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WE ARE A
TALENTED TEAM
OF MORE THAN
80 LAWYERS
AND PARALEGALS,
SPECIALIZED IN
MOST AREAS
OF LAW.



We are resourceful, dynamic,
reliable and client-oriented.





REAL ESTATE



The firm has extensive experience in comprehensive advisory services related to various aspects of the real estate industry. In this regard, we advise residential, office, industrial, and logistics real estate developers, as well as investors, landowners, and sellers, on a wide range of agreements related to real estate developments and projects.

We have been involved in projects totaling more than 400,000 square meters of office space, including built-to-suit formats, developments, construction, leasing, and relocation. Additionally, we have participated in residential projects comprising more than 2,000 homes.

We advise clients on their industrial activities related to plant permits and construction projects, ranging from greenfield developments to the expansion of existing plants and logistics parks.





We have also worked in the hotel industry, assisting with the purchase or sale of hotels, operation contracts, and the establishment of hotel chains in Argentina.

Our advisory services include assisting foreign clients with various transactions in Argentina, including residential properties, hotels, farmland, agricultural areas, vineyards, and leisure properties.

We have a deep understanding of the market (reference prices, areas, vacancies) and many of its key players (developers, builders, property owners). Our firm has interacted with all major international corporate brokers (CBRE, JLL, C&W, Colliers, Newmark, among others).



OUR SERVICES

- Advising on the most suitable legal and tax structure according to the project
- Advising on the purchase of properties for real estate developments (residential, commercial, or office)
- Establishing real estate trusts
- Drafting and negotiating construction contracts
- Contracts for the use of land or offices (leasing, right of use, trusts)
- Structuring mortgages, securities, and other guarantees related to the projects
- Pre-purchase agreements, standardized contracts, and other documents for the sale of residential units, office spaces, mixed-use properties, and/or commercial and industrial premises
- Analysis and alignment with regulations on public financing, whether through private structures or public fundraising structures (such as savings circles or similar)
- Economic, foreign exchange, and financial aspects of real estate projects, advising on the most suitable legal, foreign exchange, and tax structure according to the project



OUR SERVICES

- Regulation and compliance with environmental regulations, zoning regulations, land use, and other necessary government permits
- Advice and representation in litigation for claims from consumers/buyers of units in real estate developments
- Contracts with service providers and professionals
- Incorporation, management, and maintenance of corporate books for real estate purposes
- Advice on Border Security and Rural Lands matters
- Tax advice related to real estate projects and/or transactions, including areas recently promoted by local governments with tax deferments or exemptions
- Advice on advertising regulatory aspects of real estate properties
- Industrial activity in so-called "Industrial Parks" or "Logistics Parks" (warehousing) and other industrial or commercial facilities
- Negotiation of contracts related to shopping centers
- Acquisition, sale, and operation of hotels



OUR SERVICES

Furthermore, our firm supports this practice with other areas of expertise that have a substantial impact on real estate transactions, such as:

- Tax and currency planning for project structuring
- Tax advice on local contracts and local taxes, as well as other contributions imposed on companies or industries (e.g., municipal rates)
- Regulatory issues regarding municipal and provincial permits for all types of industries and industrial parks or warehouses
- Insurance
- Construction contracts under different modalities. Turnkey contracts for power plants for various suppliers of thermal power stations (General Electric), pipelines, and gas compressor plants (TGS), which regulate the construction of the plant from the beginning (ground zero) to the plant's delivery.
- Legal aspects related to contracting surety insurance related to the employment contract.
- Customized Build-to-Suit contracts for companies with large office space needs.



EXPERIENCE AND TRANSACTIONS

- Financing scheme for a Built-to-Suit contract of 9,000 m², whereby a major multinational food company like Tenant advanced future rents to be applied towards part of the construction financing, with a repayment guarantee regime for cases of default and establishment of a control and monitoring scheme for construction deadlines and quality for warranty enforcement in case of default.
- Customized construction regime for 24,000 m² in the Technology District, under a mixed regime including financing of the construction by a multinational company as tenant in a mixed usufruct and lease regime, and a specific regime for improvements to be made by the tenant during construction.
- Advising a German automobile manufacturer on the preparation of a tender for the selection of a new office building in various options (built to suit, construction tickets, and acting as principal in a greenfield scheme).
- Advising a European automobile manufacturer on selecting a supplier for the development of a built-to-suit project for relocating its training center. This operation involves extensive due diligence on the land (zoning and permitted uses) and negotiation of construction agreements and appropriate guarantees.
- Advising the owner on the definition and structuring of the Real Estate Trust Agreement for the implementation and financing of the subdivision into residential and commercial lots of a gated community, establishing pre-sale periods to enable project financing.



EXPERIENCE AND TRANSACTIONS

- Advising the owner (mainly Argentina Brewery) on the comprehensive development of a real estate project using a trust agreement that includes the conversion of the brewery's original malt house building into a supermarket, incorporating the participation of foreign investors.
- Advising on the rezoning of coastal areas (owned by three different companies) in the City of Rosario to allow for the development of a residential real estate project, involving complex and intensive negotiations with municipal agencies.
- Advising a leading global IT company on the relocation of its current offices in Argentina (renegotiation of the existing lease agreement and relocation to a new facility).
- Advising the IT company (local number one marketplace) on the preparation of Build-to-Suit contracts to be used in tenders for the expansion of their logistics businesses.
- Advising the three main international brokerage firms on their Facility Management agreements related to various logistics parks in different jurisdictions of Argentina.
- Advising an Italian conglomerate on the execution of an architectural complex consisting of residential units, to be developed on a plot located in the province of Buenos Aires.
- Advising real estate asset owners in the City of Buenos Aires and Argentina on restructuring for asset disposal, with the latest transaction involving a 100,000 square meter mixed-use project in the city
- Offering comprehensive advisory support to a family office during the acquisition process of the Bank of Tokyo building, which includes overseeing construction activities and the incorporation of additional floors into the existing structure.



