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MARTINEZ _ MOLINA



THE FIRM

Martínez Molina is committed to delivering legal services tailored to meet the unique needs of each client. Our team specializes in a diverse array of transactional and regulatory services, empowering us to achieve results that propel our clients' success while guiding them through the complexities of legal transactions with confidence and ease. From startups to established corporations, our clients receive personalized service grounded in a strong foundational knowledge of the law and an acute understanding of the business environment.

AT MARTINEZ MOLINA

We are driven by our unwavering commitment to excellence, collaboration centered in our core principles.



CULTURE

Martínez Molina is built on a foundation of collaboration, respect, and shared values. We recognize that our success depends not only on our expertise but also on the strength of our relationships—with each other, our clients, and the communities we serve.

COLLABORATION AND TEAMWORK

We foster an environment where teamwork is paramount. By valuing each team member's contributions, we encourage open dialogue and idea-sharing, ensuring an inclusive and supportive culture that prioritizes personal wellbeing and growth.

ETHICS

Integrity is central to our legal culture. We believe in upholding the highest ethical standards in all our interactions. Our commitment to honesty, transparency, and accountability guides our decision-making and helps build trust with our clients and within our firm.

DIVERSITY AND INCLUSION

We celebrate diversity in our workplace and recognize that a wide range of perspectives strengthens our firm. By fostering an inclusive environment, we encourage creativity and innovation while ensuring that all voices are heard and valued.



PRACTICES

We are a specialized law firm dedicated to providing legal solutions tailored to the specific needs of each client. With a comprehensive and personalized approach, we combine our extensive experience and our specialized knowledge with a deep understanding of the current business environment. Our objective is to be strategic allies for our clients, offering expert advice and representing them in critical matters that impact their business.

WE ARE COMMITTED

to providing the highest quality legal services, based on knowledge, experience and continuous innovation. We focus on providing solutions that drive our clients' success and sustainable growth.

OUR MAIN AREAS OF PRACTICE INCLUDE THE FOLLOWING:

Corporate Services

Private Equity & Venture Capital

Finance and Fintech

Real Estate

Mergers & Acquisitions

Wealth Management

CORPORATE SERVICES

Our firm delivers expert legal services in corporate law, covering everything from everyday business matters to intricate corporate transactions.

TO MEET THE ONGOING LEGAL NEEDS OF OUR CLIENTS

we offer an innovative 'Legal as a Service' (LaaS) solution, designed to provide our clients with continuous and personalized access to high-quality legal advice. This service allows businesses to have a team of expert attorneys at their disposal without the costs and complexities of maintaining an in-house legal department. With LaaS, our clients receive regular updates on regulatory changes, compliance and corporate governance training, and real-time strategic advice. We are committed to providing flexible and accessible legal solutions tailored to the specific needs of each business, ensuring they are always prepared to address any legal challenges and maximize their growth opportunities.





FINANCE AND FINTECH

Our Finance and Fintech practice focuses on advising financial institutions, entrepreneurs, founders, startups and companies on the implementation of innovative financial technologies, while ensuring compliance with a fast-evolving legal and regulatory landscape and paving the way to thrive in highly regulated environments.

We bring a commercial understanding of the disruptive technologies that underpin the fintech industry, ensuring our clients receive tailored, relevant, and actionable advice specific to the technology they are leveraging.

OUR SERVICES

are designed to drive growth and innovation for our clients. With a deep understanding of the complex regulations and dynamics of the sector, we provide comprehensive advice on structuring financial transactions, regulatory compliance, and risk management. Our proactive and personalized approach enables our clients to confidently navigate the financial and fintech landscape, optimizing their business opportunities and ensuring their competitiveness in an ever-evolving market.

MERGERS & ACQUISITIONS

Our focus on client goals and our transactional expertise, allows us to proactively identify and work through potential challenges in any transaction. We aim to develop effective solutions to domestic and international clients and help them address these challenges in an ever-changing business environment.

We provide a comprehensive range of advisory services in the mergers and acquisitions sector, offering integrated consulting on all aspects of buying, selling or combining companies and businesses across industries.

We represent our clients in mergers and spin-offs, negotiated acquisitions, leveraged buy-outs, joint ventures, strategic alliances, corporate restructurings, including structural modifications and tax and operational optimization.

