GARRIGUES

José Francisco Pámanes Cantú

Senior associate

Monterrey

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Corporate and M&A
Real Estate

José specializes in advising Mexican and international companies on all types of real estate transactions, including lease agreements, property acquisitions, construction contracts and contracts for services, as well as on regulatory matters relating to urban development and the obtainment of permits and licenses for commercial, industrial and retail projects. He also has experience in the negotiation and preparation of mortgage facilities, in legal due diligence for the incorporation of subdivisions and in the areas of energy and industrial infrastructure, corporate acquisitions and transactional real estate.

Experience

José Francisco Pámanes Cantú is a senior associate in the Real Estate and Corporate and M&A practice. He has provided legal advice to one of the leading global retailers of beauty products on all its real estate leases in Mexico. His work included advising on and negotiating lease agreements for new stores in various jurisdictions across the country. He coordinated the obtainment of permits and licenses in different Mexican jurisdictions for the commercial operation of real estate by multinational fashion retailers. He also led the due diligence process in the acquisition of a 25-hectare property in the State of Nuevo Léon for a multinational manufacturer of electronic and white goods.

He obtained permits for real estate projects for domestic and international companies in over 20 jurisdictions across Mexico. He also designed and implemented a legal strategy for the regularization of three industrial buildings in the city of Monterrey for a Mexican company.

He advised international and local companies on the due diligence review, negotiation and acquisition of properties for the construction of industrial plants and buildings at various industrial parks in Mexico. He participated in the provision of legal advice to banks and borrowers in negotiation, review and due diligence processes and in the preparation of mortgage facilities.

He took part in several corporate mergers and acquisitions in the automotive, tourism, hospitality, fashion and telecommunications sectors. He has broad experience in the drafting of LOIs, real estate sale and purchase agreements, promissory agreements, real estate trusts for property in restricted areas, construction contracts,

contracts for services, lease agreements, condominium property systems and condominium regulations.

He led the due diligence process and prepared the legal strategy for the regularization of a portfolio of 20 properties belonging to a Mexican real estate developer. He provided legal advice to a foreign company on the acquisition of an industrial building in the State of Mexico.

He is a native Spanish speaker and is fluent in English.

Academic background

- Law Degree, Universidad de Monterrey (2019).
- Master’s Degree in Management, specializing in Digital Business, IE Business School, Madrid, Spain (2022).

Distinctions

- Best Lawyers 2025