
CHAMBERS GLOBAL 2024

The Leading Lawyers and Law Firms Globally

Mexico





How lawyers are ranked

Every year we carry out thousands of in-depth interviews with clients in order to assess the reputations and expertise of business lawyers worldwide. The qualities we look for (and which determine rankings) include technical legal ability, professional conduct, client service, commercial awareness/astuteness, diligence, commitment, and other qualities most valued by the client.

Contents:

International & Cross-Border Capabilities p.2085
 Banking & Finance p.2086
 Capital Markets p.2091
 Compliance p.2094
 Corporate/M&A p.2097
 Dispute Resolution p.2107
 Energy & Natural Resources p.2113
 Intellectual Property p.2118
 International Trade/WTO p.2123
 Projects p.2126
 Tax p.2129
 Leading Individuals p.2134

MEXICO: An Introduction

Contributed by Chevez, Ruiz, Zamarripa y Cia., S.C.

Overview – Tax Arena

President Andrés Manuel López Obrador (AMLO) was elected in the midst of particularly challenging circumstances in the country, specifically from a political, economic and social perspective. Mexico has historically experienced significant levels of inequality, which have been exacerbated by several factors over the past few decades, such as unsuccessful strategies to address regimes implemented by past administrations. This has eventually resulted in heightened social unrest.

In order to address this, a popular view among specialists for a considerable time now, including international organisations such as the International Monetary Fund, has emphasised the necessity of enacting a thorough tax overhaul to incentivise economic growth through investment enhancement, extend the number of active taxpayers through combating the informal economy and promote wealth distribution in an effort to reduce economic inequality.

However, in 2018, during the first months after the election, the Executive branch released a statement conveying that no tax reforms would be promoted to increase taxes for the first three years of AMLO's administration. As of that year, despite the fact that the actual administration eventually did enact certain measures to close loopholes to address tax avoidance and evasion, as well as to strengthen revenue collection by strenuously adding and developing tools stemming mainly from the BEPS Project, no new taxes have been levied.

Currently, more than four years into AMLO's six-year term, the status quo remains the same. Despite a small increase in the tax-to-GDP ratio for revenue statistics during the past couple of years, Mexico is still ranked 38th out of 38 OECD countries. Furthermore, recent international factors such as civil unrest over tax increases in Latin America, the COVID-19 pandemic, military conflicts, rising inflation and an upcoming presidential election in Mexico, have rendered any kind of tax reform as unfeasible for the time being. The Ministry of Finance has recently stated that the government does not envisage any tax increases in the near future, precisely because of the present situation.

Notwithstanding the fact that a tax reform does not seem to be anywhere on the horizon, the business context in Mexico has not

been exempt from the circumstances mentioned above. On top of persistent supply chain issues, Mexico's Central Bank (*Banco de México*) expects the inflation rate to average a 7.9% rate during the first quarter of 2023. Additionally, the current administration has continued with its efforts to expand the tax base, make taxation more efficient by enhancing the tax authorities' powers and increase tax revenues to fund the government's ambitious welfare programmes. Aggressive tax audits are on the rise out of urgency for revenue collection, and a distinct focus taken by the authorities regarding compliance of excessive formal requirements during filing procedures has inflicted administrative pressure on businesses and investment structures.

Taking the above into consideration, the purpose of this article is to provide general guidelines to navigate around certain problematic aspects which have arisen from the present environment, especially for multinational enterprises, as well as to point out alternative legal remedies/courses of action available to achieve manageable situations, with very good possibilities of obtaining favourable results.

Mutual Agreement Procedure (MAP)

This specific alternative dispute resolution mechanism has proven its efficiency for solving international tax law disputes with the Mexican tax authorities to avoid double taxation in complex cases. Cross-border transactions are a common ground in Mexican disputes and our tax authorities are familiar with their application. MAPs enable tax administrations to reach consensus on matters that require expert analysis on international law and, at the same time, allow tax administrations to save face domestically when reaching solutions on a particular matter, without waiving tax sovereignty to another state or third party.

It is important to bear in mind that not only the number of cases in which this mechanism is used in Mexico has been constantly increasing because of its flexibility and the opportunity that it brings to get an in-depth analysis and know-how to the table, but also that experience around this mechanism has been growing, such as cases in which three-way MAPs have been efficiently implemented.

Despite the clear advantages of MAPs, there are certain disadvantages that should be evaluated when pursuing this course of action. One of the main issues is that states are obligated solely to endeavour to resolve the MAP and thus there is no obligation to reach an agreement upon conclusion. Unfortunately, mandatory arbitration is currently not available, as it is an optional procedure, and Mexico has shown its unwillingness to enforce it. Likewise, even though the commitment of countries under the BEPS initiatives is that a MAP should be concluded within two years, delays should be expected since – as per OECD's statistics – around 32 months is taken to finalise a MAP transfer pricing-related case, and 21 months with other cases.

Mexican tax ombudsperson

Created in 2011, the Procuraduría de la Defensa del Contribuyente (PRODECON) is a semi-autonomous public decentralised body that is specialised in tax matters and provides several services to taxpayers, including the possibility of mediating controversies between the tax authorities and taxpayers, as an alternative dispute resolution mechanism.

The PRODECON has incentivised – and achieved – a better relationship between taxpayers and tax authorities in the solution of complex cases. For these purposes, the “conclusive agreement” procedure, in which working tables are set into place to reach a transparent, consensual solution for both parties involved, must be filed during the tax audit process and before the final tax deficiency is determined. However, although still effective in certain cases, the PRODECON's budget has recently been reduced and a head of the organisation has not been appointed for the last couple of years.

Administrative appeal

An additional strategic option that taxpayers have to address aggressive tax audits initiated by the tax authorities is the administrative appeal, which constitutes an alternative means to litigation before courts (a previous stage).

The benefits involved are that there is no need to guarantee the tax assessment (ie, with a bond among other permitted means) and that it offers an additional opportunity to produce evidence that was not offered during the tax audit. This is a strategic move,

since the extra evidence may be used at the litigation stage, for example when filing an annulment suit to challenge the tax assessment in case the administrative appeal resolution is not favourable to the taxpayer.

In these cases, the administrative appeal must be filed before a “reviewing” tax authority that is part of the SAT (Mexican tax authorities) itself; therefore, the possibility of obtaining a successful outcome is limited.

Penalty Relief

Taxpayers may also qualify for penalty relief when already subject to a tax audit, to the extent that certain requirements are met. Reduction may range from 20% to 100% of an estimated penalty, and a reduction in the application of interest surcharges (0.98% instead of the monthly 1.47% rate). Furthermore, in the context of a MAP, a reduction of 100% interest surcharges may be applicable.

Advance Pricing Agreements (APAs) and Bilateral Advanced Pricing Agreements (BAPAs)

Multinational enterprises should consider the importance that APAs and BAPAs have taken in Mexico to obtain legal certainty for taxpayers with regard to the interpretation and application by the tax authorities with respect to complex and/or subjective matters such as transfer pricing. The benefits arising from these agreements are considerable, and they may be combined with a MAP, with the possibility of having rollovers and rollbacks in different situations.

Final Comments

Notwithstanding the current business context in Mexico, a variety of legal remedies are still available to multinational enterprises to safeguard their interests and provide strategic alternatives when dealing with adverse circumstances in the tax arena.

A crucial piece of the puzzle for taxpayers to bear in mind is the need to develop a robust and comprehensive course of action that will suit their specific situation and build an effective strategy around it to increase the possibilities of successfully navigating through these challenging times.

International & Cross-Border Capabilities

International & Cross-Border Capabilities
Leading Firms
Baker McKenzie
Basham, Ringe y Correa S.C.
Creel, García-Cuéllar, Aiza y Enríquez, S.C.
Galicia Abogados, S.C.
Gonzalez Calvillo, S.C.
Greenberg Traurig, S.C.
Hogan Lovells
Jones Day
Mijares, Angoitia, Cortés y Fuentes, S.C.
Nader Hayaux & Goebel
Ritch Mueller
Santamarina y Steta SC
White & Case SC
<i>Alphabetical order within each band. Band 1 is highest.</i>

Band 1

Baker McKenzie

What the team is known for Baker McKenzie offers one of the most expansive and established international footprints in the legal industry and its global reach is frequently referenced by multinational clients as one of its primary assets. The law firm enjoys an excellent reputation for its international and cross-border capabilities and is often praised for the smooth execution and collaboration clients experience across the firm's network. In Mexico, the firm is renowned for its impressive work in energy and international trade, frequently acting on major projects across South and Central America. The team is also consistently engaged on cross-border mandates involving inbound and outbound M&A for international clients from a variety of sectors.

Strengths

"The team at Baker McKenzie is customer-oriented as well as responsive to urgent needs, and it deals with very complex issues involving significant counterparties. They listen and adapt to the client's interests."

Basham, Ringe y Correa S.C.

What the team is known for Known in the market as a law firm which is heavily geared towards serving international clients, Basham, Ringe y Correa is known to handle a large volume of mid-market, cross-border corporate work for large international companies. It also has a strong profile in complex tax issues, engaged by a premier multinational client base to handle audits and tax controversy issues and providing tax structuring advice on investments and corporate acquisitions in the jurisdiction. It is a member of several international legal networks and is the exclusive panel member for Lex Mundi in Mexico. The law firm extends its global reach significantly through strong relationships with overseas firms, with its notable cross-border expertise in areas such as fraud and asset recovery proceedings called upon in complex multi-jurisdictional cases.

Strengths

"Basham, Ringe y Correa boasts a highly experienced team that understands Mexico's institutions. The team is respected by the authorities, with whom it has a friendly yet professional relationship."

Creel, García-Cuéllar, Aiza y Enríquez, S.C.

What the team is known for Creel, García-Cuéllar, Aiza y Enríquez is a leading transactional law firm in Mexico with an outstanding track record in handling some of the most high-value and complex deals in the market. The law firm has highly acclaimed expertise in the handling of sophisticated cross-border M&A deals, advising multinational companies from sectors including finance, consumer goods and energy and a number of high-profile private equity firms. Creel, García-Cuéllar, Aiza y Enríquez also routinely wins mandates from local and international banks. Complex financing arrangements, taxation issues and capital markets are all key areas of international activity for the firm.

Strengths

"Creel, García-Cuéllar, Aiza y Enríquez are very reachable. Their support is immediate, and they understand us and give constant advice. We have an agile relationship and the quality of their service is very good."

Galicia Abogados, S.C.

What the team is known for Particularly strong in high-value cross-border M&A and project finance transactions, Galicia Abogados has an impressive reputation and experience acting on complex matters, advising together with leading US counsel and other leading law firms around Latin America and Europe. The law firm's strong relationships include regular co-counsel roles with leading independent firms in Spain and the London-based magic circle practices. This is reflective of Galicia Abogados' noted international activity, which extends across corporate, finance, competition law and tax issues.

Strengths

"Galicia Abogados has an extremely sophisticated team with an excellent ability to handle and make sense of complex matters. Their level of responsiveness and service is of the very highest."

Gonzalez Calvillo, S.C.

What the team is known for Displaying an aptitude for corporate and capital markets work, particularly in the energy sector, Gonzalez Calvillo has several strengths which apply well to international mandates which require counsel in Mexico. The law firm advises on M&A transactions for a range of domestic and multinational clients, especially from the financial and private equity sectors, and boasts a wealth of experience in cross-border transactions.

Strengths

"Gonzalez Calvillo is highly knowledgeable in capital markets matters, from a theoretical and practical standpoint. They provide depth and swiftness in their advice, and have a great reputation in Mexico."

Greenberg Traurig, S.C.

What the team is known for Standing out in the market for its excellent experience in cross-border investigations, Greenberg Traurig has a strong team in Mexico which is a reference in the

market for compliance issues faced by both international and domestic companies. Forming a valuable combination with the law firm's respected US team, the Mexico City office is well positioned to assist with matters involving Latin American and US regulatory authorities and also offers a solid reputation for cross-border work in capital markets and finance work across the South American continent.

Strengths

"Greenberg Traurig's team likes to innovate, and with them we always find new perspectives to tackle a problem in a more efficient way."

Hogan Lovells

What the team is known for Hogan Lovells offers an extremely strong platform in Mexico, which operates as the law firm's main Latin American base and brings its global platform to the benefit of clients, combining that with significant local market strength. The team in Mexico is particularly renowned for its work in the energy and oil and gas sector, offering strong teams to handle both transactional and contentious issues, often picking up civil litigation and international arbitration cases with cross-border implications as well as acting for numerous international investors in Mexican oil. Other strengths include handling M&A work, and the team assists international clients to obtain antitrust clearance from the Mexican authorities in respect of large mergers and acquisitions.

Strengths

"We are more than pleased with the quality of Hogan Lovells' work; the whole team is terrific. They are deeply involved in our case and make us feel really comfortable with how our case is being handled."

Jones Day

What the team is known for Known for its outstanding reputation in the corporate investigations space, Jones Day's Mexican team is known to form a formidable cross-border team together with its US colleagues, which is a go-to group for any client facing investigation by global regulators. The law firm is distinguished as a leader in the market for handling complex investigations relating to multinational businesses and commercial operations, providing renowned services in anti-corruption matters, such as internal investigations and assisting with the local law elements of cross-border investigations. Jones Day has also developed a strong track record in handling the Mexican aspects of cross-border transactions in the corporate and capital markets space.

Strengths

"Jones Day's strength is their experience in a wide array of matters. Their solutions are comprehensive, creative and always protect our interests."

Mijares, Angoitia, Cortés y Fuentes, S.C.

What the team is known for Mijares, Angoitia, Cortés y Fuentes is renowned for its exceptional capabilities in transactional work, including complex global deals. The law firm is a member

of Affinitas and regularly works in cross-border deals involving businesses operating along the Pacific coastal region, operating as an integrated team in conjunction with its partner firms in Colombia, Peru and Chile. Mijares, Angoitia, Cortés y Fuentes is also highly active as Mexican co-counsel alongside top-end US firms in global transactions involving US investment into Latin America or worldwide deals which require Mexican law advice. Corporate/M&A and banking and finance are the major drivers of the firm's global work, with the team taking on numerous cross-border instructions in both areas.

Strengths

"Mijares, Angoitia, Cortés y Fuentes has the knowledge and experience to handle complex issues."

