



ROSA ELENA COTO GARCÍA

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🗨 Spanish | English

PRACTICE AREAS

- Corporate
- M&A
- Private Equity

Rosa Elena Coto García has broad experience representing and advising in decision-making processes related to business and investment for a wide range of domestic and foreign entities, startups, and capital investment funds, understanding and anticipating specific needs.

In the mergers and acquisitions practice, Rosa Elena has used her expertise to advise in the drafting, negotiation, structuring and execution of a variety of structures related to stock purchases, asset purchases, corporate restructures, capitalization procedures, spin-offs, mergers, acquisitions, co-investments, strategic alliances, company incorporation matters, capital investment funds and trusts, among others.

Likewise, part of her practice entails advising private equity funds focused on investing in several industries, including in start-ups and tech development projects, automotive industry, mezcal industry and retain sector, throughout the early stages, as well as in those in which a higher amount of capital is required due to the growth of the entity or new needs. She has also participated in divestiture procedures of such private equity funds.

Most recently, Rosa Elena has also taken part in several M&A transactions, advising her clients in corporate governance matters and participating in several Boards of Directors, in charge of the Corporate Secretariat.

RELEVANT MATTERS

- Representation of Monomoy in Mexico in the acquisition of Waupaca Foundry, Inc. and its subsidiaries, in the diligence process of the Mexican subsidiary (Waupaca Foundry de México, S. de R.L. de C.V.), in the review and drafting of the documents necessary to perform such acquisition.
- Representation of Casa Arroyuelo Guadalupe, S.A.P.I. de C.V. in the negotiation of the documents necessary for the sale of the “Bruma” winery development in Valle de Guadalupe to Thor Urbana.
- Representation of Atlas Holdings in the acquisition of USF Holdings LLC and its subsidiaries, in the diligence process to the Mexican subsidiary (U.S. Farathane, S.A. de C.V.), and in the review and drafting of the documents necessary to perform such acquisition.
- Representation of Balandra Capital Operadora, S.A. de C.V. in the structuring of Bucerías Funding, S.A.P.I. de C.V., as investment vehicle, and in the negotiation of the documents necessary to perform the investment of Bucerías Funding, S.A.P.I. de C.V. in Take Flight Ventures, S.A.P.I. de C.V. (Birdman - a 100% plant-based protein) for a 20% participation in its corporate capital. Non-member Secretary of the Board of Directors of Take Flight Ventures, S.A.P.I. de C.V.
- Representation of Balandra Capital Operadora, S.A. de C.V. in the structuring of Loreto Funding, S.A.P.I. de C.V., as investment vehicle, and in the negotiation of the documents necessary to perform the investment of Loreto Funding, S.A.P.I. de C.V. in Exalta Hero, S.A.P.I. de C.V. (licensee of Lululemon Athletica Canada Inc. in Mexico) for a 20% participation in its corporate capital.
- Representation of CIP Capital and its operative entity 3Pillar Holding, LLC in the acquisition of Tiempo Acquisition Corp. (a company that is part of the investment portfolio of Alerion Capital) and its Mexican subsidiaries for USD\$50M.
- Merger of certain entities pertaining to an international group of the automotive industry, as a consequence of an internal reorganization.
- Representation of Atlas Holdings in the acquisition of substantially all of the assets of LSC Communications through an organized sale procedure.
- Representation of Wamex/Multinational Industrial Fund in the sale of its subsidiary Salud Capital to Abu Pharma.
- Representation of KIO Networks in the sale of the telecom network to American Tower Corporation for USD\$500M.
- Implementation of private capital funds, as well as its investments in Mexican Start-Ups, specially in the tech industry. Non-member Secretary of the Board of Directors of such private capital funds.
- Representation of Motus Integrated Technologies in the sale of the visors auto parts business in Mexico to Daimay Automotive Engineering Technology.
- Representation of KIO Networks in the acquisition of Metro Net for USD\$450M.
- Participation in Pro-Bono activities in matters related to Menopause.

AWARDS AND RECOGNITIONS

- Corporate and M&A recommended, The Legal 500.
- Corporate and M&A rising star, The Legal 500.

EDUCATION

- Master's Degree in Business Law, Universidad Panamericana (UP), 2019.
- Law Degree, Instituto Tecnológico Autónomo de México (ITAM), 2006.

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- Law Degree, Instituto Tecnológico Autónomo de México (ITAM), 2006.

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