

# RENÉ MALDONADO

General Counsel & Real Estate Strategist

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## EXECUTIVE PROFILE

Senior Legal Executive with over 23 years of experience turning the legal function into a competitive advantage for top-tier real estate developers. Specialist in aligning legal security with business profitability in complex environments. I have led the legal structuring of assets exceeding \$1.5 Billion USD, including critical transactions with REITs (FIBRAs) and international funds. Expert in Corporate Governance, M&A, and high-impact negotiation.

## TRACK RECORD: ICONIC TRANSACTIONS

### Portfolio Sale to REIT (Industrial & Retail)

*M&A / Transactional | Lead Deal Counsel*

Strategic participation in the sale of a stabilized asset portfolio (Shopping Malls and Industrial Parks) from GICSA to Fibra Uno. Deal valued at approx. \$1 Billion USD. Managed Due Diligence, closing, and asset transfer.

### 'Cabo Norte' Capitalization (Mérida)

*Mixed-Use Development | Legal & Financial Structuring*

Designed the legal architecture for the capitalization and development of the first premium planned community in Mérida. Negotiated co-investments and structured debt for residential and commercial components.

### Real Estate Fund Structuring

*Capital Markets | Managing Partner*

Creation of investment vehicles for the development of iconic hotels and malls in Mexico, ensuring regulatory compliance and tax optimization for institutional investors.

## PROFESSIONAL EXPERIENCE

### CEO / Managing Partner

**Renueva Integradora | September 2018 - Present**

Boutique 'Legal Management' firm where I operate as an external General Counsel for high-profile business groups. I centralize all legal strategy provided by the firm.

- Comprehensive Legal Management for companies in the Real Estate sector.
- Design and implementation of Corporate Governance and Compliance structures for family businesses undergoing institutionalization.
- Structuring of complex investment vehicles (Trusts, Joint Ventures) for capital raising.
- Direction of strategic and preventive litigation strategies to protect shareholder assets.
- Implementation of 'Legal Design' to simplify contracts and streamline commercial decision-making.

## **Principal - Capital Markets**

**Avison Young | August 2016 - August 2018**

Led the Capital Markets division in Mexico for this global Canadian firm.

- Structuring investment theses for foreign institutional funds entering Mexico.
- Closing 'Core' and 'Value-add' asset purchase/sale transactions.
- Negotiating complex contracts with REITs (FIBRAs) and CKDs.

## **Founding Partner**

**Kapitales | February 2012 - September 2016**

Financial-legal consultancy focused on raising capital for real estate developments.

- Raising seed and mezzanine capital for mid-sized developers.
- Legal auditing of land and assets to guarantee project bankability.

## **Deputy Legal Director of Finance & Strategic Business**

**GICSA | January 2001 - March 2011**

Critical legal management during the developer's most aggressive expansion phase.

- Led legal structure for syndicated loans and securitizations exceeding \$1.5 Billion USD.
- Direct negotiation of corporate debt restructuring.
- Legal supervision of strategic land reserve acquisition nationwide.

## **EDUCATION**

### **Legal Tech & Innovation**

CEU Madrid | 2020

### **Top Management Program (AD-2)**

IPADE Business School | 2018

### **Law Degree (JD Equivalent)**

Universidad Iberoamericana | 1994 - 1999

## **EXECUTIVE COMPETENCIES**

### **Executive Leadership:**

Corporate Governance, Strategic Negotiation, Crisis Management, Legal Management

### **Sector Expertise:**

Real Estate, REITs (FIBRAs), Cross-border M&A, Corporate Law

### **Innovation:**

Legal Design, Asset Protection, Legal Process Optimization