WE TAKE PRIDE

in delivering our clients a deep and innovative approach, while ensuring they comply with all applicable regulations and providing advice on implementing good corporate governance practices.



PRIVATE EQUITY & VENTURE CAPITAL

We understand that raising capital is fundamental for the growth and expansion of businesses, which is why we offer comprehensive and strategic advisory services to facilitate this process, adapting to the specific needs and objectives of each client.

We develop customized financing strategies that include both debt financing and private equity. We work closely with banks, investment funds, and other players in the financial market to ensure our clients access the best available capital and financing opportunities.

Our firm advises private equity firms through the full spectrum of transactions from initial fund formation to structuring and investments, to successfully exiting through the capital markets or strategic sales. We combine our expertise in fund formation, private equity finance, mergers and acquisitions, and capital markets to provide seamless and responsive support for private equity clients throughout every stage of a fund's lifecycle.

OUR EXPERIENCE

in creating and managing private equity funds enables us to provide innovative and structured solutions, optimizing investment efficiency and returns, helping our private equity clients and their portfolio companies to maximize their value. We assist our clients in preparing and presenting documentation, negotiating terms and conditions, and complying with all applicable regulations and standards.

Additionally we provide guidance on structuring capital rounds and identifying strategic investors who not only provide capital but also contribute valuable experience and networks. Our goal is to become strategic partners for our clients, supporting them at every stage of the capital-raising process and ensuring they have the necessary resources to achieve their growth and development objectives. Whether industry-focused, growth equity or middle market, we work to fully understand each fund's strategy and anticipate the needs of our clients.

REAL ESTATE

Our Real Estate practice advises a comprehensive range of market participants, including public and private investors, private equity firms, institutional investors, developers, financial institutions, family offices and both local and foreign hotel and tourism groups on all legal and regulatory aspects related to the acquisition, leasing, development, management, operation, financing, and sale of real estate.

Our firm's real estate capabilities span practice areas, sectors, and asset classes, including hospitality, industrial, mixed-use, multi-family, office, and retail. We take care of structuring the necessary investment vehicles for these types of operations, adapting to the specific needs of each client, and proposing innovative and visionary legal solutions to ensure the fulfillment of their long-term objectives.

Our lawyers have provided counsel to a wide range of clients, from small developers on their projects to large entities such as FIBRAs (Real Estate Investment Trusts), CKDs (Development Capital Certificates), and CERPIs (Investment Project Certificates) that have been placed in the Mexican Securities Market.





WEALTH MANAGEMENT

We understand that our clients are not only successful entrepreneurs but also individuals with personal objectives that require tailored and discreet advisory services. Therefore, we offer specialized services in wealth management and estate planning designed to protect and maximize the value of our clients' assets, both during their lifetime and for future generations. Our wealth management practice offers comprehensive and expertise regarding estate and succession planning. We focus on developing and implementing tailored legal strategies that mitigate tax, operational, and business risks, ensuring a smooth and efficient transition of assets.

USING A MULTIDISCIPLINARY APPROACH

we design legal structures that facilitate the transfer of control to the next generation, optimize control, management, and protection of assets. Additionally, we implement solutions that address estate matters and guarantee the use, enjoyment, and benefit of the testator's assets during their lifetime, utilizing instruments such as trusts and other efficient vehicles from a fiscal, financial, and operational perspective. Our proactive and confidential approach ensures that our clients' interests are always protected, allowing for the preservation of their family and business legacy.

LAURA DINORA MARTÍNEZ SALINAS

CONTACT

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Laura is a partner at Martínez Molina, S.C., specializing in financing and investment transactions within real estate and project development, startups, and financial services, as well as general corporate matters.

LANGUAGES

Laura speaks Spanish
and English

EDUCATION

Laura obtained her law degree from Tec de Monterrey, Campus Monterrey (Monterrey, N.L.), in 2007. She also holds an LL.M. in International Financial Law (with merit) from King's College London, University of London (London, United Kingdom), earned in 2014.

EXPERIENCE

With over 15 years of experience, Laura has specialized in public and private offerings of debt and equity securities, including Rule 144A and Regulation S offerings, as well as financing and investment transactions in the real estate sector, structured finance, financial services, fintechs, startups, corporate structures, private equity, capital markets, and securitizations.

