

# Snell & Wilmer

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## Manuel Rajunov

Partner | Dallas

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### Main Bio

**Manuel is admitted to practice law in Mexico and is a Registered Foreign Legal Consultant in Texas. He is not otherwise admitted to practice law in the United States.**

Manuel Rajunov provides cross-border tax and transactional counsel to US and non-US multinational entities, with a particular focus on inbound and outbound Latin American investment strategies. This includes Israel-based companies on their investments in Latin America, and Latin American-based entities on their foreign investments. Manuel also counsels clients on real estate investments, structured finance transactions, and mergers and acquisitions.

### Representative Experience

#### Tax

- Served as lead tax counsel to a Mexican pension fund in establishing an investment platform in the United States
- Served as lead tax counsel to a multinational diversified aeronautics corporation in connection with their Mexico operations
- Served as lead tax counsel to a multinational consulting firm on the proposed acquisition of a Mexico-based regional consulting services provider
- Served as lead tax counsel to a US-based automotive supplier on the sale of a division to a US-based multinational corporation
- Served as lead tax counsel to a US-based real estate developer on its investments in Mexico and Argentina
- Served as lead tax counsel on the proposed management buy-out of regional media conglomerate in Latin America
- Served as lead tax counsel to a Spain-based, multi-national gaming systems and equipment manufacturer in the reorganization of its Latin American operations
- Served as lead tax counsel to a Mexican casino operator on the proposed acquisition of a major competitor
- Served as lead tax counsel to a Colombian family office in the structuring of a private equity fund

- Served as lead tax counsel to Mexican sponsor in the formation of a real estate investment fund
- Served as lead tax counsel to a Chilean family office in the structuring of its regional investments
- Served as lead tax counsel to a US-based real estate investment fund on its investments in Latin America
- Served as lead tax counsel to a US-based hedge fund in structuring lending transactions in Mexico
- Served as lead tax counsel to a major original auto parts manufacturer, in the reorganization of its North and Central American manufacturing platform
- Served as lead tax counsel to a Mexican industrial conglomerate in the negotiation of several joint ventures with US based automotive and technology companies
- Served as lead tax counsel to a joint venture between a US real estate investment fund and a Mexican operator, in the creation of a platform to invest in Mexican real estate projects
- Served as lead tax counsel to a special purpose acquisition companies ("SPAC") in its proposed acquisition of a Mexican target
- Served as lead tax counsel to a Mexican gaming company in its proposed merger with a US-based SPAC
- Served as lead tax counsel to a consumer electronic products manufacturer in the reorganization of its Mexican operations
- Served as lead counsel for a European-based automotive part manufacturer in the tax reorganization of their Mexican operations
- Served as lead Mexican counsel to a power generation systems manufacturer, in the implementation of global tax strategies
- Served as lead Mexican tax advisor on multiple global transactions with an aggregate value of \$50 billion
- Served as lead tax adviser to a US-based investment group in the development of a US\$100 million exclusive luxury vacation housing community in Los Cabos, Mexico
- Served as lead counsel to a US based REIT in the restructuring of its Mexican portfolio to allow tax savings in excess of US \$80 million
- Served as lead tax, legal and operational adviser to a major US-based buyout fund in the migration to Mexico of the manufacturing operations of several holdings
- Served as lead counsel and tax adviser to several foreign-based family-owned or majority controlled companies regarding the establishment, operation, expansion and divestiture of their Mexican operations in the manufacturing and distribution, real estate, services and retail industries

## **Mergers & Acquisitions**

- Represented a US-based, private equity backed company in the acquisition of a Mexican based manufacturing company
- Represented a US-based private equity fund in the acquisition of a specialized products division from an EU-based multinational corporation
- Represented a US-based private equity fund in the acquisition of a minority stake in a US-based produce and fruit grower and distributor with operations throughout Latin America
- Represented a US-based, privately-held company in the acquisition of a Mexican distributor

- Represented a European gaming company in the acquisition of businesses in Mexico, Peru and Panama
- Represented a Japanese consumer electronics products company in multiple acquisitions and divestitures in North America
- Represented a US-based cloud-based software company in the acquisition of an R&D center in Colombia
- Represented an Israel-based energy technology company on the acquisition of a Mexican target
- Represented a Mexican automotive company in the acquisition of several businesses in the United States
- Represented a US-based consumer household products manufacturer in the acquisition of a distribution company in Mexico, in a transaction valued at \$50 million
- Represented a Canadian real estate brokerage company in expansion into Mexico by acquiring a local real estate company
- Represented a US-based real estate investment fund in the acquisition, reorganization and divestment of its Mexican real property portfolio with a net asset value average of \$850 million
- Represented a US-based developer in the divestment of its Mexican portfolio in a transaction valued at \$350 million
- Served as co-counsel to a major US conglomerate in the acquisition of majority stake in the automotive battery division of one of the largest diversified industrial groups in Mexico

