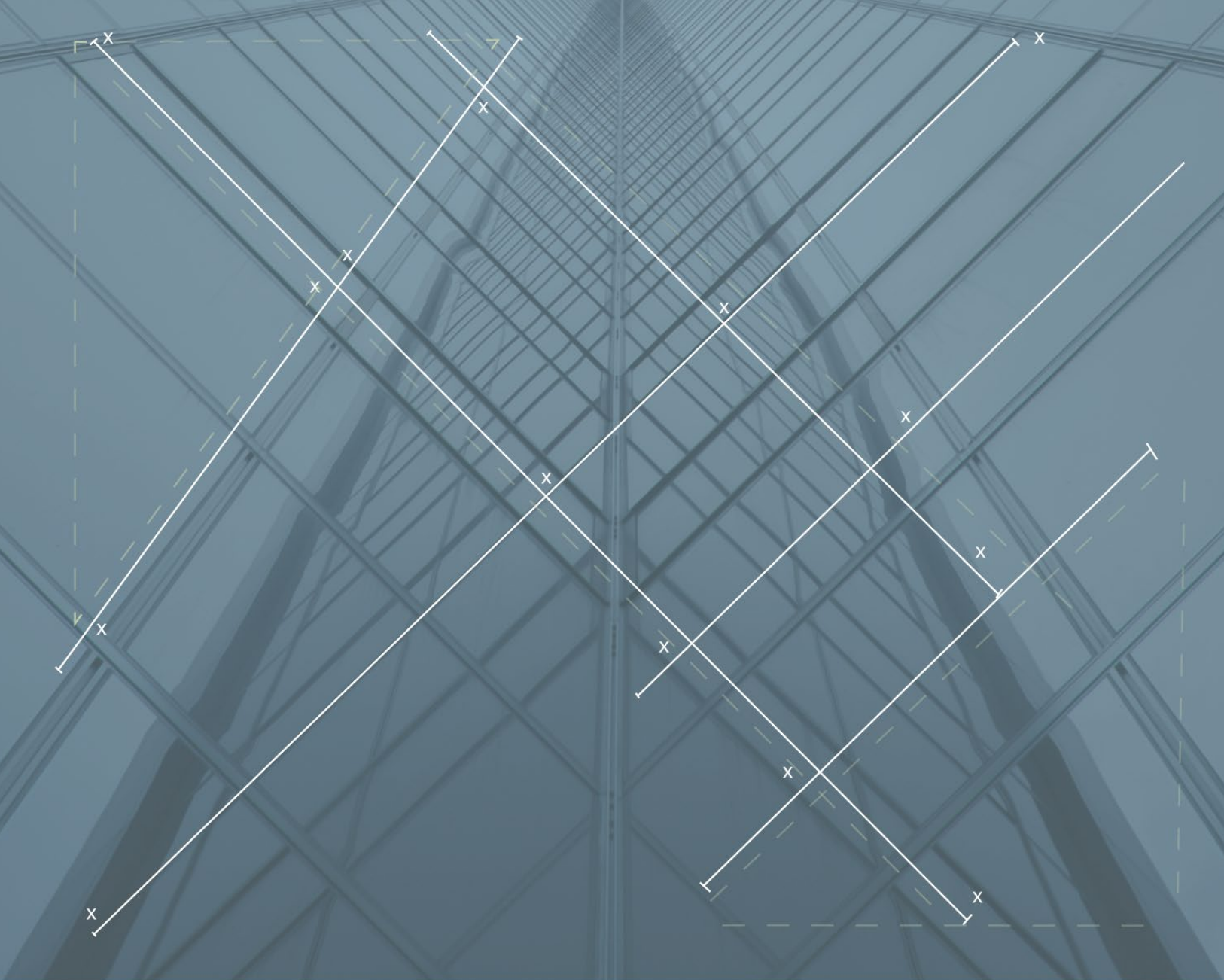


# BALLESTEROS MUREDDU



HACER  
CIUDAD



#### WHAT OUR CUSTOMERS SAY ABOUT US

Ballesteros and Mureddu has advised ICA Fluor not only efficiently, but quickly and proposing alternative solutions that have resulted in benefits for our company, obtaining concrete and positive results. They have demonstrated a thorough knowledge of applicable laws, both on state and municipal legislation, such as environmental matters.