Nader Hayaux & Goebel

What the team is known for Nader Hayaux & Goebel is well known as a premier choice of counsel for high-level, sophisticated cross-border financing deals involving issues in Mexico. It is a true market leader in transactional work in the jurisdiction and has a reliable pedigree for complex cross-border work, with plentiful experience of acting in conjunction with foreign counsel to meet the logistical and legal challenges of international work, particularly in relation to multi-jurisdictional work originating in the USA and carried out in collaboration with US counsel. A leading practice in M&A, banking and capital markets, the firm is a good match for the scale and nature of work typical for international clients in the region.

Strengths

"Nader Hayaux & Goebel's team is very good, and I would highlight their client service, which makes them stand out. They are very attentive."

Ritch Mueller

What the team is known for Ritch Mueller is a formidable independent Mexican law firm which can offer market-leading strength in a full range of practice areas across commercial law. The firm is especially renowned for its outstanding transactional work and it has a terrific reputation in cross-border M&A, financing and capital markets. Energy is an important aspect of the firm's international work and the finance team has a prominent reputation in project financing matters with global components, and also boasts an impressive aviation finance practice which frequently serves international clients.

Strengths

"The lawyers at Ritch Mueller are always very well prepared and available to tend to the matters entrusted to them. They are a business-oriented team who always offer alternatives directed to achieving the results that we need."

Santamarina y Steta SC

What the team is known for Santamarina y Steta offers a comprehensive full-service platform, appealing to international clients and to clients facing cross-border issues which encompass a broad range of legal issues connected to the Mexican market. The law firm provides corporate and transactional advice for a broad mixture of multinational entities from a range of sectors, such as finance, manufacturing and education. It is also active in high-value cross-border disputes resolved in the civil courts such as real estate claims and the enforcement of arbitral awards.

Strengths

"Santamarina y Steta gives you real-time support in negotiations, preventing conflicts. The team makes appropriate comments in the right moment."

White & Case SC

What the team is known for White & Case has remained committed to its Mexican operation and combines unique international scope and strength with an established presence in the local market. The law firm's typical cross-border activity involves the team acting together with US colleagues on matters spanning North and South American jurisdictions. The law firm has a strong pedigree across a wide range of transactional and contentious issues, with significant cross-border experience across the practice, with M&A, banking and finance, capital markets and restructuring being key strengths.

Strengths

"The team at White & Case are very knowledgeable and can handle any situation that presents itself during a transaction. They are pretty dialled in and have a lot of commercial awareness."

Banking & Finance

Band 1

Creel, García-Cuellar, Aiza y Enríquez, S.C.

What the team is known for Creel, García-Cuellar, Aiza y Enríquez houses a revered practice group at the forefront of the banking and finance market in Mexico, which is regularly sought out by high-profile clients, encompassing leading national and international investment banks, asset managers and corporate borrowers. The banking and finance practice group possesses extensive expertise in assisting clients with high-profile financing mandates related to corporate mergers and acquisitions and complex debt refinancing. The firm acts for clients coming from a number of sectors, including insurance and real estate.

Strengths

"They are important players in the market and have an important voice. It is valuable to have them for orientation in business decisions, and they give us creative opinions."

"Creel, García-Cuellar, Aiza y Enríquez do an excellent job. The team understand my perspective as a foreign lawyer and investor, and they work quickly and are knowledgeable of the issues."

Notable practitioners

Eminent practitioner **Carlos Aiza** is widely recognised as a reputed figure in the banking and finance sphere in Mexico. He is endorsed by peers and clients alike for his involvement in this area and the role he plays in his department.

Strengths: *"Carlos Aiza is involved in many capital markets and banking and finance transactions. He is an excellent partner, has great experience and approach, and is a market leader."* Key practitioner and managing partner **Pedro Velasco de la Peña** provides solid expertise in structuring sophisticated banking and finance operations in Mexico, and enjoys a strong reputation among his peers for his activity in the sector. Pedro acts for borrowers, lenders and collateral agents. **Strengths:** *"Pedro Velasco de la Peña provides a great service, responsiveness, and attention to detail, and protects*

the client at all costs." Knowledgeable partner and co-head of department **Giovanni Ramírez Garrido** benefits from his solid expertise within the Mexican banking and finance arena, where peers see him as very active. Giovanni regularly assists lenders and FIBRAs. **Strengths:** *"Giovanni Ramírez Garrido is extremely knowledgeable about all types of finance. He's one of our most trusted advisers."* Partner **Emilio Aarún Cordero** continues to be highly involved in the Mexican banking and finance sphere. The operations led by Aarún include debtor-in-possession financings and the amendment of revolving facilities. **Strengths:** *"Emilio Aarún Cordero is a thorough and excellent lawyer! He is very hands-on and always taking care of our needs and requirements."* Mexico City-based partner **Rodrigo Castelazo** can claim banking and finance experience, with a track record which includes financing of corporate and real estate projects. **Strengths:** *"Rodrigo Castelazo is very responsive, smart, practical, and rolls up his sleeves to find solutions to problems. He is one of our go-to*

Banking & Finance
Leading Firms
Band 1
Creel, García-Cuellar, Aiza y Enríquez, S.C.
Galicia Abogados, S.C.
Nader Hayaux & Goebel
Ritch Mueller
Band 2
Greenberg Traurig, S.C.
Mijares, Angoitia, Cortés y Fuentes, S.C.
White & Case SC
Band 3
Bufete Robles Miaja, S.C.
Gonzalez Calvillo, S.C.
Jones Day
Kuri Breña, Sánchez Ugarte y Aznar, S.C.
Band 4
Baker McKenzie
Chávez Vargas Minutti Abogados
Holland & Knight
Mayer Brown Mexico SC
Santamarina y Steta SC
Villarreal, García Campuzano, Gómez y Fernández
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

local counsels.” Up-and-coming practitioner **Alejandro Isaac Beas** garners praise from clients and peers alike, and is active in different banking and finance operations such as syndicated loan agreements. **Strengths:** “Alejandro Isaac Beas is always available and is highly responsive.”

Galicia Abogados, S.C.

What the team is known for Galicia Abogados is a top-tier multidisciplinary firm with an outstanding banking and finance department which benefits from solid knowledge of financing mergers and acquisitions and infrastructure projects, with further expertise in sub-sovereign and real estate finance. The firm is also sought out by clients for regulatory advice. Galicia Abogados routinely receives mandates from key Mexican and foreign lenders to assist with syndicated and bilateral lending transactions.

Strengths

“Galicia Abogados is a reference in terms of client service. You know you are in good hands and will be attended to well and with the utmost care.”

“Galicia Abogados approaches complex legal and business issues from a practical perspective, which is very helpful for moving transactions forward and finding solutions.”

Notable practitioners

Eminent practitioner **Manuel Galicia Romero** continues to draw praise from market insiders for his career in the banking and finance area in Mexico, and for his leadership role within the firm. **Strengths:** “Manuel Galicia Romero is very renowned and brilliant in his work, and enjoys an established track record. He is also a very good and approachable person, down to earth, with a good team spirit.” Leading practitioner and co-head of department **Guillermo Pérez Santiago** is based in Mexico City and is recommended for his business acumen in banking and finance operations, receiving plaudits from both peers and clients. He represents borrowers and lenders in a variety of transactions, including sustainability-linked

Banking & Finance
Eminent Practitioners
Eminent Practitioners
Aiza Carlos Creel, García-Cuellar, Aiza y Enríquez, S.C.
Galicia Romero Manuel Galicia Abogados, S.C.
Leading Individuals
Band 1
Farah Chajin Jean Paul Ritch Mueller
Nader Schekaiban Michell Nader Hayaux & Goebel
Nicolau Luis A Ritch Mueller
Pérez Santiago Guillermo Galicia Abogados, S.C.
Raz Guzmán José Greenberg Traurig, S.C.
Band 2
Garza Castañeda Julian Nader Hayaux & Goebel
Goebel Caviedes Hans P Nader Hayaux & Goebel
Martín Juan Antonio White & Case SC
Perdomo Jiménez Arturo Galicia Abogados, S.C.
Robles Miaja Rafael Bufete Robles Miaja, S.C.
Velasco de la Peña Pedro Creel, García-Cuellar, Aiza
Band 3
Fernández Peña Felipe Villarreal, García Campuzano
Gallardo Guerra Miguel Bello, Gallardo (ORL) ◇
Gaxiola Moraila Jorge Gaxiola Calvo, S.C. (ORL) ◇
Kuri Breña Daniel Kuri Breña, Sánchez Ugarte y Aznar
Maldonado Yáñez Ricardo Mijares, Angoitia, Cortés
Perezalonso Eguía Pablo Ritch Mueller
Petricioli Castellón María Luisa Bufete Robles Miaja
Ramírez Garrido Giovanni Creel, García-Cuellar, Aiza
Band 4
Aarún Cordero Emilio Creel, García-Cuellar, Aiza
Arreola Espinosa Javier Nader Hayaux & Goebel
Campos Cuevas Narciso White & Case SC
Castelazo Rodrigo Creel, García-Cuellar, Aiza y Enríquez
Chagoya Sergio Santamarina y Steta SC
Chávez José Antonio Chávez Vargas Minutti Abogados
De Noriega Federico Hogan Lovells (ORL) ◇
Fernández Labardini María Teresa White & Case SC
González Bernal Juan Manuel Greenberg Traurig, S.C.
Juárez Noguera Mario E Garrigues (ORL) ◇
Landa Thierry Alejandro Holland & Knight
Martínez del Campo L Javier Jones Day
McLaren Rosemarie Galicia Abogados, S.C.
Minutti Brian Chávez Vargas Minutti Abogados
Moises Miguel Greenberg Traurig, S.C.
Rivero Andere José Ignacio Gonzalez Calvillo, S.C.
Sagaón-Garza Carlos DMA Legal (ORL) ◇
Villanueva Eduardo Villanueva Ortiz Abogados (ORL) ◇
Up-and-coming individuals
Argueta David Greenberg Traurig, S.C.
Isaac Beas Alejandro Creel, García-Cuellar, Aiza
Mainero Ruiz Carlos White & Case SC
Pérez-Chow Gerardo Bufete Robles Miaja, S.C.
Associates to watch
Carral Flores Regina Villarreal, García Campuzano
Noriega Diego Jones Day
Pfeffer Núñez Michelle Baker McKenzie

loans. **Strengths:** “Guillermo Pérez Santiago is definitely one of the most experienced lawyers in finance, and his business and commercial knowledge is outstanding and distinguishes him from other top lawyers.” “He is extraordinary, and possesses a fine legal judgement. He helps us in big financing contracts and in the negotiation between the parties.” Experienced department co-head **Arturo Perdomo Jiménez** can claim solid expertise in the banking and finance arena in Mexico, where he is also praised for his prowess assisting

with regulatory matters. **Strengths:** “Arturo Perdomo Jiménez’s knowledge of financial regulations is unmatched. He is smart, practical and an absolute pleasure to work with.” Partner **Rosemarie McLaren** is based in Monterrey, and breaks into the rankings this year after being acclaimed by peers and clients alike. McLaren regularly represents lenders in an array of financial operations. **Strengths:** “Rosemarie McLaren is definitely one lawyer to watch. Her commitment to providing the client with the best support and level of service is remarkable.”

Nader Hayaux & Goebel

What the team is known for Nader Hayaux & Goebel is a top-tier multi-practice firm in Mexico with an acclaimed banking and finance department that is frequently sought out by domestic and international financiers to assist with corporate and project finance mandates. The department provides assistance with structured finance deals relating to the development of real estate assets and infrastructure projects. The firm’s client roster is drawn from numerous sectors including financial services, real estate and hospitality.

Strengths

“Nader Hayaux & Goebel’s team is very good, and I would highlight their client service, which makes them stand out. They are very attentive.”

“Nader Hayaux & Goebel is very knowledgeable in secured financing transactions in Mexico, and they are also very creative when coming up with structures that accomplish the client’s objectives.”

Notable practitioners

Outstanding practitioner and founding partner **Michell Nader Schekaiban** has a longstanding track record in banking and finance in Mexico. He possesses extensive capabilities assisting both lenders and borrowers with project and corporate finance. **Strengths:** “It is great to have Michell Nader Schekaiban in the team. He really gets involved in various – even minor – topics, which helps a lot to get the deal done.” “Michell Nader is an expert, very professional and trustable attorney.” Well-regarded Mexico City-based practitioner **Julian Garza Castañeda** is recognised in the banking and finance space, offering his extensive experience to banks involved in financial transactions, including the acquisition and refinancing of notes. **Strengths:** “Julian Garza Castañeda offers a very good service, is very responsive, and gives sound advice.” Mexico City-based partner **Hans Goebel Caviedes** is praised by his clients for his service and commercial awareness. He has expertise in assisting clients with financial matters, including secured loans, syndicated credit agreements, and the acquisition of notes. **Strengths:** “Hans Goebel Caviedes is an excellent lawyer who is very astute and practical, and who knows the law well.” Mexico City-based banking and finance partner **Javier Arreola Espinosa** can claim experience advising on corporate, asset and project finance. He benefits from a particular prowess assisting clients from the infrastructure sector. **Strengths:** “Javier Arreola Espinosa is one of our key contacts, and is always responsive, providing appropriate explanations to the sponsors’ group.”

Ritch Mueller

What the team is known for Ritch Mueller is an outstanding multidisciplinary firm fielding an experienced banking and finance bench of seasoned Mexico City-based practitioners, routinely sought out to assist with a wide range of transactions, including the structuring of secured and unsecured loans and revolving credit facilities. The banking and finance practice group represents an enviable clientele of financial institutions acting as lenders for the financing of real estate developments and infrastructure projects.

Strengths

"Ritch Mueller has an excellent ability to handle complex and sophisticated transactions and regulatory matters."

"Ritch Mueller has a multidisciplinary team that we can consult on a very broad range of issues for any particular case, and it is effective in providing advice."

