

## CURRICULUM VITAE

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| <b>NAME</b>                    | Luis Alcocer Chauvet       |
| <b>DATE AND PLACE OF BIRTH</b> | July 1, 1969. Mexico City. |
| <b>ADDRESS</b>                 | San Jose del Cabo, BCS     |

## EDUCATION

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| <b>LAW SCHOOL</b> | Universidad Iberoamericana, Mexico City. (1989-1994) |
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| <i>THESIS</i> | Settlement of International Commerce Disputes<br>(awarded with honors) |
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| <b>MASTER's</b> | Universidad Panamericana, Mexico City<br>Areas:<br><ol style="list-style-type: none"><li>1. International financing and international commerce.</li><li>2. Corporate law.</li><li>3. Commerce law.</li></ol> |
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|  | National Association of Company Lawyers<br>(ANADE), Mexico City<br><ol style="list-style-type: none"><li>1. Diploma on tax law.</li><li>2. Diploma on due diligence.</li></ol> |
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| <b>Bar affiliations</b> | Barra Mexicana, Colegio de Abogados, A.C. |
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## PROFESSIONAL BACKGROUND

1. **A&DB Legal – Alcocer, Díaz Barreiro Abogados.** Firm based in San Jose del Cabo with a branch in Mexico City. Managing Partner. Real Estate construction and development, construction agreements and legal strategy to avoid risks. Mediation to avoid litigation. Condominium Regime, Fractional Regime, closing of high-end residences purchase-sales, high-end residences and buildings leases, private equity, trusts, loans, guarantees, corporate law, agreements, foreign investment, Joint-Ventures, mergers & acquisitions, due diligence, corporate minutes, shareholders disputes, company regularization. (June 2022 to date)
2. **Rosen Law, S.C.** US-Mexican Firm based in San Jose del Cabo, with branches in San Diego, USA and Playa del Carmen, Quintana Roo. Partner. Real Estate development, Condominium Regime, Fractional Regime, closing of high-end residences purchase-sales,

high end residences and buildings leases, private equity, trusts, loans, guarantees, corporate law, agreements, foreign investment, Joint-Ventures, mergers & acquisitions, due diligence, corporate minutes, shareholders disputes, company regularization. (June 2007- June 2022).

3. **Solorzano, Carvajal, Gonzalez y Perez Correa, S.C.** Firm based in Mexico City with branch in Los Cabos. Associate. Real Estate, private equity, trusts, loans, corporate law, agreements, foreign investment, Joint-Ventures, mergers & acquisitions, due diligence, corporate minutes, shareholders disputes, company regularization. Experience in deals in Mexico City and Los Cabos offices of the firm. (April 2003 to April 2007).
4. **Baker & McKenzie, S.C.** Mexico City branch. Associate. Mergers & acquisitions, corporate governance, trusts, loans, corporate law, agreements, foreign investment, Joint- Ventures, due diligence, corporate minutes, shareholders disputes, company regularization, Real Estate, building leases. (2000 to 2003).
5. **Laffan, Mues y Garay, S.C.** Firm based in Mexico City. Associate. Corporate law, foreign investment, Joint-Ventures, franchises, agreements, trusts, loans mergers & acquisitions, due diligence, company regularization, mines, migratory law. Real Estate, leases. Taxes. (1994-2000).
6. **Canizzo, Ortiz y Asoc., S.C.** Law clerk. Firm based in Mexico City. Real Estate developments, Hotels, Corporate law, litigation. (1992-94)

## SUMMARY OF RELEVANT TRANSACTIONS

(i) Advise and represent our client, the number one builder of high-end residences in Los Cabos. Drafting, reviewing and modifying construction agreements. Present and conduct legal strategies to avoid risks and issues with clients and providers. Negotiation, conciliation and mediation to avoid litigation.

(ii) Advise diverse high-end US and Canada clients in their Joint Venture agreements, structure, negotiation, preparation of acquisition documents, due diligence and creation of trusts for the acquisition or payment of existing debts and acquisition of land and or hotels in all the Baja California peninsula, Careyes, Playa del Carmen and Mexico City for an aggregate amount of approximately US \$500 million.

(iii) Advise US clients in the negotiation, documentation and due diligence for the acquisition of five-star boutique hotels in Los Cabos and la Riviera Maya.

(iv) Advise a US client in the US\$45 million acquisition of one of the first VIP Resorts in Mexico, a five-star Luxury Collection® resort in Costalegre Jalisco, as well as in its sale years later.

(v) Advise international investment funds in the negotiation, structuring, documentation and closing of the extrajudicial execution of trusts or mortgages with an aggregate amount of approximately US\$50 million, as well as the subsequent sale of the assets.

(vi) Advising the founder of the number one real estate agency in BCS and partners, in the acquisition of land and the pre-development of high-end real estate projects in Los Cabos and La Paz.

(vii) Advise a United States developer in the acquisition of land and the negotiation, structure and documentation of a joint venture agreement to expand an existing five-stars hotel in Playa El Medano, Cabo San Lucas, and convert it into a high-end timeshare property under a new flag.

(viii) Advise a developer of one of the biggest resorts in Careyes, Jalisco, in the preparation of documents and structure of the documentation for final buyers and the declaration of condominium for the construction of a vertical and horizontal project of approximately US\$50 million and the reconfiguration of the master plan and all its development.

(ix) Coordinate the closing of more than 100 Trusts in Restricted Zones in favor of foreign buyers acquiring high-end residences in all the Baja, Quintana Roo, Careyes and Mexico mainland.

*Note: A list of the more representative clients may be provided upon request.*

### **MORE RELEVANT WHITE PAPERS**

1. *Instrumentos Bursátiles Estructurados (REITS, CKDES FIBRAS) (Stock Market Structured Instruments)*
2. *Foreclosing on Cross-Border Loans in Mexico*
3. *Regime of Obligations of Members of the Board of Directors in a Mexican S.A. Company*
4. *Unified Secured Transactions Registry ("RUG")*
5. *Purchasing Real Estate in Mexico*
6. *Minimum Considerations Before Acquiring Real Estate in Mexico*
7. *Mediation in Construction Conflicts; An Effective Legal Alternative*

### **LANGUAGES**

Fluent in English and basic knowledge of French