



GONZALO VARGAS

Partner

Business-oriented legal practitioner

gvargas@gcsc.com.mx

Areas of Practice

Corporate

About

Gonzalo has been partner at GC since 1991. He is a transactional attorney with over 30 years of experience providing legal and business advice to domestic and multinational companies with particular focus on projects and infrastructure, oil and gas, energy: power generation, petrochemicals, joint ventures, government procurement -public bids and regulatory matters-, real estate, as well as in alternative dispute resolution and arbitration -acting as expert witness in domestic and international arbitration proceedings.

Market commentators commend his “ability to suggest alternatives.” Chambers & Partners”

Recognized as a business-oriented practitioner, Gonzalo acts as board of director active member for several joint venture companies. He also has experience in cross-border investments, M&A transactions, corporate finance, sophisticated corporate structures, and disputes between shareholders.

Gonzalo has developed critical knowledge and made key contacts through his work with a myriad of real estate developers, financial institutions, general contractors, management companies, architectural firms, sponsors, brokers, service companies and other clients in a broad range of local and cross-border transactions related to the real estate sector. This also includes his participation in international public and private bids linked to either the acquisition of major assets or construction of infrastructure. He is also knowledgeable in distressed asset management and is widely recognized in the Mexican legal and business sectors due to his

experience in the implementation of sophisticated purchase and sale agreements for golf courses, clubs, hotels, and other properties.

Experience

- Represented Proyectos del Norte Avviare in the acquisition of properties according to the company's development plans, including due diligence analysis, planning, construction, operation, coordination and management of the various projects
- Representation of InterContinental Hotel Group in all their legal negotiations, including the structuring and agreements related with the development of their business operations
- Represented Hidrocarburos del Sureste in its US\$38 million EPC contract for the design, construction and start-up of a private-owned marine off-shore hydrocarbon storage terminal

Awards & Recognitions

Real Estate recommended, The Legal 500

Projects & Infrastructure recommended, The Legal 500

Recognized in Project Finance & Infrastructure, Latin Lawyer 250

Recognized lawyer in Real Estate & Tourism, Latin Lawyer 250

Global Leader in Hospitality, Who's Who Legal

Global Leader in Real Estate, Who's Who Legal

National Leader Mexico in Construction & Real Estate, Who's Who Legal

Corporate and M&A recognized lawyer, Best Lawyers

Investment recognized lawyer, Best Lawyers

Project Finance and Development recognized lawyer, Best Lawyers

Real Estate law recognized lawyer, Best Lawyers

Listed in the Real Estate Expert Guide, an Euromoney Institutional Investor publication

Education

Certification as mediator by the Mexico – USA Dispute Resolution Center.

International Commercial Arbitration Studies, Escuela Libre de Derecho, Mexico City, Mexico

Tax Graduate Studies, Universidad Panamericana, Mexico City, Mexico

Law degree (J.D. equivalent) with honors, Universidad Anáhuac, Mexico City, Mexico

Memberships

International Bar Association (IBA)

International Society of Hospitality Consultants (ISHC)

Publications & Collaborations

Article: “Regulations for lithium exploitation: Mexico and Bolivia's advancements.” Published by LexLatin [Download](#)

Real Estate Global Guide 2021, Mexico Chapter, published by Chambers and Partners [Download](#)

Corporate Governance Guide 2020, Mexico Chapter, published by Getting the Deal Through/Lexology [Download](#)

Government Procurement Guide 2020, Mexico Chapter, published by Legal 500 [Download](#)

Languages

Spanish

English