

RAFAEL ROMO

rromo@romopg.com · Romo & Pérez Grovas

Rafael has more than 35 years of experience advising both Mexican and international clients on mergers and acquisitions, investments and strategic alliances, corporate and real estate law, and family business matters. He is licensed to practice law in Mexico and the State of New York.

Before co-founding Romo & Pérez Grovas, he spent six years at two top New York law firms, Debevoise & Plimpton and White & Case, building a strong practice in cross-border transactions.

Experience

Rafael's experience includes:

- Representing buyers, sellers, and investment funds in acquisitions and divestitures of assets and companies across the real estate, hospitality, restaurant, financial services, manufacturing, optical and dental, retail, telecommunications, electronic security, transportation, software, education, agriculture, logistics and street furniture sectors.
- Negotiating joint ventures for Mexican and international investors in the textile, financial services, transportation, telecommunications, and insurance industries.
- Advising Mexican and international financial institutions and companies on the design and implementation of financing structures — including lease-back and sale-leaseback arrangements, syndicated loans, and credit facilities secured by trusts and nonpossessory pledges.
- Counseling telecommunications consortia on the formation and financing of companies providing personal communication services (PCS).
- Leading debt restructurings for major textile groups with banking syndicates, and for telecommunications companies in private debt workout processes.
- Structuring investment vehicles for real estate and hotel developments under fractional ownership, condominium, and other regimes.
- Advising transportation companies on corporate structuring, private equity participation, and sector consolidation transactions.
- Advising financial services companies on merger processes and clients in the optical, restaurant, and general services sectors.
- Guiding family-owned businesses through institutionalization, corporate governance, family protocols, and trust structures.
- Advising Mexican and foreign companies on foreign investment and antitrust matters.
- Serving on boards of directors of companies in the real estate, restaurant, and retail sectors.



- Advising SOFOMs (non-bank financial entities) on regulatory compliance, anti-money laundering (AML), and general compliance matters.

Practice Areas

Mergers & Acquisitions
Corporate Law
Real Estate & Hospitality
Banking, Finance & Project Finance
Workouts
Foreign Investment
Family Business & Personal Advisory

Education

Columbia University, School of Law

LL.M. (Master of Laws), New York – 1994

Escuela Libre de Derecho

Graduate Program in International Business Law – 1992

Escuela Libre de Derecho

LL.B. (Law Degree) – 1990

Languages

Spanish and English