## **Real Estate and Development**

- Served as lead counsel to a US-based investment fund in the acquisition and lease-back of several industrial properties in Mexico
- Served as lead counsel to a US-based investment fund in the development of an investment platform to acquire and develop industrial properties in Mexico
- Served as lead counsel to a US-based developer in the purchase of a real estate development in Mexico
- Served as lead counsel to a Bogota-based real estate investment fund in the negotiation of development joint-ventures in Peru and Chile
- Served as co-counsel to a US-based real estate investment fund in the proposed acquisition of a Latin American based REIT
- Served as lead counsel to a US-based time-share operator on the acquisition of a property portfolio in Mexico
- Served as lead counsel to a US-based real estate investment fund in the divestiture of its interests in multiple development joint-ventures in Mexico
- Served as co-counsel to the investment group that developed properties in San Miguel Allende, Mexico and Punta Mita, Mexico
- Served as co-counsel to the investment group developing a 500-room resort in Cancún, Mexico
- Served as co-counsel of the investment group that developed a major resort located in Baja California
- Served as lead or co-counsel to several US-based real estate investors in the development of housing communities and resorts in Mexico, with a combined investment of US \$300 million

- Represented the real estate division of a major oil company in the purchase and development of a housing joint venture in Mexico
- Represented a US based investment fund in the management of commercial real estate in Mexico
- Served as lead or co-counsel to several US-based real estate investors in the development of three industrial parks in Mexico, with a combined investment of US\$200 million
- Served as lead Mexican counsel to an Israel-based defense contractor in a public bid process with the Mexican Department of National Defense

## **Financing**

- Served as lead Mexican counsel to a US-based private equity fund on the financing of a Mexican telecommunications provider
- Served as counsel to a multi-national gaming company in the financing of its global operations
- Served as counsel to a US-based insurance company in the structuring of its Mexican lending platform
- Served as counsel to a Mexican gaming operator in the negotiation of financing terms for a proposed acquisition valued at \$320 million
- Served as counsel to several US-based real estate investment funds and investment trusts in the financing of real property portfolios in Mexico

## **Intellectual Property**

- Served as lead Mexican counsel to a US-based software company in the reorganization of their global intellectual property holdings
- Served as lead Mexican counsel to an Israel-based software company in a licensing transaction with a Mexican casino operator

## **Operations**

- Represented a US-based worldwide refrigeration company in the establishment of Mexican manufacturing operations for three divisions and the operations of a joint venture with a Mexican-based conglomerate
- Served as lead Mexican counsel to several Israel-based technology companies on all business aspects of their operations in Mexico
- Served as co-counsel to three major Fortune 500 US-based automotive suppliers in the establishment of their Mexican operations with a combined investment in excess of US\$350 million

## **Education**

- Universidad Iberoamericana, Mexico, (J.D.)
- Instituto Mexico, (B.A.)

## **Languages**

- Spanish
- Hebrew

## **Professional Memberships & Activities**

- Mexican Bar Association
- American Bar Association
- International Bar Association
- International Fiscal Association
- Dallas Council of Foreign Relations

## **Professional Recognition & Awards**

- Chambers USA
  - Tax (2021-2024)
  - Real Estate (2017)
- The Legal 500
  - Private Practice Powerlist (2018-2019)
  - US Taxes – Non-Contentious (2018)
- The Best Lawyers in America, Tax Law, Dallas (2019-2024)
- Latinvex, Top 100 Lawyers
  - Corporate/M&A (2020-2024)
  - Tax (2020-2024)

## **Community Involvement**

- American Israel Public Affair Committee (AIPAC)
  - Dallas Executive Committee, Chair (2010-2018)
  - National Council, Member (2011-Present)
  - Dallas Political Committee, Chair (2015-2018 and 2022-2026)
  - Leadership Institute Alumnus Class of 2019
- Congregation Anshai Torah, Executive Vice President (2024-2026)
- Wexner Heritage Program, Fellow

## **Bar Admissions**

- Mexico