Notable practitioners

Leading Mexico City-based partner **Jean Paul Farah Chajin** coordinates Ritch Mueller's banking and finance department, and receives praise from clients and peers for his negotiation capabilities. He represents borrowers and lenders in corporate financing matters, and his work includes syndicated loans and revolving credit facilities. **Strengths:** "Jean Paul Farah Chajin has great transactional experience. He has a very good management of the transactions and expectations from all stakeholders. He consistently delivers positive results." Jean Paul is a very well-known partner at the firm, with strong relationships and credibility in the industry." Pre-eminent figure **Luis Nicolau** has extensive experience assisting key clients with complex corporate financial deals, including sophisticated secured and unsecured credit facilities, as well as sustainability-linked revolving financing. **Strengths:** "Luis Nicolau is one of the top transactional lawyers in Mexico. He is very sophisticated and handles the most complex transactions very smoothly. He's a great lawyer and adviser." "Luis Nicolau and his team are devoted to achieving the financial closing of pressing operations." Banking and finance department co-head **Pablo Perezalonso Eguía** is based in Mexico City and assists domestic and international banks in financial operations. He is also well regarded for his regulatory capabilities by both clients and peers. **Strengths:** "Pablo Perezalonso Eguía has great regulatory expertise. He is sophisticated and has strong commercial awareness."

Band 2

Greenberg Traurig, S.C.

What the team is known for Greenberg Traurig houses a highly regarded banking and finance department in Mexico City, enjoying extensive experience in assisting lenders and borrowers with project and corporate finance. The team boasts solid expertise in counselling domestic and foreign clients on syndicated and bilateral loans, as well as on the refinancing of both public entities and corporations. The banking and finance practice group is particularly active in transactions arising in the infrastructure space.

Strengths

"Greenberg Traurig's team likes to innovate, and with them we always find new perspectives to tackle a problem in a more efficient way."

Notable practitioners

Top-tier practitioner **José Raz Guzmán** boasts an outstanding track record assisting key clients with sophisticated financial mandates in Mexico. He is routinely sought out by national and international banks and financial institutions to advise on complex banking and finance matters, and is also active advising corporate borrowers. **Strengths:** "José Raz Guzmán is a specialist in financial law." "José Raz is excellent; he's a great lawyer and leader of the banking and finance practice at the firm." Mexico City-based lawyer **Juan Manuel González Bernal** possesses capabilities in advising on corporate finance, and is also renowned for his work financing infrastructure projects. **Strengths:** "Juan Manuel González Bernal is active in the strategic side of deals, and gives good support. He is exceptional and I have a good opinion of him." Partner **Miguel Moises** is experienced in handling banking and finance transactions in Mexico. He is routinely retained by lenders as well as borrowers, especially in the real estate sector. **Strengths:** "One of Miguel Moises' strengths is that, even if he is a partner, he is always highly involved in parts of operations, and knows all the details." Partner **David Argueta** is an up-and-coming lawyer who is active in a wide array of finance matters in Mexico. He is highlighted by his clients for his technical knowledge and commercial approach. **Strengths:** "David Argueta stands out for his technical knowledge. He is a lawyer with plenty of experience and skills who solves the complications that arise."

Mijares, Angoitia, Cortés y Fuentes, S.C.

What the team is known for Mijares, Angoitia, Cortés y Fuentes has a well-regarded practice noted for its activity in banking and finance in Mexico, and which is often retained by a high-profile clientele, including domestic and foreign investment banks and major corporate borrowers. The banking and finance practice group assists with complex financial transactions, boasting expertise in the financing of infrastructure projects and acquisitions in a number of sectors, including real estate and retail.

Strengths

"Mijares, Angoitia, Cortés y Fuentes has the knowledge and experience to handle complex issues."

Notable practitioners

Mexico City-based practitioner **Ricardo Maldonado Yáñez** continues to be regarded as a notable banking and finance lawyer. His experience extends to assisting both lenders and borrowers with the structuring of sophisticated syndicated loans. **Strengths:** "Ricardo Maldonado Yáñez is a senior lawyer. He gets highly involved and understands the deal. We feel comfortable working with him."

White & Case SC

What the team is known for White & Case is a respected multi-practice international firm fielding a strong banking and finance team in Mexico, regularly sought out by borrowers and

lenders to advise on a wide range of Mexican and cross-border deals. White & Case frequently assists key financial institutions with agreements related to secured and unsecured loans and refinancing syndicated revolving credit facilities. The firm also offers solid expertise in regulatory matters.

Strengths

"White & Case provides tailor-made analyses of complex matters, and with a business focus. Moreover, the team thinks outside the box to deliver creative advice."

Notable practitioners

Experienced banking and finance practitioner and head of department **Juan Antonio Martín** is praised by market onlookers for assisting with both financial transactions and regulatory matters. **Strengths:** "Juan Antonio Martín is a seasoned and very creative lawyer. He is never limited by the complexity of a matter, as he always seeks the way to solve issues." Mexico City-based partner **Narciso Campos Cuevas** makes his debut in the rankings, and is praised by clients and peers alike for his expertise in regulatory matters in the banking and finance sphere. **Strengths:** "Narciso Campos Cuevas is very intuitive in identifying the root and causes of issues. He is strategic and professional when dealing with the authorities, and does crisis management very well." Partner **María Teresa Fernández Labardini** is described as a knowledgeable lawyer by her clients, and offers capabilities advising them on regulatory matters in Mexico. **Strengths:** "María Teresa Fernández Labardini boasts a full and complete knowledge and understanding of the law, and also knows what different authorities require and expect from us." Up-and-coming partner **Carlos Mainero Ruiz** enters the ranking this year and is active in the Mexican banking and finance field, especially in regulatory and fintech matters. **Strengths:** "Carlos Mainero Ruiz is an excellent lawyer who is very experienced and completely pragmatic. He leads negotiations sensibly, and gives me the confidence that the outcome will be the best for the transaction."

Band 3

Bufete Robles Miaja, S.C.

What the team is known for Bufete Robles Miaja has a seasoned finance practice group demonstrating notable capabilities in the banking and finance area in Mexico. The firm acts as trusted counsel to both lenders and borrowers, boasting extensive experience assisting leading companies and financial institutions with syndicated loans. The banking and finance department is also experienced in providing advice on investments and debt restructurings.

Strengths

"Bufete Robles Miaja does a fantastic job. The team understands complex transactions and coordinates the parties involved, succeeding in making them comprehend each other's role and interests."

Notable practitioners

Renowned founding partner **Rafael Robles Miaja** has a longstanding track record assisting clients with cross-border banking and finance deals in

Mexico. He is experienced in sustainability-linked financing in Mexico. **Strengths:** "Rafael Robles Mijaja is very close to us, and is a very recommended adviser. He is highly experienced and has a long track record in Mexico." Co-head of department **María Luisa Petricoli Castellón** is recognised as an active and knowledgeable practitioner in the banking and finance domain in Mexico, earning praise from peers and clients alike. Her work includes support in sustainability-linked debt. **Strengths:** "María Luisa Petricoli Castellón is a lawyer with extensive knowledge in securities law and financing contracts." Up-and-coming partner **Gerardo Pérez-Chow** co-heads Bufete Robles Mijaja's banking and finance department, and is a rising practitioner in this field in Mexico. He is particularly active in finance matters in restructuring contexts. **Strengths:** "Gerardo Pérez-Chow is involved in practical and day-to-day work, and his strengths are his capabilities to reconcile different interests, and to explain things clearly."

Gonzalez Calvillo, S.C.

What the team is known for Gonzalez Calvillo has an established banking and finance department based in Mexico City that possesses notable experience in corporate finance and cross-border operations. The department is routinely sought out by international banks, as well as corporate borrowers, for advice on syndicated loans.

Strengths

"Gonzalez Calvillo has a very technical team that is knowledgeable of the industry and the market, and of what you must and must not do. They are very skilled at giving practical solutions."

Notable practitioners

Mexico City-based partner **José Ignacio Rivero Andere** is co-head of Gonzalez Calvillo's banking and finance department. He represents national and international banks in cross-border operations, as well as corporate borrowers. **Strengths:** "José Ignacio Rivero Andere is very technical, skilled and available. He looks after our matters and their solution, and he's very much on our team's side."

Jones Day

What the team is known for Jones Day is a respected international firm fielding a skilled banking and finance team in Mexico which possesses experience assisting notable borrowers, as well as advising lenders involved in corporate, asset and project finance deals. The firm's client roster is drawn from the automotive and financial industries.

Strengths

"My level of satisfaction with Jones Day is great. The team's level of expertise is reflected in its ability to solve complex issues satisfactorily and efficiently."

Notable practitioners

Based in Mexico City, banking and finance expert **Javier Martínez del Campo** has a track record in assisting clients with financial transactions such as secured credit facilities. **Strengths:** "Javier Martínez del Campo exhibits an excellent response time. His advice is clear and effective, and adds value to the business strategy." Associate-to-watch **Diego Noriega** makes his debut in the rankings, and is active in corporate, infrastructure and real estate financing transactions

in Mexico. **Strengths:** "Diego Noriega is a capable and responsible lawyer, who has knowledge of the banking and finance subject."

Kuri Breña, Sánchez Ugarte y Aznar, S.C.

What the team is known for Kuri Breña, Sánchez Ugarte y Aznar is an established firm in Mexico benefiting from a notable banking and finance practice. The team is experienced advising clients on the structuring of credit facilities for project and corporate finance, and it is frequently sought out by borrowers and lenders to assist with revolving facilities and loans secured by accounts receivable.

Strengths

"We receive excellent attention from Kuri Breña, Sánchez Ugarte y Aznar, who have in-depth knowledge of the issues, and an agility to solve problems that arise while closing operations."

Notable practitioners

Main partner **Daniel Kuri Breña** is held in high esteem by market commentators for his solid track record in the banking and finance domain in Mexico. His expertise encompasses syndicated loans and structured financing transactions. **Strengths:** "Daniel Kuri Breña is a highly recognised and committed partner, with a lot of experience and knowledge in multiple legal subjects. His availability is outstanding."

Band 4

Baker McKenzie

What the team is known for Baker McKenzie is an established international firm that is frequently instructed to advise on complex cross-border financing. Its Mexico-based banking and finance team is particularly skilled in assisting borrowers with securing bilateral and syndicated loan facilities. The firm's clientele spans a number of sectors, including infrastructure and automotive.

Strengths

"Baker McKenzie's team has experienced partners with professional expertise in different industries. They have a very straightforward communication style, and always meet the agreed deadlines."

Notable practitioners

Michelle Pfeffer Núñez enters the rankings this year as an associate-to-watch. She is a Monterrey-based lawyer that is highly involved in a wide variety of financial operations, advising both lenders and borrowers. **Strengths:** "Michelle Pfeffer Núñez is very personable and responsive. She is our go-to person at the firm."

Chávez Vargas Minutti Abogados

What the team is known for Chávez Vargas Minutti Abogados houses an established banking and finance department with significant activity in the Mexican market. The team is regularly called upon by clients to assist with an array of financial matters pertaining to the development of real estate projects. The firm's clientele encompasses private sector lenders and borrowers as well as governmental entities.

Strengths

"Chávez Vargas Minutti Abogados shows remark-

able capabilities when handling financial matters. They understand our idiosyncrasies, our objectives and our financial services business. They are very knowledgeable."

Notable practitioners

Partner **José Antonio Chávez** possesses expertise in the banking and finance area, assisting governmental entities and financial institutions. Mexico City-based banking and finance practitioner **Brian Minutti** is considered by peers to be a knowledgeable and versatile lawyer in the area, with his work including financing for states and local governments. **Strengths:** "Brian Minutti is a clear person. He knows how to explain difficult things in a simple way."

Holland & Knight

What the team is known for Holland & Knight's Mexican team enters the banking and finance rankings for its notable activity in the area. The department has expertise in local government and states debt restructuring, as well as syndicated credit facilities, bridge financing, and acquisition finance. Holland & Knight's team represents a variety of clients, including commercial and international development banks, as well as corporate borrowers.

Strengths

"At all times Holland & Knight is available to respond to the requirements we make. Their answers are accurate and timely."

Notable practitioners

Alejandro Landa Thierry can claim expertise in the banking and finance arena in Mexico. The Mexico City-based partner and head of department boasts experience representing international and local banks in corporate and real estate financing deals. **Strengths:** "Alejandro Landa Thierry has shown us an excellent attitude at all times. He is always available to support us in whatever is needed."

Mayer Brown Mexico SC

What the team is known for Mayer Brown Mexico's banking and finance team represents lenders and borrowers, including prominent international investment banks and financial institutions, in their financial operations in Mexico. The department acts on structured finance, revolving credit facilities, and secured and unsecured loans, among other operations. The team also includes project finance specialists in its ranks.

Strengths

"Mayer Brown Mexico is very knowledgeable and capable of finding solutions to complex problems."

Notable practitioners

Ariel Ramos, Francisco García-Naranjo and Raúl Fernández-Briseño are key contacts for clients.

Santamarina y Steta SC

What the team is known for Santamarina y Steta fields an experienced banking and finance practice that is active on both the lender and borrower sides of project and corporate finance in Mexico. The department's client roster is composed of development banks, private banks, and borrowers from the manufacturing and real estate sectors.

Strengths

"Santamarina y Steta gives you real-time support in

negotiations, preventing conflicts. The team makes appropriate comments in the right moment."

Notable practitioners

Partner **Sergio Chagoya** enters the rankings this year following praise from peers and clients alike. Based in Mexico City, he is often retained by lenders for the financing of infrastructure projects. **Strengths:** "Sergio Chagoya provides excellent support in negotiations with the counterparty, and achieves the closure of operations."

Villarreal, García Campuzano, Gómez y Fernández

What the team is known for Villarreal, García Campuzano, Gómez y Fernández has an established banking and finance practice based in Monterrey, recommended for its corporate and real estate finance expertise. The banking and finance practice group is regularly retained by lenders and borrowers from the real estate and finance sectors to advise on syndicated loan facilities and the refinancing of existing debt.

Strengths

"Villarreal, García Campuzano, Gómez y Fernández's entire team is extensively skilful. We always have direct contact with the partner, who answers our concerns in a professional and timely manner."

Notable practitioners

Monterrey-based partner **Felipe Fernández Peña** gains praise for his expertise in banking and finance transactions. As head of department, he is active in matters related to trusts and real estate financing. **Strengths:** "Felipe Fernández Peña is

an excellent lawyer who is creative in the design of structures, but also rigorous in complying with the law." Associate-to-watch **Regina Carral Flores** makes her debut in the rankings following praise by clients for her activity in structured financing mandates in Mexico. **Strengths:** "Regina Carral Flores is cautious and detail-oriented, and gives us immediate support when we need it."