Luis Reguer López, Project Manager of ICA Fluor

For us the participation of Ballesteros and Mureddu has been very important. More than an outside consultant, we are proud to consider them as part of our team.

Rogero Castañeda Sachs, CEO of Hacienda El Campanario

**We have developed legal consulting service in urban matters and governance for various municipal, state and federal authorities that have the responsibility to guide and regulate territorial development and management of the city.**

We participate with an active role in determining the legal and operational strategy of any real estate business as well as in management efficiency for projects in front window.

Our advisory, management and representation services include horizontal, vertical and mixed commercial, industrial and housing projects.

We assist the company with specialized services from land acquisition or transformation of the agrarian regime until its individualization; from the integration of the commercial strategy with investors, trusts or land input schemes, to after sales and delivery receipt to the municipality of urbanization works.

We coordinate and integrate the emission that impacts on opinions; we have partnerships with experts, adjudicators, environmental consultants, notarial activities and other expert services that we can provide, or we can integrate the strategic teams already formed by the developer.

We have also entered the regime of advisement and the most complex configuration of condominium buildings or small independent units. Our services can be as specific or comprehensive as the developer or the individual investor requires.

Similarly, BALLESTEROS & MUREDDU offers an advisory and litigious juridical practice specializing in areas such as urban, administrative, registration, cadastral, municipal, constitutional and environmental law with an expert approach in urban and real estate.

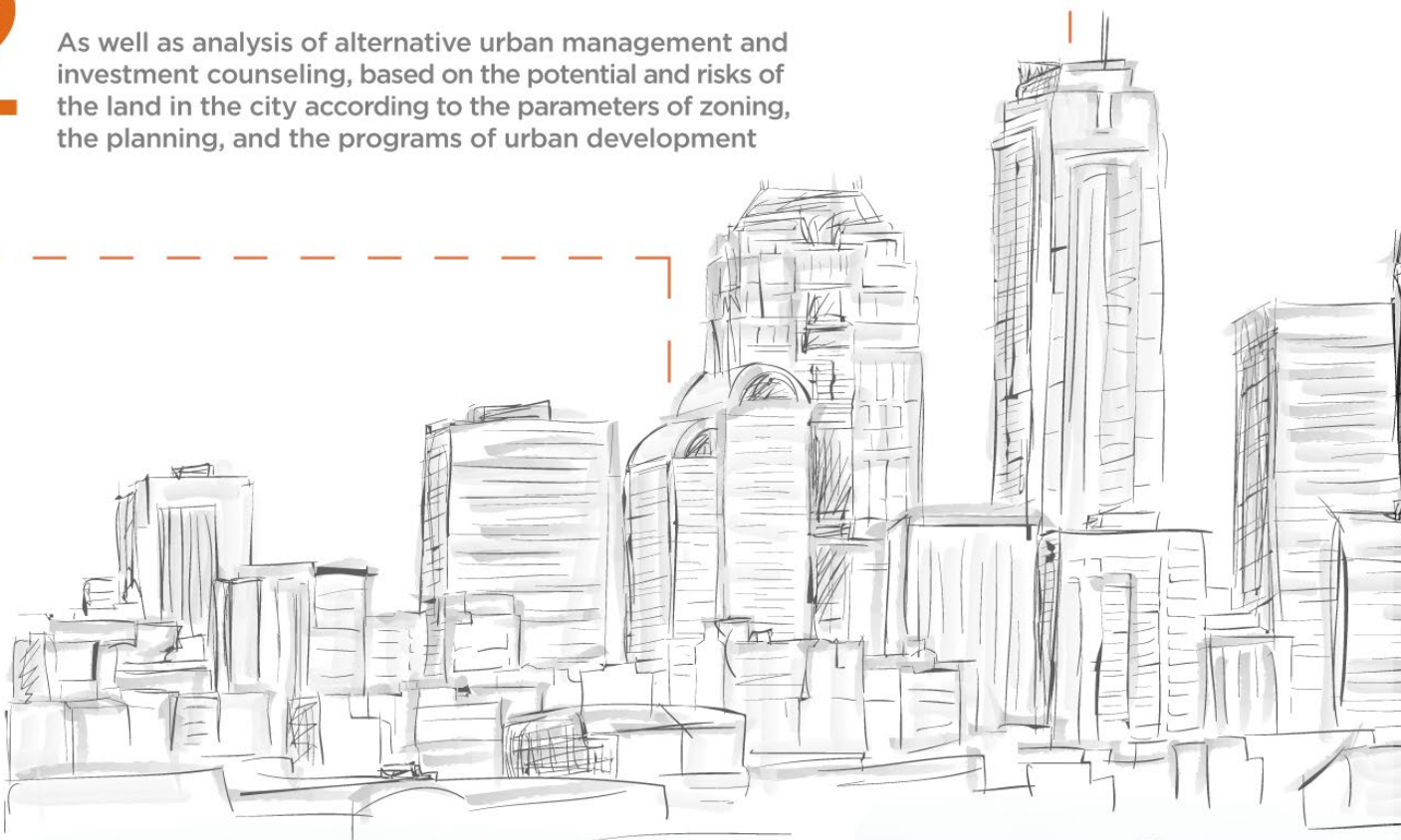
## Our Services Include:

