

**BRAVO**  
ABOGADOS



# About Us

Bravo, Gutiérrez & Münch, S.C. ®, is a law firm formed by a group of lawyers specialized in various areas of law, with more than 35 years of experience in the legal field, which allows us to provide our clients with a wide variety of services, as well as advice and representation of the highest quality.

The excellence, personalized treatment and efficient results of the services we provide have allowed numerous clients to place their trust in us for the solution of their legal problems or those of their companies.

# Our Clients



## Automotive Industry

- ❑ innovation;
- ❑ First motorcycle company in the United States;
- ❑ Top 20 of the world's largest suppliers and development partner of the automotive industry;
- ❑ Asian manufacturer of engines and sport motorcycles;
- ❑ Italian multinational company dedicated to the manufacture of brake discs for luxury sport cars and motorcycles.
- ❑ World leader in motorsports and off-road vehicle



## Technology Industry

- ❑ Sale of assets and shares of companies, including: (i) world leader engaged in the manufacture of household appliances, (ii) world leader in construction of agricultural tractors, (iii) international telemarketing company, (iv) partnerships and strategic JVs in entertainment.
- ❑ World's largest business trading network (software and information technology company in the USA);
- ❑ The world's first and second largest company in the casino gaming machine industry;
- ❑ Top 10 company of the world's leading manufacturers and suppliers of visual technology (CRT monitors, projectors, HDTV technology and mobile products such as mini-PCs and other type of monitors);
- ❑ Manufacturer of UHD TVs and #1 soundbar company in the USA;
- ❑ Leading international manufacturer of high-quality cameras and accessories for factory automation, medicine, traffic, among others.

# Our Clients



## Food and Consumer Goods Sector

- World leader in the beverage, candy and chocolate industry;
- Tobacco group with the largest presence in the world;
- World leader in the sale of apparel and accessories, as well as the largest manufacturer of lycra in the world;
- 100% Mexican company with the fastest delivery service in the country;
- Largest bottler in the U.S. and the largest supplier of bottled water in North America;
- Leader company dedicated to the sale of products and materials for schools and offices;
- World leader in the production of product labels, including packaging labels.
- Represented the world's largest brewing group in the negotiations and acquisition of Mexico's largest brewery, with a transaction value of \$20.1 billion dollars.



## Energy and Environment Sector

- World leader in advanced pumping solutions and trendsetter in water technology;
- Various service providers of land drilling rigs and hybrid coiled tubing;
- Second largest manufacturer of climate machinery and equipment in Denmark;
- One of the world's largest manufacturers of electronic products (leading manufacturer of powerful, energy-efficient and long-life batteries);
- International company dedicated to the improvement and management of energy and sustainable processes.

# Our Clients



## Real Estate Sector

- Largest construction and development company in Nuevo León.



## Banking and Finance

- World's leading financial institution in the provision of subordinated debt since 1996;
- Various investment funds (private equity).



## Pharmaceutical Sector

- Several leading pharmaceutical companies in Mexico and the United States;
- Company dedicated to the distribution and consulting of medical equipment.



## Services Sector

- North America's largest full-service transshipment provider;
- International telemarketing company;
- Global leader in analytical business process services;
- Global leader in customer experience and business process management.

The values that govern our firm are based on integrity, professional excellence, honesty, loyalty and confidentiality towards each of our clients, as well as teamwork and professional ethics from each and every one of the collaborators that make up our work team.

We are a law firm that not only cares about the security and peace of mind of our clients, but also about the security and peace of mind of all our collaborators.

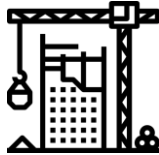
We firmly believe that the values of the firm and how to work integrally in our daily basis, gives not only security to our clients, but the confidence that we are going to implement all our effort in order to provide de best quality legal service on the market. In this way, they can be satisfied with our work, and we achieve a better working environment within our facilities.



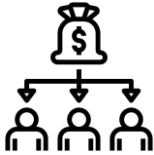
# Legal Services



Banking & Finance



Real Estate



Estate Planning



Foreign Trade



Labor Law



Pro Bono



Corporate / M&A



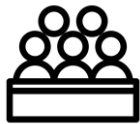
Civil and Commercial litigation



Intellectual Property



Regulatory Compliance



Criminal Law



Personal Data Protection



Tax Law



Migratory



Environment, Health & Safety

## Banking and Finance

- Representation of financial institutions.
- Credit structure and negotiation.
- Secured and unsecured, syndicated, cross-border and project financings.
- Placement of public and private debt and equity securities.
- Initial Public Offering (IPO).
- Issuance of local and international debt instruments.
- Asset securitization.
- Green bonds and sustainable investments.