Other Ranked Lawyers

Mexico City-based banking and finance professional **Federico De Noriega** of Hogan Lovells enjoys considerable experience in corporate finance. He is also co-head of department and regularly represents international banks acting as lenders.

Strengths:

"Federico De Noriega is knowledgeable, responsive, timely, kind, and solution-oriented. He is a good negotiator, and always tries to find common ground for the parties."

Key Mexico City-based partner **Miguel Gallardo Guerra** of Bello, Gallardo, Bonequi y García enjoys solid expertise in the banking and finance domain, particularly in regulatory matters.

Strengths:

"Miguel Gallardo Guerra is a lawyer with great experience in dealing with clients and diverse matters. He is really aware of our particular needs and what we require from him and the firm."

Banking and finance practitioner **Jorge Gaxiola**

Moraila of Gaxiola Calvo continues to be recognised for his activity in regulatory work and sub-sovereign finance matters in Mexico.

Strengths:

"Jorge Gaxiola Moraila is a great lawyer with a lot of experience, knowledge and commitment."

Partner **Mario Juárez Noguera** of Garrigues leads the banking and finance department at the firm, acting for international and Mexican clients in a variety of matters, including senior secured loans and guarantee issuances.

Strengths:

"Mario Juárez Noguera is a highly experienced, efficient and pragmatic partner. He always places clients' best interests as a top priority in negotiations, and finds mutually beneficial solutions to complex problems."

Carlos Sagaón-Garza of DMA Legal is based in Mexico City and advises borrowers on securing finance, with additional activity on the lender side. His work has a special focus in finance for real estate portfolios and industrial parks.

Strengths:

"Carlos Sagaón-Garza provides a professional and strategic service. He is very pragmatic."

Partner **Eduardo Villanueva** of Villanueva Ortiz Abogados enters the rankings this year and is lauded by his clients for being particularly active in hospitality financing deals in Mexico.

Strengths:

"Eduardo Villanueva is an outstanding professional, business-oriented, and also very experienced in both banking and finance and real estate."

Capital Markets

Capital Markets
Leading Firms
Band 1
Creel, García-Cuellar, Aiza y Enríquez, S.C.
Galicia Abogados, S.C.
Mijares, Angoitia, Cortés y Fuentes, S.C.
Nader Hayaux & Goebel
Ritch Mueller
Band 2
Bufete Robles Miaja, S.C.
Greenberg Traurig, S.C.
White & Case SC
Band 3
Basila Abogados
Chávez Vargas Minutti Abogados
Gonzalez Calvillo, S.C.
Kuri Breña, Sánchez Ugarte y Aznar, S.C.
Santamarina y Steta SC
♦ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Creel, García-Cuellar, Aiza y Enríquez, S.C.

What the team is known for Creel, García-Cuellar, Aiza y Enríquez is a top-tier firm fielding an experienced capital markets team in Mexico. The practice group is regularly sought out by high-profile issuers and underwriters to assist with sophisticated equity and debt operations. The firm's clientele spans key players such as international asset management companies, banks and notable financial institutions operating in an array of sectors, including energy and natural resources and real estate. The Mexico City-based team offers solid expertise assisting with sophisticated instruments such as CERPIs, CKDs and FIBRAs.

Strengths

"The firm has a deep knowledge of capital markets regulation and requirements. They make clients' life easy by being understandable and proposing effective solutions."

"Creel, García-Cuellar, Aiza y Enríquez are very reachable. Their support is immediate, and they understand us and give constant advice. We have an agile relationship and the quality of their service is very good."

Notable practitioners

Eminent practitioner **Carlos Aiza** has an extraordinary reputation in the capital markets arena in Mexico. His longstanding track record includes advising clients on both debt and equity transactions. **Strengths:** "Carlos Aiza is very commercially aware. He is highly involved in capital markets issues, and has helped in the drafting of regulations, so he knows them very well." Highly regarded practitioner **Rodrigo Castelazo** is active in transactional and regulatory securities mandates, and continues to be recognised by market commentators as a leading capital markets specialist. Rodrigo shows vast experience in matters related to CKDs, CERPIs and FIBRAs. **Strengths:** "Rodrigo Castelazo is a well-rounded partner with deep knowledge of capital markets." "We have an

Capital Markets
Eminent Practitioners
Eminent Practitioners
Aiza Carlos Creel, García-Cuellar, Aiza y Enríquez, S.C.
Raz Guzmán José Greenberg Traurig, S.C.
Leading Individuals
Band 1
Castelazo Rodrigo Creel, García-Cuellar, Aiza y Enríquez
Martín Juan Antonio White & Case SC
Nader Schekaiban Michell Nader Hayaux & Goebel
Nicolau Luis A Ritch Mueller
Pérez Santiago Guillermo Galicia Abogados, S.C.
Robles Miaja Rafael Bufete Robles Miaja, S.C.
Band 2
Kuri Breña Daniel Kuri Breña, Sánchez Ugarte y Aznar
Maldonado Yáñez Ricardo Mijares, Angoitia, Cortés
Sánchez Bretón Martín Mijares, Angoitia, Cortés
Zamarrón Carlos Creel, García-Cuellar, Aiza y Enríquez
Band 3
Basila Lago Mauricio Basila Abogados
Berkman B Maurice Galicia Abogados, S.C.
Garza Castañeda Julian Nader Hayaux & Goebel
Goebel Caviedes Hans P Nader Hayaux & Goebel
Petricoli Castellón María Luisa Bufete Robles Miaja
Schwandt Gunter Nader Hayaux & Goebel
Uribe Guillermo Holland & Knight (ORL) ♦
Band 4
Arangua Lecea Héctor Arangua Abogados (ORL) ♦
del Valle Mendiola Gabriel Ritch Mueller
Echave Pintado Manuel Mijares, Angoitia, Cortés
Flores Eduardo White & Case SC
Groenewold Manuel Garrigues (ORL) ♦
Haddad Mercedes Creel, García-Cuellar, Aiza y Enríquez
Meshoulam Patrick Mijares, Angoitia, Cortés y Fuentes
Minutti Brian Chávez Vargas Minutti Abogados
Obregón Rojo Carlos F Galicia Abogados, S.C.
Serrallonga Luis Fernando Chávez Vargas Minutti
Trad Cepeda Patricio Mijares, Angoitia, Cortés y Fuentes
Up-and-coming individuals
Argueta David Greenberg Traurig, S.C.
Casas José Alejandro Kuri Breña, Sánchez Ugarte
Jiménez Cantú Carlos Mijares, Angoitia, Cortés
Mainero Ruiz Carlos White & Case SC
Padilla Zubiria María de los Ángeles Galicia Abogados
Reyes Retana Bernardo Gonzalez Calvillo, S.C.
Robles Beistegui Gabriel Ritch Mueller

excellent client-lawyer relationship with Rodrigo Castelazo. He has very good knowledge of the sector and is highly responsive." Mexico City-based partner **Carlos Zamarrón** enjoys solid experience assisting both issuers and underwriters, advising them on securities-related operations and broader investments with a strong capital markets component. He is active in structuring and implementing FIBRAs, CKDs and CERPIs. **Strengths:** "We are very happy with Carlos Zamarrón's service. We use him in CKDs, which is his niche of expertise. I speak highly of him; his work is first-rate and he is our go-to person in these matters." Partner **Mercedes Haddad** has experience in assisting clients with sophisticated products such as shelf registration programmes, FIBRA Es and CERPIs, as well as CKDs. **Strengths:** "Mercedes Haddad is a very good and professional lawyer. It is

a great experience negotiating with her. She is very informed and knowledgeable of the market."

Galicia Abogados, S.C.

What the team is known for Galicia Abogados is a solid full-service firm that boasts a prominent capital markets department in Mexico. The remarkable practice group is routinely sought out for its expertise in handling both public and private placements of debt and equity instruments. The capital markets team renders advice to issuers and underwriters, frequently dealing with securitisation programmes, bond and note issuances. The law firm is active in matters related to FIBRAs, sustainability-linked bonds, and international debt offerings.

Strengths

"The main strength of Galicia Abogados is its expertise. They are very familiar with procedures, and represent major companies in the Mexican debt and equity issuance market."

"Galicia's team is very comprehensive. We use the firm because we trust them, as we have worked with them for many years, and they always give prompt counselling."

Notable practitioners

Distinguished practitioner **Guillermo Pérez Santiago** co-heads the capital markets practice in Mexico, drawing strong praise by market commentators for his remarkable securities knowledge. The much-admired lawyer handles a variety of operations in the field, including shelf registration of long-term notes and sustainability-linked bonds. **Strengths:** "Guillermo Pérez Santiago masters the banking and capital markets area. He is attentive and always takes care of our matters." "Guillermo Pérez Santiago handles a great volume of private and public securitisation programmes." Mexico City-based partner **Maurice Berkman** enjoys experience assisting with debt and equity transactions. His work in capital markets includes matters related to FIBRAs, CKDs and CERPIs. **Strengths:** "Maurice Berkman is a highly competent lawyer in securitisation matters and the structuring of capital markets deals. He is of great support." Mexico City-based partner **Carlos Obregón Rojo** boasts experience in assisting underwriters and issuers with a wide range of matters, including notes offerings, structuring CERPIs and sovereign debt issuances. **Strengths:** "Carlos Obregón Rojo has a huge experience in the market and recognition from counterparts for his negotiation style. He is able to deal with complex issues." Up-and-coming partner **María de los Ángeles Padilla Zubiria** continues to elicit praise from clients and peers alike for her activity in capital markets. María de los Ángeles is particularly active representing FIBRAs and banks. **Strengths:** "María de los Ángeles Padilla Zubiria is an excellent lawyer. She shows great quality in the work she develops, and is always available."

Mijares, Angoitia, Cortés y Fuentes, S.C.

What the team is known for Mijares, Angoitia, Cortés y Fuentes is an outstanding full-service

firm in Mexico fielding a deep bench of prominent capital markets practitioners who have Mexican and cross-border experience in assisting clients with debt and equity transactions. The capital markets department is routinely sought out by issuers and underwriters to advise on a wide range of instruments, including CKDs and FIBRAs, as well as high-value bond issuances.

Strengths

"Mijares, Angoitia, Cortés y Fuentes' support solidifies our position in negotiations. The vast experience of its partners and associates has transmitted tranquillity and led to successful closings."

"Mijares, Angoitia, Cortés y Fuentes is always on top of our priorities and thinking ahead to detect any issues, and solve them in a timely manner."

Notable practitioners

Ricardo Maldonado Yáñez is based in Mexico City and is held in high regard by peers and clients for his capabilities in the capital markets domain. He boasts experience in the issuance of sustainability-linked long-term local bonds. **Strengths:** *"Without a doubt, Ricardo Maldonado Yáñez is an exceptional lawyer. It is a pleasure to work with him. He is an expert in the capital markets field, and is an excellent negotiator."* Based in Mexico City, capital markets partner **Martin Sánchez Bretón** possesses experience in assisting clients with sophisticated operations, including debt and equity offerings. Also co-head of department, he is active in senior notes offerings and real estate trusts' IPOs. **Strengths:** *"Martín Sánchez Bretón is a senior lawyer with great capital markets experience."* Co-head of department **Manuel Echave Pintado** remains involved in matters relating to bond issuances, including social-related ones, and CKD transactions. **Strengths:** *"Manuel Echave Pintado is active in debt and capital markets matters."* **Patrick Meshoulam** continues to receive endorsements from market onlookers for his work in the capital markets space, especially in debt offerings. **Strengths:** *"Patrick Meshoulam is an excellent lawyer, with great knowledge of the matters in which he supports us."* Capital markets expert **Patricio Trad Cepeda** is co-head of department and has a track record in representing shareholders and securities issuers in Mexico. He also has expertise in structured finance, and is active in public offerings of trust certificates. **Strengths:** *"Patricio Trad Cepeda is very active in debt issuances matters."* Mexico City-based partner **Carlos Jiménez Cantú** is an up-and-coming practitioner in the capital markets domain. His advice includes FIBRA offering programmes and issuances of sustainability-linked long-term local bonds. **Strengths:** *"Carlos Jiménez Cantú is always on top of the case."*

Nader Hayaux & Goebel

What the team is known for Nader Hayaux & Goebel is a pre-eminent firm boasting a revered capital markets practice in Mexico. The department's deep bench of experienced practitioners is frequently instructed by domestic and international clients to assist with sophisticated securitisation matters and equity offerings. The firm boasts solid expertise in assisting with sophisticated instruments such as CERPIs and FIBRAs. Nader Hayaux & Goebel's client roster encom-

passes key players active in the financial services and investment domains.

Strengths

"Nader Hayaux & Goebel stands out for the expertise offered by the comprehensive team of lawyers, from associates to partners, in the drafting, negotiation, and execution of private securitisations."

"Nader Hayaux & Goebel's main strength is their closeness to their clients and the fact that they accompany processes efficiently. They are responsible and agile in that regard."

Notable practitioners

Seasoned capital markets department head **Michell Nader Schekaiban** is based in Mexico City and has vast experience in assisting clients with public and private offerings including securitisation programmes and equity deals. He is active in the issuance and public offering of long-term debt certificates, as well as regulatory work in the area. **Strengths:** *"Michell Nader is very experienced and renowned in the market. He has a good track record, business approach, and common sense."* *"Michell is our go-to adviser. We know we can contact him anytime as we have a great relationship with him."* Capital markets partner **Julian Garza Castañeda** enjoys notable experience in the field, and his expertise encompasses private securitisations, regulatory work in securities, and formation of private funds. **Strengths:** *"Julian Garza Castañeda is very detailed and methodical, and it is a pleasure to work with him."* Mexico City-based practitioner **Hans Goebel Caviedes** advises domestic and foreign clients on capital markets transactions, including the issuance of notes and securitisation matters. **Strengths:** *"Hans Goebel Caviedes is actively involved in all relevant conversations and reviews for the development of the transactions in which we participate."* Capital markets partner **Gunter Schwandt** is experienced in securitisation and CKDs in Mexico, and is active advising on CERPI programmes and the issuance of structured notes. **Strengths:** *"We have extraordinary confidence in Gunter Schwandt from a professional standpoint."*

Ritch Mueller

What the team is known for Ritch Mueller is a distinguished firm that possesses a deeply respected capital markets department in Mexico, routinely assisting with high-value securities transactions. Its highly skilled team acts on a range of sophisticated operations, including debt and equity offerings such as CKDs and FIBRAs. The firm is active as local counsel to underwriters involved in securities operations on overseas exchanges, most notably New York.