**1** Advisory:  
About contracts and agreements directly related to the development of an urban project

**3** Administration:  
Of all kinds of official judgments concerning land management.

- Licenses and permits
- Rulings
- Declaratory
- Codes, official numbers or records on matters of alignment and boundaries
- Agreements in free transmissions, arrangements between developers, polygons of action and other instruments to share the burdens of urban development equitably
- Management and arrangement per operations before government agencies

**2** Diagnosis:  
As well as analysis of alternative urban management and investment counseling, based on the potential and risks of the land in the city according to the parameters of zoning, the planning, and the programs of urban development



### Continuation of point 3

- Management of water feasibilities, rights regularization and operation of supply sources, plumbing projects for operators of water bodies, compensation for investment in sanitation and head works
- Land use changes
- Regularization of existing buildings
- Management plans, codes or rectifications before Cadastral Office
- Permits and licenses for applications considered a risk such as service stations, gas and other equipment

- Total project management of subdivisions or condominiums as Legal Department Outsourcing
- Coordination of studies and manifestos to obtain opinions for Environmental Impact, traffic impact, compatibility and other urban studies
- Management of water feasibilities, rights regularization and operation of supply sources, plumbing projects to operators of water bodies, compensation for investment of sanitation and head works

## 4

### Litigation: In administrative matters

- Resources Review
- Administrative Procedures
- Constitutional Procedure
- Tax recovery and derived rights from real estate transactions



MNU y Lic. Gabriel  
**BALLESTEROS MARTÍNEZ**



Master in Architecture and New Urbanism (Tecnológico de Monterrey, Campus Querétaro)

Master in Public Administration  
(Instituto Ortega y Gasset, adscrito a la Universidad Complutense de Madrid)

Degree in Law (Universidad Autónoma de Querétaro)

Speaks Spanish and English.

With vast experience in both the public and private sectors, and always linked to the legal side of urban and real estate development, has served as parliamentary advisor, Director of the Public Registry of Property and Commerce of the State of Querétaro, was Secretary of Government of Querétaro, Founder and President of Forópolis, Chapter Querétaro..

Academically he has lectured extensively on the subject; He has been a professor at the Faculty of Law at the Universidad Autónoma de Querétaro, and is currently professor at the Tecnológico de Monterrey in the Master of Architecture and New Urbanism, and New Sustainable Urbanism Course.

Urban planner by vocation, directs the renowned blog “Hacer Ciudad” (Making City) with a critical view on issues such as urban planning, mobility, housing, governance and legislation.



Lic. Manuel Antonio  
**MUREDDU GONZÁLEZ**

LLM in Environmental Law and Policy, Stanford Law School, 2018.

Law Degree with honors (Universidad Autónoma de Querétaro)

Fulbright-García Robles Scholar for the Mexico-United States Commission for Educational and Cultural Exchange.

Diplomaed in New Sustainable Urbanism (Tecnológico de Monterrey, Campus Querétaro)

Columbia Summer Program (Columbia University, Universiteit van Amsterdam).

Speaks Spanish, English and Italian.

Experienced also in the public and private sectors, he has served as a Legal Analyst of Sustainable Development for the Secretariat of the Municipality of Querétaro, assisting it in numerous constitutional litigations and administrative nature in urban and environmental matters; likewise, he was an Associate from the Division of Urban Law and Corporate Government Cabinet Office.

Academically, he is the author of publications on different subjects in international specialized legal journals.

# BALLESTEROS MUREDDU



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