GARRIGUES



José Miguel Ortiz Otero

Principal associate

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Corporate and M&A
Real Estate
Sustainability
Tourism and Hotels

José Miguel Ortiz is a trilingual lawyer with more than 10 years of national and international experience in top-ranked law firms, advising domestic and foreign clients, buyers, sellers and financial advisors on acquisition processes at financial entities and private companies specialized in a number of sectors. Additionally, he has participated in corporate restructurings and bankruptcy proceedings, advising creditors and as part of the reorganization supervisor's team in the housing, construction and mining sectors.

He also specializes in antitrust matters, assisting domestic and foreign companies in merger control processes, and in obtaining prior approval from the Federal Economic Competition Commission in verification proceedings before such commission, including investigations of monopolistic practices, and in obtaining favorable opinions in bid processes and cross participation (with an emphasis on the real estate, energy, infrastructure, natural gas, education and financial services sectors).

In 2012, he worked at Kraft & Winternitz Rechtsanwälte, in their Vienna, Austria office, in the analysis, drafting and review of corporate law documents in the European Union, as well as in international commercial agreements, including the coordination, management and participation in meetings with different clients, in English and German.

From 2010 to 2011, José Miguel participated in various projects at the United Nations Office on Drugs and Crime (UNODC), Division for Treaty Affairs, United Nations Office at Vienna, contributing to the development of the legal library in the fight against corruption, and participating in the tripartite peer review mechanism in compliance with the United Nations Convention against Corruption (UNCAC), and assisting in the review and implementation mechanism of the Stolen Asset Recovery (StAR) program.

Experience

José Miguel Ortiz is a principal associate in the Real Estate and Corporate and M&A practices.

He has advised a Mexican private fund on specific financings for its clients and on the creation and implementation of a new financing structure, which included the creation of special vehicles in different jurisdictions to incorporate investors in different currencies and ensure strategic control over the structure.

He advised a Mexican family-owned company founded in the 1960s and active in the laminating and value-added services industry, on the incorporation of a new partner that acquired 50% of the share capital of the company.

He participated as an adviser in the acquisition of Grupo BC, an outsourcing service provider specialized in mortgage management and registry verification procedures in Spain, Portugal and Latin America, by Silver Lake, a global technology investment company.

He advised on the acquisition of the tuna business of a Mexican corporate group, arranging the corresponding financing through the negotiation of loans with more than five financial institutions and the review of security documents.

He has been a strategic adviser in mergers, representing clients in merger notification procedures before the Federal Antitrust Commission (Cofece), with experience in sectors such as food and beverages, educational services, real estate, and banking and financial services.

He advised competitors on the management of information exchange in the context of mergers and acquisitions, as well as on day-to-day operations, including the provision of specialized training.

He has worked with clients on internal audits and investigation procedures related to monopolistic practices, representing them in dealings with the Cofece. He also provided advice on cross-shareholding issues to companies in the energy sector, obtaining favorable opinions from the Cofece.

He participated in mezzanine financing granted by an international entity for a highway infrastructure project in the State of Mexico.

He served as a member of the reorganization supervisor's team of legal advisers in the restructuring of a Mexican housing company and four of its subsidiaries in the largest proceeding of its kind in Mexico, amounting to US$3.5 billion and concluded in March 2018.

He represented an international client in a joint venture with a Mexican corporate group for the construction of a marine terminal for storage and marketing of petroleum products in Manzanillo, Mexico.

He advised healthcare clients on public-private partnerships (PPPs), corporate strategies, internal audits and the implementation of compliance programs.

He represented the Ad Hoc Committee of Senior Secured Notes 2012, 2020 and 2022, totaling US$1 billion, in URBI's bankruptcy proceeding.

He advised the Mexican Asset Management and Disposal Service (SAE) on the intervention and seizure of assets of a company that provides services to PEMEX.

He is fluent in Spanish, English and German.

Academic background

- Diploma in Fintech: Disruption in Financial Services, Instituto Tecnológico Autónomo de México (2023)

- Diploma in Real Estate Law, Escuela Libre de Derecho (2022)
- Diploma in Antitrust Law, Instituto Tecnológico Autónomo de México (2017)
- Masters in International and European Business Law (LLM), University of Viena (Universität Wien) (2011)
- Specialization in Administrative Law Institutions, Universidad Panamericana (2008)
- Law Degree, Universidad Panamericana (2007)

Memberships

- Member of ANADE (Mexican Association of Business Lawyers)
- Member of the Mexico Chapter of the International Chamber of Commerce (ICC)
- Member of the Mexico Chapter of Turn Around Management Association (TMA)
- Member of AIJA (International Association of Young Lawyers)
- Member of the Mexican Association of Data Centers (MEXDC)

Distinctions

- Stand Out Lawyer 2026 por Thomson Reuters.
- Recognized by LexLatin in 2018 for his participation as a legal adviser to a JV created to build a hydrocarbon storage marine terminal. (2018)
- Recognized as a contributor to the publication Global Legal Insights Merger Control 2018, in the Mexico Chapter.
- Recognized in REDD, 2014 - April 2019, in Latin American Restructuring Mandates. (2014)

Publications

- “ESG in the Real Estate Industry in Mexico: General Overview” for The Guide to Environmental, Social and Corporate Governance, published by Latin Lawyer (2022). Co-author