EXPERIENCE AND TRANSACTIONS

- Debt restructuring for a local developer (GNV) with the contractor Constructora Sudamericana SA during the construction of the Puerto Madero building complex, establishing guarantees through the conditional transfer of rights over purchase agreements to ensure payment of the contractor's debt.
- Advising on the establishment of various Trusts for the execution of different projects within the Ayres group, including Ayres Chico, Ayres Vila, and Sky Glass.
- Advising on the structuring and preparation of all documentation for residential projects including:
 1. "Barrancas de Dina Huapi" (Bariloche, Río Negro, Eidico / BAF)
 2. "Fideicomiso Colonia Suiza" (Bariloche, Río Negro, Funf SA)
 3. Fideicomiso Ushuaia Eidico (Tierra del Fuego, Eidico, Celeria SA)
 4. Finca La Perla (Province of Mendoza)
 5. Finca Agrelo (Province of Mendoza)
 6. "Fideicomiso Inmueble Azara" (City of Buenos Aires)
 7. Fideicomiso Proyecto Barracas (Autonomous City of Buenos Aires)
 8. Fideicomiso Dardo Rocha (San Isidro, Buenos Aires Province) for foreign private equity funds.
- Advising the Ecipsa Group on various legal matters, primarily regarding their real estate products "Altoplan" and "Natania" in the provinces of Córdoba, Mendoza, Salta, Tucumán, San Juan, Neuquén, and Chubut.
- Advising Studio Shutts & Bowen (USA) on various aspects of Argentine law related to real estate projects in Miami, including "Melody Tower," "Flagler On the River," and "25 Mirage."



EXPERIENCE AND TRANSACTIONS

- Sale of Estancias María Cristina and Estancia Rivadavia by Grupo BAF to Lenga Patagonia S.A.
- Advising on various real estate projects at Brickland Capital S.A. and the corporate aspects related to them.
- Advising several olive oil and wine producers on the acquisition of various land parcels in jurisdictions where certain issues (such as water use) are heavily regulated.
- Advising Selim Group on the development of large-scale projects (residential and commercial), including defining the most suitable legal and tax structure, land acquisition, purchase contracts, construction contracts, litigation, etc.
- Advising Mercedes Benz on the relocation of their training center, involving extensive due diligence on the land (zoning and permitted uses) and negotiation of construction contracts and appropriate guarantees.
- Advising a European automotive terminal in the tender process for selecting projects related to the purchase of own offices with funds generated in Argentina subject to limitations on transfers abroad.
- Colonia Suiza Trust: Acquisition through a trust.
- Finca La Perla: Acquisition through a trust.
- Custom-built scheme for 24,000 m2 in the Technological District in a mixed scheme including financing of the construction by a multinational company as a tenant under a mixed usufruct and lease scheme, with a specific regime of improvements to be made by the tenant during the construction.



EXPERIENCE AND TRANSACTIONS

- Mil Aires, ECIPSA group: Advising on the structuring and design of legal documents for a mega housing project in Villa Devoto on a 5-hectare land.
- Nobleza Piccardo: Partial acquisition of the company owning the land in a site with the capacity to develop 700,000 m2.
- Barrancas de Dina Huapi: Legal structuring of the project and advice on the incorporation of new partners and marketing.
- Miradores del Beagle: Structuring and marketing alongside Eidico.
- Inmueble Azara (formerly Alpargatas): Acquisition and structuring through a trust.
- Proyecto Barracas Trust: Acquisition and commercial partnership with Portland.
- Cassa Isidro: Acquisition of dozens of units through a swap for square meters in other projects, involving trusts and cross-guarantees.
- Advising various foreign residents on different property purchase transactions (residential homes, farms, vineyard estates, condo-hotels, and stud farms), either directly or through various entities established for this purpose.
- Advising the land seller in the technology district (one block) for the development of a mixed-use project of residential, office, and commercial base, which was structured with various types of guarantees established in Argentina and abroad.



EXPERIENCE AND TRANSACTIONS

- Advising a leading global software company on the lease contract extension and overlapping for the relocation of offices to a new building by IRSA in Catalinas.
- Advising various clients on the AL RIO project in Vicente Lopez, with the aim of maximizing situations following the developer's non-compliance and bankruptcy.

EXPERIENCE AND TRANSACTIONS (currently ongoing)

- Advising on the development of a gated community in San Martin de los Andes, participating in the design of the legal and tax structure, commercial design, and involvement in the project approval process by the authorities.
- Advising on the modification of the horizontal property regulations in a building located in Puerto Madero due to works carried out after its completion.
- Renegotiation of office leases located in the Polo de Parque Patricios from contracts nearing expiration.
- Advising a group of shareholders on the sale of a building dedicated to the provision of medical and health services in the Province of Buenos Aires.



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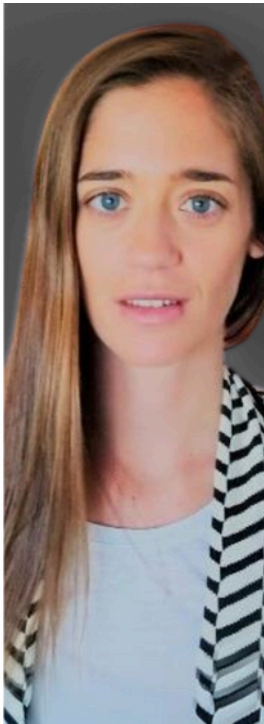
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