, corporate reorganizations and tax litigation

EXPERIENCE

Mr. Medina's expertise is focused on:

Structuring of publicly traded, venture capital, private equity, and commodity funds on behalf of national and international fund sponsors, as well as planning and implementing tax efficient structures for the acquisition, operation and disposition of real property portfolios, on behalf of such funds.

Structuring of investments in such funds for taxable and tax-exempt investors, both Mexican and foreign.

TRANSACTIONS

Advising FINSA CKD I and Walton CKD on the sale of a large portfolio of industrial properties identified as Titan to FIBRA UNO. This transaction represented an important challenge due to the complex structure of both FINSA CKD I and Walton CKD and was considered the largest industrial real estate acquisition in Mexico and in Latam. JDV advised on the proper selling structure, the tax analysis of the transaction, structure of the legal documents, and particular tax documentation to be produced in connection with the sale.

Advising Walton CKD II on the structuring of a joint venture with an important Mexican developer for developing a world-class residential project located in the Santa Fe area of Mexico City, known as La Mexicana. The project includes several square meters of ecologic park, a lake, retail and residential component.

Advising Finsa CKD (a publicly traded trust managed by FINSA) on structuring the disposition of a US\$800 million portfolio of industrial properties to Fibra UNO known as Titan. This transaction represented the largest real estate transaction in Latin America during 2019.

Advising PLA Retail Fund II, a private equity fund sponsored and managed by Prudential Global Investment Management on the structuring the acquisition of a retail center located in the Northern region of Mexico. The amount of the transaction was approximately US\$100 million.

Advising Walton CKD II (a publicly traded trust managed by Walton Street Capital) on the structuring of a joint venture with an important Mexican developer for developing a world-class one-of- its-kind residential project located in the Santa Fe area of Mexico City known as "La Mexicana". The project includes several square meters of ecologic park, a lake, retail centers and a residential component.

Advising Prudential Real Estate Investors on structuring the public offering and initial acquisition of FIBRA Terrafina. The amount of the initial offering was US\$716,136,381.

Advising Walton CKD II on structuring the acquisition of a luxurious Hotel located in Los Cabos, operated under the Waldorf Astoria brand. The amount of the transaction was approximately US\$210 million.

Advising Prudential Global Investment Management on structuring the public offering and initial acquisition of FIBRA Terrafina. The amount of the initial acquisition was approximately US\$800 million.

Advising FIBRA Terrafina on structuring the acquisition of two large portfolios of industrial properties located throughout Mexico. The aggregate amount of both transactions was approximately US\$1.2 billion.

Advising CKD Walton II on the acquisition of the JW Marriot hotel located in the exclusive area of Polanco in Mexico City. The total amount of the transaction was US\$200 million.

Advising Planigrupo CKD (a publicly traded trust managed by Planigrupo) in structuring the acquisition of a portfolio of retail properties located in the Norther region of Mexico from Kimco Realty. The total amount of the transaction was approximately US\$110 million.

Advising Walton CKD I (a publicly traded trust managed by Walton Street Capital) and Finsa CKD (a publicly traded trust managed by FINSA) on the structuring of a joint venture to acquire a portfolio of industrial properties identified as Verde-Ferrari which is worth more than US\$600 million.

ACADEMIC EXPERIENCE

Mr. Medina has been a professor of the Law Department of the Instituto Tecnológico de Estudios Superiores de Monterrey, Monterrey Campus, teaching Tax Law.

CONTACT

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✉ Email emedina@jaureguiydelvalle.com

☎ Fax (52 55) 4267-4598

🗣 Speaks Spanish and English

AWARDS

Mr. Medina contributes yearly to different international legal directories and he is ranked in Chambers & Partners Global and Latin America, in IFLR1000 as a Notable Practitioner Tax Lawyer and in Best Lawyers 2020.



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RANKED IN

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**Latin America
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IFLR

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NOTABLE
PRACTITIONER

2020