Strengths

"Ritch Mueller has plenty of knowledge of CEBUREs, international bonds, and regulations of the banking authority. They provide fast and accurate responses."

"Ritch Mueller is experienced, sophisticated, and detail-oriented."

Notable practitioners

Seasoned department co-head **Luis Nicolau** is considered to be a point of reference in the capital markets domain in Mexico, according to peers. Luis exhibits particular specialisation in debt and equity securities matters, and is active

in public offerings with cross-border components

Strengths: *"Luis Nicolau is always very fast and accurate in his advice, showing a great deal of knowledge."* *"He is an institution in the capital markets sphere."* Mexico City-based lawyer **Gabriel del Valle Mendiola** has significant experience in capital markets instruments such as CERPIs, FIBRAs and CKDs. **Strengths:** *"We often see Gabriel del Valle Mendiola in significant deals."* Up-and-coming partner **Gabriel Robles Beistegui** continues to elicit praise from peers and clients for his involvement in the capital markets domain. Gabriel represents clients in tender offers, as well as in short-term and long-term revolving debt bonds, among other matters. **Strengths:** *"Gabriel Robles Beistegui is well rounded, he helps us a great deal and is our go-to lawyer. We have a great working relationship."*

Band 2

Bufete Robles Miaja, S.C.

What the team is known for Bufete Robles Miaja is a well-respected firm with a solid track record advising on complex capital markets transactions in Mexico. The team is frequently instructed by domestic and foreign clients such as investment banks and international corporations to advise on public share offerings and debt issuances. Bufete Robles Miaja is active in a series of capital markets matters, including delistings, sustainability-linked bonds, cross-border issuances, and securities restructures.

Strengths

"Bufete Robles Miaja is totally pro-business. They have an excellent disposition and availability, and provide thorough and precise answers."

Notable practitioners

Leading figure **Rafael Robles Miaja** is active in the capital markets sector in Mexico. He has a long-standing track record assisting key players with sophisticated capital markets matters encompassing AAA debt issuance, travel bonds, and the international issuance of senior notes. **Strengths:** *"Rafael Robles Miaja is one of the greatest minds in the Mexican legal market, and has a great vocation for client service and problem solving."* *"Rafael is an excellent capital markets professional."* Based in Mexico City, capital markets expert and co-head of department **María Luisa Petricoli Castellón** retains an active presence in debt placements, tender offers of shares, and the issuance of sustainability-linked bonds. **Strengths:** *"María Luisa Petricoli Castellón is a fantastic lawyer who offers great responsiveness and attention to clients."*

Greenberg Traurig, S.C.

What the team is known for Greenberg Traurig is an international firm that benefits from a capital markets department active in the securities sphere in Mexico. The team is frequently retained by both issuers and underwriters to assist with a wide range of debt and equity operations, including CKDs and FIBRAs. The clientele spans international banks and investment groups.

Strengths

"Greenberg Traurig masters the capital markets and finance arenas. They bring great experience

in these kind of operations and they handle them perfectly. I would highlight their track record and knowledge."

Notable practitioners

Eminent practitioner **José Raz Guzmán** is considered a reference in the Mexican capital markets area by his peers, and boasts solid expertise assisting clients with private and public offerings of investment vehicles including FIBRAs and CKDs. **Strengths:** "José Raz Guzmán is great at structuring deals, and is a very sophisticated lawyer." Up-and-coming practitioner **David Argueta** receives a wealth of praise by clients, and is active in matters involving public offerings, CERPIs, and CKDs. **Strengths:** "David Argueta is always dependable. He will go above and beyond to meet any topics or issues that may arise, and gets an A+ for his customer service."

White & Case SC

What the team is known for White & Case is a distinguished multi-practice international firm with a solid capital markets team in Mexico. The group of practitioners is frequently retained by a reputable client base of well-known issuers and underwriters to assist principally with high-value debt transactions. The capital market department offers additional expertise in regulatory securities matters. White & Case's client roster includes key players hailing from a vast array of sectors, encompassing energy, transport and finance.

Strengths

"White & Case always demonstrate their capabilities when providing solutions to complex matters. Their client service and responsiveness are exceptional."

Notable practitioners

Leading figure **Juan Antonio Martín** boasts strong activity in the capital markets arena in Mexico, ranging from debt issuances and equity offerings to securitisation mandates. Juan Antonio also represents clients in long-term real estate trust certificates offerings, and in regulatory work before the Comisión Nacional Bancaria y de Valores. **Strengths:** "Juan Antonio Martín makes an incredible analysis in terms of depth and timeliness, and he displays an understanding of complex structures and risk detection. He has a strategic mind." "Juan Antonio has been our counsellor for many years. He is a very smart, intelligent, solid, and capable lawyer, and we are extremely happy working with him and with his team." Mexico City-based lawyer **Eduardo Flores** elicits praise from market commentators for his expertise in capital markets operations. He shows knowledge in securities and regulatory matters. **Strengths:** "Eduardo Flores is renowned and well valued by the market. His wide and deep knowledge, relationships, and extensive advisory skills make a difference in negotiations." Up-and-coming partner **Carlos Mainero Ruíz** breaks into the rankings this year after being acclaimed by clients and peers alike for his particularly active presence representing banks in regulatory capital markets matters. **Strengths:** "It is always gratifying working with Carlos Mainero Ruíz. He fully understands our business and provides exceptional service and solutions."

Band 3

Basila Abogados

What the team is known for Basila Abogados possesses an established capital markets practice in Mexico City that is recommended for its expertise in handling private placements and IPOs, as well as issuing instruments such as CERPIs and CKDs. The firm's client roster includes notable names from the private equity space.

Strengths

"Basila Abogados' team is very knowledgeable about Mexican security laws and how they apply in relation to various structures, private or public. They are also on top of current market trends."

Notable practitioners

Based in Mexico City, **Mauricio Basila Lago** is held in high esteem by market commentators, who highlight his solid capital markets experience with CKDs and securities regulation. **Strengths:** "Mauricio Basila Lago is a brilliant lawyer whose previous experience within the regulator definitely gives him an edge vis-à-vis other lawyers."

Chávez Vargas Minutti Abogados

What the team is known for Chávez Vargas Minutti Abogados possesses an active capital markets practice with significant experience in advising credit rating agencies. The team enjoys additional capabilities acting for issuers on bond offerings and securitisation. The Mexico City-based firm also provides counselling on gender bond issuances and CKD implementations.

Strengths

"The organisational structure of Chávez Vargas Minutti Abogados is very well defined, which helps increase efficiency. Their commitment level is very notable and team are always available."

Notable practitioners

Mexico City-based lawyer **Brian Minutti** of Chávez Vargas Minutti Abogados has experience in the capital markets area, frequently assisting clients with debt transactions. **Strengths:** "Brian Minutti is our point of contact and reflects the great image of the firm; he is professional and well connected." **Luis Fernando Serrallonga** is based in Mexico City and is highlighted for his experience with capital markets instruments such as CERPIs and CKDs. **Strengths:** "Luis Fernando Serrallonga is a brilliant lawyer with a service-oriented attitude, who has consistently delivered solutions for us."

Gonzalez Calvillo, S.C.

What the team is known for Gonzalez Calvillo is a respected firm providing advice in the capital markets arena in Mexico. It acts for domestic and foreign players on securities transactions and is well equipped to counsel underwriters and issuers on notes issuances and securitisation. The team is also active in matters of FIBRAs, cancellation of issuances, and regulatory work in the area. Gonzalez Calvillo is frequently retained by clients from the infrastructure sector.

Strengths

"Gonzalez Calvillo is highly knowledgeable in capital markets matters, from a theoretical and practical standpoint. They provide depth and swiftness in their advice, and have a great reputation in Mexico."

Notable practitioners

Bernardo Reyes Retana is an up-and-coming lawyer who enters the rankings this year following praise by clients for his activity in regulatory capital markets work, as well as in cancellation of issuances. **Strengths:** "Bernardo Reyes Retana is a very professional lawyer. He is knowledgeable, and the results of his work always benefit the client. He looks out for their well-being within the capital markets space."

Kuri Breña, Sánchez Ugarte y Aznar, S.C.

What the team is known for Kuri Breña, Sánchez Ugarte y Aznar houses a seasoned team of capital markets specialists enjoying a strong reputation in Mexico, and which remains involved in assisting clients with securitisation deals. The Mexico City-based department has additional expertise in advising issuers on long-term bond programmes and notes issuances.

Strengths

"I would highlight Kuri Breña, Sánchez Ugarte y Aznar's knowledge and experience. They have participated in countless complex operations and have a background that allows them to offer us the best deal possible."

Notable practitioners

Key partner and co-head of department **Daniel Kuri Breña** benefits from a longstanding track record assisting clients with securitisation programmes and bond issuances in Mexico, including securitisations of accounts receivable. **Strengths:** "Daniel Kuri Breña is a team leader. He is always involved and available, and he offers solutions and proposals." Up-and-coming practitioner **José Alejandro Casas** receives praise by clients for his service and work in both equity and debt securities issuances, including the offering of short and long-term notes. **Strengths:** "José Alejandro Casas is a very skilled, accurate and professional lawyer who complies with everything that is entrusted to him."

Santamarina y Steta SC

What the team is known for Santamarina y Steta is a renowned multidisciplinary domestic firm that fields a specialised capital markets department in Mexico. The team has experience assisting both underwriters and issuers with equity and debt transactions. The firm is regularly instructed by clients to assist with debt programme restructures and new issuances.

Strengths

"Santamarina y Steta is a highly qualified team, from partners to associates. They are committed to our projects, and are seasoned, competent and well prepared to support us with sophisticated matters."

Notable practitioners

Alberto Saavedra is the key contact for clients.

Other Ranked Lawyers

Partner **Héctor Arangua Lecea** of Arangua Abogados can claim notable experience in advising on capital markets matters in Mexico, especially in fund formation through issuance and private offering of notes.

Mexico City-based partner **Manuel Groenewold** of Garrigues has extensive knowledge of a wide range of capital markets matters, including green bond issuances and securitisation.

Strengths:

"Manuel Groenewold has a thorough understanding of the market and offers adequate and objective solutions."

Respected department head **Guillermo Uribe** of Holland & Knight is singled out by market observers for his expertise in capital markets, particularly for handling FIBRA transactions and for his previous experience in the public sector in Mexico.

Strengths:

"Guillermo Uribe is highly experienced in capital markets."

Compliance

Compliance
Leading Firms
Band 1
Jones Day
Band 2
Bello, Gallardo, Bonequi y García, S.C.
Von Wobeser y Sierra, SC
Band 3
Baker McKenzie
Greenberg Traurig, S.C.
Sainz Abogados
Sánchez DeVanny Eserverri, S.C.
◊ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Jones Day

What the team is known for Jones Day is an outstanding global firm that is held in high esteem for its expertise in the compliance area in Mexico. The department has impressive investigative capabilities, showing particular activity in anti-money laundering advice and fraud matters. Jones Day also advises on the implementation of anti-corruption and data privacy compliance programmes. The firm's client roster includes national and international players from several sectors including finance, telecommunications and retail.

Strengths

"The team at Jones Day is cost-effective, diligent and strategic in its approach, implementation and planning. They work very well with our team, and are able to navigate critical and nuanced issues whilst remaining on time and on budget."

"Jones Day has a very experienced compliance team who provide us with excellent advice which takes into account the needs of our company. All our matters are taken care of in a timely manner."

Notable practitioners

Market-leading partner **Guillermo Larrea** boasts a solid practice extending to anti-corruption investigations and the design and implementation of compliance programmes. **Strengths:** *"Guillermo Larrea provides us with an excellent service;*

Compliance
Leading Individuals
Band 1
Larrea Guillermo E Jones Day
López Coll Hugo Sainz Abogados
Sierra Diego Von Wobeser y Sierra, SC
Band 2
Adams Jonathan Baker McKenzie
Gallardo Guerra Miguel Bello, Gallardo, Bonequi
Maldonado Alcántara Daniel Sánchez DeVanny
Band 3
Calvillo Díaz Gabriel Mijares, Angoitia, Cortés (ORL) ◊
García Campuzano Luis A Villarreal, García (ORL) ◊
Hernández García Roberto COMAD, S.C. (ORL) ◊
Morales-Barrón Humberto Holland & Knight (ORL) ◊
Ortiz Luis OCA Law Firm (ORL) ◊
Associates to watch
Acosta Álvarez Santiago Creel, García-Cuéllar (ORL) ◊
Hernandez Quinzaños Juan Carlos Jones Day
Sanchez Hector Sainz Abogados

he constantly gives us recommendations appropriate to the nature of the operations of our company." **Guillermo Larrea** has a tremendous ability to gain the client's trust even in the most complex and sensitive issues. He maintains an excellent level of communication and manages our expectations well." Associate-to-watch **Juan Carlos Hernandez Quinzaños** enters the rankings this year after obtaining market commendation for his compliance practice in Mexico. **Strengths:** *"Juan Carlos Quinzaños is an excellent lawyer with a strategic view of compliance matters. He is very assertive and maintains great communication with his clients."*

Band 2

Bello, Gallardo, Bonequi y García, S.C.

What the team is known for Bello, Gallardo, Bonequi y García is an established firm with significant experience in the Mexican compliance space. The department is routinely sought out by national and international clients to advise on anti-money laundering programmes, and has a solid client base comprising well-known financial

Foreign Experts Compliance
Based in Mexico with expertise in countries listed below
USA Adams Jonathan Baker McKenzie
USA Sierra Diego Von Wobeser y Sierra, SC

institutions.

Strengths

"The team at Bello, Gallardo, Bonequi y García has strong analytical capabilities as well as a deep knowledge of the market and regulatory trends. As such, their advice proves to be effective and straight to the point."

Notable practitioners

Solid practitioner **Miguel Gallardo Guerra** boasts particular expertise in assisting financial institutions with anti-money laundering matters in Mexico. **Strengths:** *"Miguel Gallardo Guerra is an excellent lawyer, with great knowledge in the compliance area. He is always available to his clients."*

Von Wobeser y Sierra, SC

What the team is known for Von Wobeser y Sierra is a well-regarded firm with solid experience in the Mexican compliance arena. The team is routinely retained by clients to advise on the development of internal compliance programmes relating to anti-corruption issues and to conduct corruption and money laundering investigations. Von Wobeser y Sierra represents clients from a wide array of sectors such as energy, media and pharmaceuticals.