## Corporate / M&A

- Mergers & Acquisitions
- Assemblies and Powers
- Preparation, negotiation and review of contracts.
- Trust Funds
- Strategic business planning
- Foreign Investment
- Joint-Ventures

## Foreign Trade

- Customs representation and advice in Mexico.
- Import and export of goods and services.
- Export promotion programs (IMMEX, PROSEC).
- Certified Companies Register.
- Compliance with regulations and non-tariff restrictions (NOMs, import permits).
- Specialized counseling on the applicable regulations for international commerce.

## Regulatory Compliance

- Regulatory due diligence, risk and control of the company.
- Review, design and oversight of compliance programs.
- Anti-money laundering
- Economic competition
- Anticorruption
- Risk prevention
- Employee misconduct





## Tax Law

- Determination and refund of taxes, informative declarations, annual declaration and determination of IMSS (Social Security) quotas.
- Representation before tax authorities in litigation (Appeal, Nullity proceedings, Amparo trial).
- Corporate planning and restructuring.
- Review and response to Administrative Authorities' requirements.
- International tax treaties.
- Tax audit, accounting, internal control, fixed asset inventory control.
- Electronic accounting and accounting records.
- Tax and accounting consulting

## Real Estate

- Support and negotiation in real estate transactions.
- Urban Development, Public Registry and Land Registry procedures.
- Land use permits
- Building Permits

## Employment Law

- Strategic labor planning
- Statutory audits
- Preventive programs
- Negotiation and litigation of labor disputes.
- Representation in individual and collective bargaining agreements.
- Employment terminations.
- Elaboration of internal company regulations
- Attention to inspections and authority visits.

## Civil and Commercial Litigation

- Advice and representation of individuals and companies in litigation proceedings before Mexican courts, specifically in civil, commercial and amparo matters, when the matter so requires.



## Criminal Law

- Counseling and representation in trial of the Accusatory Criminal Justice System.
- Preparation of complaints and counter-complaints.
- Drafting and filing of complaints.

## Migratory

- Counseling and representation in immigration law matters.
- Formalities before government agencies.
- Proof of employer (temporary and permanent residency).
- Mexican citizenship.

## Estate Planning

- Strategic planning and consulting of heritage assets.
- Planning and preparation of wills.
- Advising on generational wealth transactions.

## Pro Bono

- At Bravo, Gutiérrez & Münch, S.C. ® we are committed to applying our knowledge for the benefit of those who cannot access good legal representation.
- Our firm's values are aligned with those of our employees, and we support people without demanding compensation in return.

## Intellectual Property

- Advice to individuals and legal entities for the registration and obtaining of trademarks, patents and copyrights.
- Confidentiality Agreements
- Software Development
- Technical assistance contracts
- Franchises
- Licensing
- Technology transfer
- Third-party defense with authorities

## Personal Data Protection

- Advice regarding the Federal Law for the Protection of Personal Data in Possession of Individuals, its Regulations and other applicable provisions.
- Applicable regulations for the protection of our customers.
- Data transfer and security in the use of Personal Data.
- Terms and Conditions
- Privacy Policy

## Environment, Health & Safety

- Audits by health and environmental authorities.
- Advice and representation in environmental and health matters.
- Regulatory aspects of hazardous and non-hazardous wastes.
- Obtaining clean industry certificates and compliance with applicable regulations.
- Various procedures before the country's environmental authorities.

# Recognitions

Some of the members of our firm have obtained multiple distinctions in which they are recognized for their great work and experience in applying all their legal knowledge within the practice. For this reason, we would like to include the most recent and outstanding awards and recognitions granted to Mr. Jair Bravo Gutiérrez, Managing Partner of our firm:



During the time he was Managing Director at an International Law Firm in Monterrey, his Corporate Practice Group was recognized during 2013-2017 by Chambers and Partners as Band #1.



Recognition in the year 2021 by "Latin Lawyer", for being one of the most outstanding partners in the area of Corporate Law.



*Best Lawyers recognized him in 2021-2023 as one of the best lawyers in Mexico in two categories: (1) Corporate, and (2) Mergers & Acquisitions. This distinction is obtained from the voting of all the most recognized peer partners, belonging to national and international firms in Mexico.*



The partners of the most influential national and international firms in Mexico annually recognize, through "Best Lawyers", the best lawyer in each area at the national level. Jair Bravo Gutiérrez has been named as the best corporate lawyer in Mexico in 2022 in two areas.



## OFFICES

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