



## Daniel Nájera de los Santos

### Contact

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### Practices and Sectors

- Corporate
- Real Estate

### Profile

Daniel is a seasoned legal advisor with over 15 years of experience specializing in Real Estate, Corporate, corporate governance. As a Counsel, he is highly skilled in guiding corporations and investors through complex cross-border transactions and real estate ventures in Mexico. His expertise includes facilitating foreign investment, managing large-scale projects, and conducting due diligence for land acquisitions, leases, and drafting a wide array of commercial contracts. He has a proven history of working with Fortune 500 and publicly traded companies and is knowledgeable in governmental relations.

### Studies:

- Law degree (J.D. equivalent), Universidad de Monterrey, Monterrey, México, 2009
- Contract Management Certification Program, International Association of Contract and Commercial Management, Ridgefield CT, USA, April 2010
- European and International Law, Universidad Carlos III, Madrid, Spain, June 2006

His working languages are Spanish and English.

### Experience

Daniel's experience in the real estate sector is extensive, with a proven history of managing and closing complex transactions. He has been instrumental in securing and developing land portfolios for major projects, including manufacturing facilities, large-scale residential and commercial buildings. His experience encompasses performing comprehensive due diligence for land acquisitions, negotiating long-term industrial leases, and drafting a wide array of commercial contracts such as purchase agreements, joint ventures, and master leases. He also oversaw procedures before municipal, state, and federal agencies and provided legal opinions on real estate development projects nationwide. Notable achievements include securing a significant land portfolio

in Puerto Cancun for the development of residential towers and closing leases for a major telecommunications company to expand their coverage. Additionally, he successfully structured complex property management trusts with guarantees and reversion rights and managed brand portfolios.

He has also been directly involved in securing land for major projects, such as the Hisense facility in Mexico, and establishing operational sites for numerous Chinese and foreign companies in Nuevo Leon, facilitating their successful entry into the Mexican market. He conducted comprehensive due diligence for land acquisitions for foreign companies in Monterrey and drafted land purchase agreements in Nuevo León and Coahuila. His work also involved providing legal opinions on real estate development projects across the country. His experience extends to guiding the legal aspects of construction licenses for new store openings and renovations for a large pharmacy chain, ensuring compliance with all necessary permits and regulations.

In corporate law, Daniel has a comprehensive background of over 15 years, guiding Fortune 500 and publicly traded companies through intricate legal landscapes. His experience includes navigating cross-border transactions, corporate restructuring, and mergers and acquisitions. He is highly skilled in facilitating foreign investment, assisting companies with entity formation, and ensuring regulatory compliance. He has been instrumental in supporting the market entry and establishment of two major Chinese car manufacturers in Mexico and securing land for the Hisense facility. Daniel is adept at drafting and reviewing a wide range of commercial contracts, including service agreements, confidentiality agreements, and technology licenses. He also manages corporate secretarial duties, such as shareholder meetings, powers of attorney, and board of directors' minutes. He has experience overseeing commercial litigation exceeding ten million pesos and has provided support for expat relocation.

Furthermore, he has a solid foundation in governmental relations, ensuring seamless operations for international businesses at the federal, state, and local levels. He has conducted thorough internal audits of commercial contracts to mitigate risk and implemented new provisions to prevent future issues. Daniel has also played a key role in the corporate restructuring of companies. He has also managed legal aspects related to the operation and expansion of a pharmacy chain's stores, including managing and updating health licenses and coordinating with external law firms on criminal and civil proceedings.

### **Academic and Publishing collaborations**

- Mastering CHATGPT For Legal Work: 50 Must-Have Tools and Tips: Enhance Your Legal Practice with AI - *Amazon Publishing Company, 2024*
- Mastering CHATGPT For Drafting Agreements: Transforming Legal Drafting with AI for Business and International Law - *Amazon Publishing Company, 2024*

### **Professional Organisations**

- Active Member of Phi Delta Phi, Santos Theriot Chapter

### **Recognition**

- Best Lawyers ® in Mexico, Corporate, Corporate Governance and Real Estate (2022, 2023 and 2024).