Strengths

"Von Wobeser y Sierra are not only very seasoned on compliance matters in Mexico, but also they are able to put them in a global context. They are aware of commercial implications and keep their recommendations well grounded."

Notable practitioners

Stellar partner **Diego Sierra** leads the firm's compliance practice and gets high praise from market commentators. Sierra is admitted to practice in both Mexico and New York. **Strengths:** *"Diego Sierra is an incredibly talented lawyer who is always a pleasure to work with. He adds value at every*

chance during our collaborations.” *“Diego Sierra is extremely responsive, and has a keen practical mind.” “He is committed with our requirements, and provides timely support. He understands our cases and boasts a strong level of legal knowledge.”*

Band 3

Baker McKenzie

What the team is known for Baker McKenzie is a reputable full-service firm with a respected compliance practice in Mexico. The team is particularly noted for its expertise in investigations relating to anti-corruption and fraud matters. Baker McKenzie is retained by clients from a range of industries, including food and beverages, telecommunications and pharmaceuticals.

Strengths

“The team at Baker McKenzie has experienced and knowledgeable professionals who are able to handle complex investigations. I value their high levels of service, particularly their ability to respond almost immediately.”

Notable practitioners

Significant partner **Jonathan Adams** enjoys a solid reputation in the Mexican compliance ambit. Adams is admitted to practice in Arizona, Illinois and Mexico. **Strengths:** *“Jonathan Adams is a great lawyer to work with. He has a strong service attitude, knowledge, and an international background which allows him to be able to understand the different cultures wherein we operate.”*

Greenberg Traurig, S.C.

What the team is known for Greenberg Traurig remains active in the compliance arena in Mexico. The department garners praise from clients for its activity in investigations concerning white-collar crime. Greenberg Traurig is routinely sought after to act as counsel on day-to-day compliance mandates, and also on the creation of compliance programmes in respect of corruption, embezzlement and money laundering.

Strengths

“Greenberg Traurig’s expertise and level of depth of knowledge in the compliance field is quite high, and it has an interdisciplinary team that is available to provide support from all sides.”

Notable practitioners

Victor Manuel Frías and Pedro Reséndez are the key client contacts.

Sainz Abogados

What the team is known for Sainz Abogados houses a respected group of lawyers in the Mexican compliance arena. The department is frequently retained by corporate clients to advise on operational compliance with current legisla-

tion, as well as design compliance programmes in respect of corruption, money laundering, and fraud. The team also receives praise for its expertise in investigations concerning money laundering, bribery and fraud, with renowned expertise in both the FCPA and Mexican anti-corruption frameworks.

Strengths

“Sainz Abogados have extensive skills and strengths in the compliance arena. They are always attentive and responsive, and understand the urgency of their clients’ requests.”

Notable practitioners

Esteemed practitioner **Hugo López Coll** is praised for his experience in the Mexican compliance field, advising high-profile companies from an anti-corruption perspective. **Strengths:** *“Hugo López Coll is a reference for compliance matters in Mexico. He understands not only the law but is also in tune with the needs of his clients.” “In addition to being a superb lawyer, Hugo López Coll achieves the set objectives with extraordinary professionalism. I would highlight his noteworthy human qualities.”* Associate-to-watch **Hector Sanchez** is praised for his active compliance practice in Mexico. **Strengths:** *“Hector Sanchez is a bright attorney who knows how to balance client expectations and the work that is achievable by cooperating with multiple actors. He is an easy-going person and we highly appreciate his work.”*

Sánchez DeVanny Eseverri, S.C.

What the team is known for Sánchez DeVanny Eseverri boasts a reputed team with extensive experience in handling an array of compliance-related matters in Mexico. The department’s key areas of activity span conducting investigations into breaches of company codes of conduct, designing and monitoring compliance programmes and anti-corruption advisory work. The law firm is frequently retained by multinational and Mexican players from the energy and life sciences sectors.

Strengths

“The team at Sánchez DeVanny Eseverri is very proactive in identifying and communicating ongoing changes to laws and regulations in Mexico that impact our business. They are very diligent and proactive in their communication.”

Notable practitioners

Solid partner **Daniel Maldonado Alcántara** is highly regarded for his active presence in the Mexican compliance sphere. He is involved in advising some of the firm’s most prominent clients from the pharmaceutical, retail and automotive sectors. **Strengths:** *“Daniel Maldonado Alcántara is a very knowledgeable and reliable attorney.”*

Other Ranked Lawyers

Associate-to-watch **Santiago Acosta Álvarez** of Creel, García-Cuellar, Aiza y Enriquez joins the rankings this year after receiving appreciation for his compliance practice in Mexico.

Strengths:

“Santiago Acosta Álvarez is a fantastic lawyer with notable intellectual capabilities. If I have a complex matter, I do not hesitate to contact him.”

Gabriel Calvillo Díaz of Mijares, Angoitia, Cortés y Fuentes enters the rankings this year after receiving recognition for his expertise in the Mexican compliance space.

Strengths:

“Gabriel Calvillo Díaz shows an excellent application of his extensive knowledge of the compliance arena.”

Monterrey-based partner **Luis García Campuzano** of Villarreal, García Campuzano, Gómez y Fernández advises clients on the design and implementation of compliance programmes, policies and procedures.

Strengths:

“Luis García Campuzano is technically very strong and knowledgeable of the compliance field.”

Noted partner **Roberto Hernández García** of COMAD is well regarded among peers for his role advising prominent construction companies on anti-corruption matters. He has a practice spanning construction, public procurement and anti-corruption mandates.

Key partner **Humberto Morales-Barrón** of Holland & Knight possesses extensive experience advising Mexican and international clients on compliance mandates. He is frequently involved in investigations relating to breaches of codes of conduct, and he provides additional capabilities assisting internal management teams with compliance audits.

Solid partner **Luis Ortiz** of OCA Law Firm is recognised by market sources for his longstanding experience in the compliance field, particularly in anti-corruption and anti-money laundering matters. He represents clients from the financial, pharmaceutical and automotive sectors and his expertise includes US FCPA and UK Bribery Act investigations, as well as those in line with the domestic legislation.

Strengths:

“Luis Ortiz has a longstanding presence in the compliance sphere. He is fully devoted to this area.”

MEXICO: An Introduction to Corporate/M&A

Contributed by Mijares, Angoitia, Cortés y Fuentes, S.C.

With the pandemic behind of us (or at least most of its economic impacts), the looming question for the majority of M&A practitioners in Mexico is: what will 2023 and the remainder of this administration end up looking like in terms of M&A activity?

After a record-breaking 2021, 2022 ended up being a relatively robust year for M&A. Despite a sluggish start of the year, so far all indications are that Mexico's M&A activity in 2023 will remain steady, despite a global slowdown.

As is well known, M&A activity in Mexico is heavily influenced by its relationship with the United States, which has generally been perceived as one of the key drivers for foreign direct investment in the country. Mexico recently became the number one foreign trade partner of the US and that in itself is a big catalyst for foreign investment in the country. Despite the frosty relationship of our current administration with the United States, "near-shoring" continues to be a trending topic across boardrooms and corporates, and something that keeps the spirits high across practitioners. Near-shoring is not a fad, it is real and is happening all over the country.

Turbulence within some of our southern neighbours and the Latin America region generally has also benefited Mexico and, despite our own internal obstacles, well positioned it in the eyes of many global funds looking to invest in the region.

In recent years our federal government has adopted a number of regulatory measures that have curtailed private participants' activities in several areas of economic activity that have also resulted in general questions about rule of law in the country. However, the judicial branch, specifically Mexico's Supreme Court, has proven its resilience and has so far been successful in halting some of the most controversial of these reforms, providing comfort to investors and corporates investing or looking to invest in Mexico. We also have not seen important changes in the legal framework applicable to corporate/M&A transactions, which is a significant assurance to foreign players.

Global headwinds have not been easy to navigate, though. Recession fears, high inflation and high interest rates, increasing borrowing costs and decreasing returns to investors have not helped pave the way for more M&A transactions. The "super Peso" has also made Mexican targets more expensive for non-Mexican players. In our view, this has forced potential buyers to act more cautiously and heighten due diligence. On the other hand, we have not seen a shortage of interest in key assets and several large strategic deals have been closed so far. The activity in the middle market has also remained steady.

Generally, we believe that Mexico's stable fiscal policy, demography and geographic advantages will continue to make Mexico an attractive destination for global investors, private equity funds and strategic investors. We also believe that "near-shoring" will have a significant impact on M&A activity for the coming years, specifically in the industrial and manufacturing sectors.

Here are some current trends that we are looking at in the M&A Market:

Middle Market is the new "crown-jewel"

The number of big-ticket transactions in Mexico has been relatively small so far in 2023. This has forced key players and ad-

visers to focus on the middle market (transactions ranging from between USD30 million to USD250 million). To strengthen this trend, we have also seen some large institutional investors lower their minimum thresholds to be able to make deals that would have previously thought to be too small.

Regulatory approvals are not to be taken lightly

We have seen a worldwide trend from regulators heightening the scrutiny of transactions and Mexico has been no exception. Clearance for transactions, even when not sensitive from a regulatory perspective, is taking much longer than usual. This should be carefully considered by potential buyers and sellers when evaluating targets and the time it takes to implement strategic M&A transactions.

R&W Insurance used to be the future, but is now the present

Representations and warranties insurance has been a common fixture in global M&A transactions for some years now. However, in Mexico it has not achieved the popularity as in other markets, particularly in the US. Having said this, we have reached a point in which it is customary for M&A players in both the buy and sell side to request this feature. We feel strongly that R&W Insurance will be mainstream.

Near-shoring is here to stay

Some say that it is all about location. Mexico's proximity to the United States and the ongoing tensions between the United States and China will undoubtedly create opportunities in the M&A market. The extent to which Mexico can really seize the opportunity is yet to be seen.

Mexican REITs (Fibras) have been important M&A players

We are seeing several important Mexican REIT or "Fibras" achieving a level of maturity that comes with the need to rotate certain assets, specifically industrial real estate. In addition, several real estate CKDs are reaching their investment deadlines. Last but not least, we are seeing an increased interest from funds to invest alongside local developers in real estate platforms to benefit from the near-shoring effect. We believe that all these factors are coming together to make real estate an interesting and dynamic M&A sector.

Everyone is expecting a rebound in Startups and VC Investments

2023 has not been a good year for venture capital and startups. Despite the boom in tech investments that was brought by COVID-19, both the number and volume of transactions have decreased significantly in 2023. We expect, however, that M&A activity in this sector will rebound towards the end of 2023, pushed by the recent hype in artificial intelligence.

Limited exit options for PE Funds

The Mexican IPO Market has been, as a practical matter, closed for the last couple of years. Although we believe it is something that the private equity funds have already discounted, it is still a barrier for PE exits, which continues to be a limitation for further private equity market.

Caution is the new normal

We continue to see M&A players being extremely cautious and prioritising among M&A opportunities. This has caused transactions to take longer than usual to take off and should also be a factor to consider in the general timing of transactions.

Corporate/M&A

Corporate/M&A	
Eminent Practitioners	
Eminent Practitioners	
Galicia Romero Manuel	Galicia Abogados, S.C.
Leading Individuals	
Band 1	Band 5
Enriquez Dahlhaus Jean Michel	Creel, García-Cuellar, Aiza y Enríquez
Maldonado Yáñez Ricardo	Mijares, Angoitia, Cortés
Nader Schekaiban Michell	Nader Hayaux & Goebel
Nicolau Luis A	Ritch Mueller
Robles Miaja Rafael	Bufete Robles Miaja, S.C.
Visoso José	Galicia Abogados, S.C.
Band 2	
Arriola Peñalosa Iker	Creel, García-Cuellar, Aiza
Goebel Caviedes Hans P	Nader Hayaux & Goebel
Lippert H Christian	Galicia Abogados, S.C.
Mijares Pablo	Mijares, Angoitia, Cortés y Fuentes, S.C.
Montaño Valdés Jorge	Creel, García-Cuellar, Aiza
Obregón Rojo Carlos F	Galicia Abogados, S.C.
Band 3	
Burgueño Luis	Von Wobeser y Sierra, SC
Cuesta Salces Luis	Macdonel Uribe Cuesta Llaca
De Noriega Federico	Hogan Lovells
Garza Castañeda Julian	Nader Hayaux & Goebel
González Nieves Luis Fernando	Pérez Correa
Núñez Orellana Luis Octavio	Kuri Breña, Sánchez
Pesqueira Taunton Ignacio	Galicia Abogados, S.C.
Raz Guzmán José	Greenberg Traurig, S.C.
Rivero Andere José Ignacio	Gonzalez Calvillo, S.C.
Struck Creel Gustavo	Creel Abogados
Trad Cepeda Patricio	Mijares, Angoitia, Cortés y Fuentes
Band 4	
Cervantes Trejo Jorge	Gonzalez Calvillo, S.C.
Creel Carrera Carlos	Creel Abogados
Del Río Daniel	SMPS Legal
Ferrer Pérez Santiago	Cuatrecasas
González Eduardo	Creel, García-Cuellar, Aiza y Enríquez
Kuri Breña Daniel	Kuri Breña, Sánchez Ugarte y Aznar
Lemus Burguete Gerardo	Garrigues
León-Orantes Jorge	Santamarina y Steta SC
Llaca Martínez Bernardo	Macdonel Uribe Cuesta Llaca
Machorro Guerrero Juan Carlos	Santamarina y Steta
Macouzet de Leon Eugenio	Mijares, Angoitia, Cortés
Rubio Barnetche Luis	Holland & Knight
Saavedra Alberto	Santamarina y Steta SC
Torres Landa R. Juan Francisco	Hogan Lovells
Triulzi Garciadiego Eduardo	Ritch Mueller
Valencia Carlos R.	Valencia Consulting (ORL) ◇
◇ (ORL) = Other Ranked Lawyer.	
Alphabetical order within each band. Band 1 is highest.	

Band 1

Creel, García-Cuellar, Aiza y Enríquez, S.C.