Since 2021, Laura has served on the Board of Directors of Gruma, S.A.B. de C.V., the world's leading producer and marketer of corn-related products. Additionally, from 2014 to 2017, Laura served as Secretary of the Technical Committee of Fibra Hotel. Between 2017 and 2018, she worked as an international associate in the New York office of Paul Hastings LLP, primarily involved in capital markets transactions and cross-border financings across the United States and Latin America.

REPRESENTATIVE MATTERS

Throughout her career, Laura has been consistently involved in complex and high-profile matters, including advising Fibra Uno on its initial public offering and subsequent offerings, as well as advising Fibra MX's administrator in establishing a Fibra E program with a maximum issuance amount of MXP \$50 billion. She has also advised startups in capital and debt financing rounds and obtaining government authorizations and registrations needed for operations, including authorization to operate as an Electronic Payment Fund Institution, non-bank financial institutions, and other regulated entities.

Among recent non-confidential transactions, Laura has participated in the following:

- Advised Fibra Uno, the first real estate investment trust listed on the Mexican Stock Exchange, in its IPO, issuing and placing CBFIs both domestically and abroad for US \$300 million under Rule 144A and Regulation S of the U.S. Securities Act of 1933.
- Advised Argentem Creek Partners on the acquisition of a real estate development in the State of Mexico, comprising more than 4,000 homes, along with communal areas, parks, and commercial spaces.
- Advised Prudential Real Estate Investors in structuring a private real estate fund for the development of the group's commercial projects, with international investment.
- Represented Bancomext and 1754 Properties in structuring a secured financing granted in two tranches to a hotel group for the construction and operation of a luxury hotel in Baja California Sur.
- Represented JP 3 Financial (Payer) in the authorization process to operate as an Electronic Payment Fund Institution (IFPE) before Mexico's National Banking and Securities Commission (CNBV) and Banco de México, obtaining authorization in October 2024.

LORENZA MOLINA S.

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LANGUAGES

Lorenza is fluent in Spanish (native), English and French.

Lorenza is a partner at Martínez Molina, S.C., her work is specialized in Corporate and Private equity practices.

EDUCATION

Lorenza holds a Law Degree from Universidad Iberoamericana (Mexico City) where she graduated in 2010, she obtained her Master of Laws (LL.M) from Northwestern University School of Law in 2014.

EXPERIENCE

Lorenza has over 10 years of experience, focusing her practice primarily in matters related to public and private offerings of debt and equity securities, including offerings under Rule 144A and Regulation S, as well as transactions related to private equity investment structures, structured finance, mergers and acquisitions, capital markets and securitizations.

Lorenza worked as an international associate in the Chicago office of Latham & Watkins LLP, primarily involved in capital markets transactions, mergers and acquisitions, and financing in the United States, Latin America, and Spain.

REPRESENTATIVE MATTERS

Lorenza has advised national and foreign clients, including CKDs, private equity funds, public companies, real estate developers, banking institutions, brokerage firms, and other financial institutions. She has also participated in important international M&A transactions with national and international clients.

She has advised companies and entrepreneurs in connection with the set-up of their business in Mexico and their compliance with Mexican corporate obligations.

Among recent non-confidential transactions, Lorenza has participated in the following:

- Advised Telefónica in the US\$648 million sale of Telefónica Móviles Guatemala and Telefónica Móviles El Salvador to América Móvil, S.A.B. of C.V.
- Advised Telefónica in the US\$1.65 billion sale of Telefónica de Costa Rica, Nicaragua and Panamá to Millicom International Cellular.
- Advised TAG Norte Holding in the refinancing of a USD\$364.98 million senior credit with Credit Agricole Corporate & Investment Banking, MUFG Bank Mexico, CaixaBank, GE Capital EFS Financing and HSBC Mexico (among others), for the development, construction and operation of a gas pipeline known as “Ramones II Norte”.
- Advised Desarrollos Delta, one of the largest Mexican real estate developers, in the structuring and issuance of a CKD to be placed in the Mexican Securities Exchange for an offer amount of up to MXN\$4,000 million pesos, which will be focused on investments in income-producing and development real estate assets.

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