What the team is known for Creel, García-Cuellar, Aiza y Enríquez is a highly prestigious firm that is widely recognised for its experience in the corporate arena in Mexico. The deep bench of lawyers benefits from its solid expertise in assisting domestic and foreign clients with sophisticated M&A transactions, and is regularly sought out to handle the structuring of joint ventures and corporate restructures. Creel, García-Cuellar, Aiza y Enríquez's clients hail from a wide range of sec-

tors, including private equity, energy, and real estate, as well as financial services.

Strengths

"The lawyers at Creel, García-Cuellar, Aiza y Enríquez are very strategic and practical. The other thing I like is that they are very curious; their team has been interested in finding out our needs and how our business works."

"The team at Creel, García-Cuellar, Aiza y Enríquez always provide instant responses to our queries. They are very efficient in their advice, giving us, in a good sense, black and white answers, which we appreciate."

Corporate/M&A: The Elite	
Leading Firms	
Band 1	
Creel, García-Cuellar, Aiza y Enríquez, S.C.	
Galicia Abogados, S.C.	
Mijares, Angoitia, Cortés y Fuentes, S.C.	
Nader Hayaux & Goebel	
Ritch Mueller	
Band 2	
Baker McKenzie	
Gonzalez Calvillo, S.C.	
Greenberg Traurig, S.C.	
Santamarina y Steta SC	
White & Case SC	

Notable practitioners

Top-tier partner **Jean Michel Enriquez Dahlhaus** leads the firm's corporate department. He brings together strong experience in the handling of sophisticated public and private M&A transactions in Mexico. **Strengths:** "Jean Michel Enriquez Dahlhaus is one of the most well-known lawyers in Mexico, and boasts a large network of client relationships. He is methodical and analytical, as well as extremely experienced and service-oriented." "He is a renowned lawyer. He honestly does a very good job, and is deserving of recognition." Noted partner **Iker Arriola Peñalosa** is well regarded by market commentators for his expertise in the corporate arena in Mexico. He is routinely sought out by clients to assist with the sale and purchase of assets and corporate restructuring matters. **Strengths:** "Iker Arriola Peñalosa is a solid and pragmatic M&A lawyer, who is not only an expert in Mexican law but also has knowledge at the international level." Key partner **Jorge Montaño Valdés** is well-versed in M&A and private equity mandates in Mexico. He is also experienced in corporate restructuring processes. **Strengths:** "Jorge Montaño Valdés is a superb lawyer who has a wealth of experience. He is incredibly smart and has a great client service orientation." **Eduardo González** is skilled at handling acquisitions in the private equity, logistics and automotive industries in Mexico. **Strengths:** "Eduardo González is a very pro-deal lawyer in M&A matters. I have a great relationship with him." Noted partner **Humberto Botti** is active in corporate acquisitions in Mexico. **Strengths:** "Humberto Botti is an excellent partner and a team leader in acquisition mandates." Up-and-coming partner **Diego Barrera Pieck** enters the ranking this year following praise from clients and peers alike for his corporate and M&A practice in Mexico. He is active in company sales as well as corporate restructuring. **Strengths:** "Diego Barrera Pieck is a fantastic lawyer who is commercially aware, creative, and smart." **Gerardo Zimbron** continues to receive praise from clients and peers alike for his corporate practice in Mexico. He has expertise in M&A deals. **Strengths:** "Gerardo Zimbron is very easy to work with and always tries to find compromises that benefit all parties in a deal." Associate-to-watch **Edgar Ancona** joins the ranking this year after obtaining market commendation for his corporate practice in Mexico. He is experienced in corporate governance and restructuring matters.

Corporate/M&A: Highly Regarded
Leading Firms
Band 1
Bufete Robles Miaja, S.C.
Creel Abogados
Hogan Lovells
Kuri Breña, Sánchez Ugarte y Aznar, S.C.
Von Wobeser y Sierra, SC
Band 2
Basham, Ringe y Correa S.C.
Cuesta Campos y Asociados S.C.
Holland & Knight
Macdonel Uribe Cuesta Llaça & Esquivel
Pérez Correa, González y Asociados, S.C.
Sánchez DeVanny Eseverri, S.C.
Band 3
Chevez, Ruiz, Zamarripa y Cia., S.C.
Cuatrecasas
Garrigues
Jáuregui y Del Valle, S.C.
Jones Day
Kavanagh Gorozpe
Ríos Zertuche, Gonzalez Lutteroth y Rodriguez
SMPS Legal
Vega, Guerrero & Asociados
Alphabetical order within each band. Band 1 is highest.

Strengths: “Edgar Ancona is a great team support. He is a rising star at the law firm, and has great potential for the future.”

Galicia Abogados, S.C.

What the team is known for Pre-eminent Mexican firm Galicia Abogados garners ample praise for its revered department of transactional specialists. The knowledgeable legal team has in-depth experience advising on complex M&A, divestitures, and corporate restructures. Galicia Abogados routinely represents multinational companies and private equity groups in transactions arising across several industries, notably energy, technology, finance, and real estate. The corporate M&A department benefits from the assistance of its well-reputed energy and natural resources, projects, and banking and finance teams. Galicia Abogados remains a first port of call for international law firms seeking local counsel in Mexico.

Strengths

“Galicia Abogados has an extremely sophisticated team with an excellent ability to handle and make sense of complex matters. Their level of responsiveness and service is of the very highest.”

“Galicia Abogados’ lawyers are both highly experienced and knowledgeable. They are business and client-oriented, and are pragmatic when solving problems.”

Notable practitioners

Eminent practitioner **Manuel Galicia Romero** continues to be lauded for his track record and leading role in the corporate arena in Mexico.

Strengths: “Manuel Galicia Romero has always been an M&A and transactional lawyer.” Esteemed co-head of department **José Visoso** enjoys outstanding prowess in handling corporate and M&A matters in Mexico. **Strengths:** “José Visoso is the most significant M&A lawyer at the law firm. He is the one who leads the practice at Galicia Abogados.” “I hold José Visoso in high esteem. He is a great M&A lawyer and is clearly deserving of recog-

Foreign Experts
Corporate/M&A
Based in Mexico
with expertise in countries listed below
Austria Hüttler Rupert Von Wobeser y Sierra, SC
Germany Cuesta Salces Luis Macdonel Uribe Cuesta

nition.” Noted partner **Christian Lippert** benefits from his solid experience in the Mexican corporate arena, assisting clients with complex M&A deals. **Strengths:** “Christian Lippert is an excellent lawyer, with great experience and knowledge of both the Mexican and the international market. He is of great help in the negotiation stage of a deal.”

Solid partner **Carlos Obregón Rojo** is regularly instructed by clients to provide his competent advice on corporate transactions in Mexico. He is noted for his experience acting for private equity funds on M&A deals. **Strengths:** “Carlos Obregón Rojo is very experienced in the Mexican market, and is recognised for his negotiation skills and style.” Co-head of department **Ignacio Pesqueira Taunton** can claim strong expertise advising on M&A deals in Mexico. **Strengths:** “Ignacio Pesqueira Taunton is highly active in M&A deals. He is a great lawyer.” Associate-to-watch **Florent Patoret** joins the ranking this year following support from clients and peers alike for his active corporate and M&A practice in Mexico. **Strengths:** “We feel very well represented by Florent Patoret given his level of commitment, dedication, experience and professionalism. It is a pleasure to work with him.”

Mijares, Angoitia, Cortés y Fuentes, S.C.

What the team is known for Mijares, Angoitia, Cortés y Fuentes houses a heavyweight corporate department that benefits from a stellar reputation in the market in Mexico. Its deep bench of lawyers is retained by notable local and international clients acting as buyers and sellers to advise on highly sophisticated cross-border M&A transactions. Mijares, Angoitia, Cortés y Fuentes is particularly experienced in advising on sale and purchase of equity stakes and corporate restructuring.

Strengths

“The team at Mijares, Angoitia, Cortés y Fuentes is very robust, with specialists in multiple disciplines. They offer excellent levels of engagement and response times.”

“The lawyers at Mijares, Angoitia, Cortés y Fuentes know our philosophy and values, which we really appreciate. They know how to perfectly share and manage the workload as a team.”

Notable practitioners

Market-leading partner **Ricardo Maldonado Yáñez** is highly adept at advising on corporate matters, including the sale and acquisition of assets and equity investments in Mexico. **Strengths:** “Ricardo Maldonado Yáñez knows everyone in Mexico and is very plugged in. His commercial connections are invaluable in the market.” “Ricardo Maldonado Yáñez is a lawyer who has seen everything and has had everything thrown at him. We know we will get a response from him within minutes; he is truly one of the best lawyers in Mexico.” Noteworthy partner **Pablo Mijares** has a long track record of assisting

national and international clients with corporate and M&A transactions in Mexico. He is also knowledgeable about general corporate mandates.

Strengths: “Pablo Mijares is an experienced corporate lawyer with extensive knowledge and excellent insights for the offering of the best legal strategy.”

Mexico City-based partner **Patricio Trad Cepeda** benefits from his solid experience advising clients on a wide range of matters, including corporate finance and mergers and acquisitions. **Strengths:**

“Patricio Trad Cepeda supports us with specific consultations on day-to-day corporate matters, and we are very happy with his service. He gives us peace of mind.” Established partner **Eugenio Macouzet de Leon** provides incisive insight into corporate and M&A matters arising in Mexico. His clientele hails from an array of industries, ranging from financial services to real estate. **Strengths:**

“Eugenio Macouzet de Leon’s negotiation skills are noteworthy. He goes beyond the legal aspects, and offers comprehensive advice which takes into account the business needs of the client.”

Francisco Fuentes Ostos combines strong experience in the corporate arena along with knowledge of the telecommunications sector in Mexico. **Strengths:**

“Francisco Fuentes Ostos is an outstanding corporate and M&A lawyer. He is very commercially aware and offers a high level of service.”

Martin Sánchez Bretón boasts experience assisting clients with a wide range of corporate and M&A matters in Mexico. **Strengths:** “We work a lot with Martin Sánchez Bretón. He is always very involved in our matters.”

Up-and-coming partner **Francisco Glennie Quirós** continues to receive praise from clients for his role in complex M&A and corporate transactions in Mexico. **Strengths:** “Francisco Glennie Quirós is excellent at understanding the needs of his clients. He is totally committed to them.”

Up-and-coming partner **Carlos Jiménez Cantú** joins the ranking this year following market commendation for his corporate and M&A practice in Mexico. **Strengths:** “Carlos Jiménez Cantú is a highly qualified professional with strong knowledge and commercial awareness.”

Nader Hayaux & Goebel

What the team is known for Nader Hayaux & Goebel houses a pre-eminent department that fields a deep bench of highly esteemed lawyers dealing with high-end corporate transactions. The Mexico City-based team is extremely experienced in sophisticated sales and acquisitions of stakes in companies, boasting further prowess in dealing with complex joint venture agreements. Nader Hayaux & Goebel is retained by a prestigious client roster of Mexican and international players hailing from the banking, technology, insurance, and real estate sectors.

Nader Hayaux & Goebel

Strengths

“The Nader Hayaux & Goebel team has the personality elements and the technical skills required for handling high-level matters. The service provided by the firm’s lawyers is timely and focused on the needs of the client.”

“The team at Nader Hayaux & Goebel is very robust and the team members complement one another. They are always available and willing to provide counselling.”

Notable practitioners

Esteemed partner **Michell Nader Schekaiban** enjoys a wealth of experience assisting clients with complex cross-border corporate transactions involving Mexico. **Strengths:** “Michell Nader Schekaiban is a holistic lawyer who manages to always think outside of the box, bringing innovative and realistic ideas to the table.” “Michell Nader Schekaiban showcases a clear knowledge of the topics and understanding of any legal subject.” Mexico City-based partner **Hans Goebel Caviedes** has strong experience in M&A deals, including those with a private equity component. He is particularly active in the financial services, technology, and real estate sectors. **Strengths:** “I have worked with Hans Goebel Caviedes for many years. He adds so much value to the transactions in which he is involved.” “When Hans is managing our matters I feel completely confident that they will arrive at a good port.” Solid partner **Julian Garza Castañeda** has a notable track record in M&A deals in the retail, telecoms and finance fields in Mexico. **Strengths:** “Julian Garza Castañeda is without a doubt a trustworthy and professional lawyer. He is close to his clients, as well as responsible and punctual.”

Ritch Mueller

What the team is known for Ritch Mueller is a leading multi-practice law firm in Mexico that draws praise for its corporate department. It is adept at advising Mexican and foreign clients on a vast array of matters, encompassing sophisticated M&A deals, joint ventures, and divestitures. The law firm brings together solid experience in corporate and financial transactions drawing on its strong banking and finance and capital markets departments. Ritch Mueller's clientele ranges from investment funds and financial services players to real estate and energy companies.

Strengths

“The lawyers at Ritch Mueller are always very well prepared and available to tend to the matters entrusted to them. They are a business-oriented team who always offer alternatives directed to achieving the results that we need.”

“Ritch Mueller has a top-notch team that come up with innovative ideas. They have great communication skills, and always deliver on time and with great quality.”

Notable practitioners

Distinguished co-head of department **Luis Nicolau** enjoys remarkable expertise in assisting clients with high-end M&A transactions in Mexico. **Strengths:** “Luis Nicolau is an excellent lawyer who is always ready to act. We can rest assured that he has our backs and that our matter could not be in better hands.” “Luis Nicolau perfectly knows the Mexican legal market, as well as its key players. He is a top-class lawyer who understands the interests and the nature of his clients. He boasts an acute business orientation.” Solid partner **Eduardo Triulzi Garciadiego** obtains recognition from both peers and clients for his prowess in corporate and M&A matters in Mexico. **Strengths:** “Eduardo Triulzi Garciadiego is a great partner to have when working on complex transactions. He always brings innovative solutions to the table and has experience in working through difficult circumstances.”

Up-and-coming partner **Héctor Cárdenas Ortega** enters the ranking this year after receiving support from market commentators for his corporate and M&A practice in Mexico. He is known for acting as counsel to private equity and financial players. **Strengths:** “Héctor Cárdenas Ortega is a very competent lawyer, with technical skills and with an ability to analyse complex situations. He is able to explain sophisticated concepts in layman's terms.” Up-and-coming partner **Gabriel Robles Beistegui** joins the ranking this following market commendation for his activity in corporate transactions in Mexico, including company sales and divestments. **Strengths:** “Gabriel Robles Beistegui is very reliable, responsive, and is also a fast learner. I am a very happy client with him as my counsel.”

Band 2**Baker McKenzie**

What the team is known for Baker McKenzie is a well-known global firm that is acknowledged for its activity in the corporate arena in Mexico. The corporate practice group is adept at assisting international clients with cross-border operations, encompassing big-ticket M&A and corporate reorganisations. Baker McKenzie is also well versed in dealing with corporate governance mandates. The law firm is particularly active in the technology, food and beverages, and manufacturing sectors.

Strengths

“The team at Baker McKenzie is customer-oriented as well as responsive to urgent needs, and it deals with very complex issues involving significant counterparties. They listen and adapt to the client's interests.”

Notable practitioners

Key practitioner **Gaspar Gutiérrez-Centeno** remains active in corporate and M&A matters in Mexico. **Strengths:** “Gaspar Gutiérrez-Centeno is a very experienced and commercially aware lawyer who knows how to get things done. He leads his team well and always offers helpful solutions.” Partner **Lorenzo Ruiz de Velasco** enters the rankings this year following market commendation for his corporate and M&A practice in Mexico. He is particularly active in the Mexican agribusiness and manufacturing sector. **Strengths:** “Lorenzo Ruiz de Velasco is a very important lawyer in the team. He is always available, has deep knowledge and gives good advice.” Up-and-coming partner **Carlo Pérez-Arízti Morales** continues to receive market appreciation for his expertise in handling corporate matters in Mexico. **Strengths:** “Carlo Pérez-Arízti Morales understands our business, is customer-focused, and is an excellent communicator. He is a valued teammate to us.”

Gonzalez Calvillo, S.C.

What the team is known for Gonzalez Calvillo houses an established corporate practice that represents Mexican and international clients in a wide range of corporate matters. The team is based in Mexico City and is highly experienced in M&A deals and corporate restructuring mandates. The corporate practice group also advises clients on corporate governance issues, shareholder agreements, and due diligence matters.

Strengths

“The team at Gonzalez Calvillo is very capable and experienced, and has business sensitivity. The lawyers are always focused on achieving results with the interests of the client in mind.”

Notable practitioners

Mexico City-based partner **José Ignacio Rivero Andere** is well-versed in handling corporate matters in Mexico, including corporate restructuring processes and M&As. **Strengths:** “José Ignacio Rivero Andere is an excellent lawyer who is very attentive and professional, and who provides good follow-ups.” Experienced practitioner **Jorge Cervantes Trejo** is skilled at assisting clients with cross-border transactions involving Mexico. He is particularly active in the banking and finance and renewable energy areas. **Strengths:** “Jorge Cervantes Trejo provides an incredible service, and has led a terrific team on each complex transaction I have been a part of.” Solid partner **José Victor Torres Gómez** shows an active presence in the corporate and M&A arena. He focuses his practice on advising clients from the technology, banking and private equity spheres on their corporate deals in Mexico. **Strengths:** “José Victor Torres Gómez is really knowledgeable, gives very good commercial advice, and always comes up with solutions.” Up-and-coming partner **Hernando Becerra** joins the ranking this year after receiving market support for his corporate and M&A practice in Mexico. He is routinely found acting as counsel to investment firms and companies from the oil and gas sectors. **Strengths:** “Hernando Becerra is very in tune with the needs of a cross-border investment action, in terms of both the quality of his deliverables, and his responsiveness.”

Greenberg Traurig, S.C.

What the team is known for Greenberg Traurig is a renowned international firm that benefits from a well-equipped corporate department in Mexico. The team assists Mexican and international players with corporate restructuring, joint ventures, and cross-border M&A transactions. Greenberg Traurig is active advising clientele hailing from a wide range of industries, including technology, energy and infrastructure sectors.

Strengths

“Greenberg Traurig has such a presence in the Mexican legal market that its attorneys know the business norms well, and can always advise on the best practical approach to tackle a legal problem.”

Notable practitioners

Mexico City-based M&A practitioner **José Raz Guzmán** remains active handling sales and acquisitions in Mexico. He is also renowned for his solid expertise in capital markets and banking and finance. **Strengths:** “José Raz Guzmán is an excellent lawyer, and a very good counsellor and negotiator.” Partner **Arturo Pérez-Estrada** joins the rankings this year following market commendation for his corporate practice in Mexico. He is particularly active in M&A in the financial and hospitality spaces. **Strengths:** “Arturo Pérez-Estrada's depth of knowledge of Mexican corporate and commercial matters helps us move to solutions quickly. He's a legal strategist, a planner, and an implementer.” Up-and-coming partner **Miguel Yturbe** is based in Mexico City and enjoys solid

expertise in cross-border M&A transactions.

Strengths: “Miguel Yturbe is a capable lawyer with a strong commitment to his clients. He has strong judgement and a problem-solving attitude.”

Santamarina y Steta SC

What the team is known for Santamarina y Steta is an established player in the Mexican market that fields a noteworthy team of corporate law specialists. With offices in both Mexico City and Monterrey, the law firm remains involved in advising domestic and foreign clients on various corporate operations, encompassing joint ventures, acquisitions, and corporate restructurings. The legal team is also skilled at handling varied types of corporate governance mandates, including shareholders agreements, due diligence procedures and contractual matters.

Strengths

“The team at Santamarina y Steta are very committed and well organised. They provide accurate responses which are also timely.”

Notable practitioners

Based in Mexico City, experienced practitioner **Jorge León-Orantes** benefits from a solid track record assisting clients from the technology, media and chemical industries with their M&A deals in Mexico. **Strengths:** “Jorge León-Orantes has great experience and knowledge of cross-border M&A. His command of the law, his expertise, and his fluency in English are key factors why we work with him.” Solid partner **Juan Carlos Machorro Guerrero** is highlighted for his expertise in corporate acquisitions. **Strengths:** “Juan Carlos Machorro Guerrero is a very experienced lawyer. He knows our business and our needs, and comes up with clear and well-grounded solutions.” Mexico City-based practitioner **Alberto Saavedra** has longstanding experience dealing with an array of corporate matters, encompassing M&A deals and joint venture agreements. **Strengths:** “Alberto Saavedra is a key corporate partner at Santamarina y Steta. He offers a high level of client service.” Up-and-coming partner **Pablo Laresgoiti** continues to receive strong feedback from peers and clients alike for his activity in corporate mandates in Mexico, including M&A and joint ventures. **Strengths:** “Pablo Laresgoiti is diligent and practical, and meets deadlines. He is also knowledgeable and agile, and establishes good relations with the counterparty.”

White & Case SC

What the team is known for White & Case boasts an experienced corporate and M&A department within a firm that has a notable international reach. The Mexico City office provides counsel to domestic and foreign clients involved in a number of sectors, including financial services, transportation and e-commerce. White & Case is known for its solid expertise advising banks and investment funds on sophisticated cross-border M&A deals. The team is also frequently sought out to handle joint venture agreements.

Strengths

“The team at White & Case are very knowledgeable and can handle any situation that presents itself during a transaction. They are pretty dialled in and have a lot of commercial awareness.”

Notable practitioners

Partner **Henri Capin-Gally** is praised for his corporate and transactional work in Mexico, particularly in M&A mandates in the e-commerce, hospitality and banking realms. **Strengths:** “Henri Capin-Gally helps us with several transactions in Mexico, providing a high-quality service and sound legal advice.” Up-and-coming local partner **Sergio Márquez** joins the ranking this year following market commendation for his corporate practice in Mexico. He is experienced in company sales in the financial sector. **Strengths:** “Sergio Márquez always shows availability and has a high level of knowledge in the corporate and M&A arena.”

Band 1

Bufete Robles Miaja, S.C.

What the team is known for Bufete Robles Miaja is a well-reputed firm that possesses a dynamic group of lawyers active in the corporate arena in Mexico. The legal team enjoys expertise in assisting clients with M&A transactions and general corporate matters such as shareholder meetings and due diligence. Bufete Robles Miaja routinely acts for clients from sectors such as food and beverages, technology and banking.

Strengths

“The team at Bufete Robles Miaja are extremely responsive and make themselves available at all times. I feel extremely comfortable with their interventions and availability.”

“The team at Bufete Robles Miaja is capable and compact. There is no law firm that knows us better than them.”

Notable practitioners

Esteemed partner **Rafael Robles Miaja** is acclaimed by clients and peers alike for his experience in the corporate and M&A arena in Mexico. He regularly acts as counsel to major clients on corporate governance and corporate restructuring mandates. **Strengths:** “Rafael Robles Miaja provides an outstanding service. He is highly knowledgeable about the law, and he is extremely responsive. He always gains the trust of his clients.” “Rafael Robles Miaja is one of the best lawyers in Mexico. He boasts a longstanding career and possesses extensive experience.” Up-and-coming partner **Gerardo Perez-Chow** continues to garner solid market recognition for his activity in the Mexican corporate arena. He is noted for his capabilities in corporate restructuring, as well as in M&A. **Strengths:** “Gerardo Perez-Chow is a great lawyer who is extremely hands-on. He gets fully involved and is very responsive.”

Creel Abogados

What the team is known for Creel Abogados is a reputable firm that benefits from its remarkable experience within the Mexican corporate arena. The seasoned practice group is routinely consulted by clients regarding the negotiation of joint ventures and M&A deals. The corporate division boasts further expertise advising on share and asset purchases as well as corporate reorganisations. The legal team continues to act for a notable group of clients hailing from the private equity space, as well as real estate and aviation.

Strengths

“The team at Creel Abogados showcase great knowledge and involvement in all legal matters. They are always responsive and available to help with our deals and projects.”

“The whole team at Creel Abogados has demonstrated professional abilities, availability, and a great attitude. There is a very good mix of experienced partners and new talent.”

Notable practitioners

Key partner **Gustavo Struck Creel** enjoys a wealth of experience advising on corporate transactions in Mexico. **Strengths:** “Gustavo Struck Creel knows our needs very well and offers us a tailor-made service.” “Gustavo Struck Creel takes care of us, as if this were his own company.” Co-head of department **Carlos Creel Carrera** benefits from a solid track record in the corporate and M&A domains in Mexico.

Hogan Lovells

What the team is known for Hogan Lovells is a highly regarded international firm with a solid team of corporate and M&A specialists in Mexico. The team is experienced in advising Mexican and foreign clients on complex transactions concerning stakes in high-value companies and joint ventures. Hogan Lovells is also well versed in corporate restructuring and governance matters. The law firm's client roster is drawn from numerous sectors, including energy, automotive, and food and beverages.

Strengths

“The team at Hogan Lovells is responsive, and provides a high level of analysis and recommendations. They make us feel as if we are their only clients.”

“I am very happy with their support and advice. They know our business, they get highly involved, and they speak to us in our business language.”

Notable practitioners

Key partner **Federico De Noriega** boasts solid experience assisting clients with corporate transactions and joint ventures in Mexico. Observers consider him an active lawyer in the market providing a solid commercial awareness and service in this area. **Strengths:** “Federico De Noriega offers an excellent service. He has extensive experience in investment and equity transactions, and is business-oriented, as he keeps things cordial and practical.” Partner **Juan Francisco Torres Landa** is adept at counselling international clients on cross-border corporate and M&A transactions involving Mexico. He remains active advising clients from the food and beverages and technology fields.

Kuri Breña, Sánchez Ugarte y Aznar, S.C.

What the team is known for Kuri Breña, Sánchez Ugarte y Aznar is an established firm in Mexico that boasts a deep bench of practitioners that is active in corporate mandates. The legal team possesses expertise in acting for clients involved in acquisitions, joint ventures, and commercial agreements. The law firm's corporate department enjoys notable prowess in advising investors and financial players that are active in a wide range of sectors, including the real estate, oil and gas, and automotive industries.

Strengths

"The team at Kuri Breña, Sánchez Ugarte y Aznar are very responsive, responding rapidly and efficiently to our requests. They are commercially aware and resourceful, as they come up with relevant and actionable information quickly."

"The team at Kuri Breña, Sánchez Ugarte y Aznar understand the kind of client we are and are very flexible with their fees, working around our budget limits."

Notable practitioners

Key partner **Luis Octavio Núñez Orellana** is skilled at advising companies on M&A and joint venture transactions in Mexico, particularly in the real estate sphere. **Strengths:** "Luis Octavio Núñez Orellana offers advice which is both excellent and practical." Partner **Daniel Kuri Breña** benefits from a solid track record assisting clients with joint ventures and acquisitions in Mexico. He is particularly active in the finance and real estate arenas. **Strengths:** "Daniel Kuri Breña perfectly understands our needs. He is attentive and offers us a direct and personalised service." Mexico City-based partner **Jesús Sánchez Ugarte** continues to be active in corporate transactions including acquisitions and joint ventures. He boasts experience advising clients hailing from the technology, manufacturing, and real estate industries. **Strengths:** "Jesús Sánchez Ugarte is a very good corporate lawyer. He is professional and I love working alongside him and his team."

Von Wobeser y Sierra, SC

What the team is known for Von Wobeser y Sierra houses a respected practice group that benefits from its relevant experience in the corporate sphere in Mexico. The legal team is routinely sought out by international clients to handle cross-border M&A deals, and boasts additional expertise in the structuring and negotiation of joint ventures. Von Wobeser y Sierra is also well equipped to assist clients with corporate reorganisations.

Strengths

"The team at Von Wobeser y Sierra have a collaborative spirit and great business awareness. The law firm truly offers comprehensive services."

"The team at Von Wobeser y Sierra are deal-oriented, and are quick to understand the needs of their clients. They are very strong and capable of adapting to the requirements of an international transaction."

Notable practitioners

Key partner **Luis Burgueño** continues to be well placed to advise in the corporate arena in Mexico. He is experienced in M&A and corporate restructuring processes. **Strengths:** "Luis Burgueño is a highly professional lawyer with a good level of knowledge. He always gives the best advice to our company." **Rupert Hüttler** remains active assisting clients hailing from Austria, and also boasts admission in the jurisdiction. Rupert Hüttler can claim a solid track record assisting clients operating in the automotive and manufacturing sectors.

Band 2**Basham, Ringe y Correa S.C.**

What the team is known for Basham, Ringe y Correa is an established firm in Mexico that fields a dynamic corporate department and boasts a wealth of experience handling domestic and cross-border M&A transactions, joint ventures, and corporate restructuring. The corporate legal branch remains a popular choice for US and European referrals. Basham, Ringe y Correa's clientele hails from numerous sectors, including fashion, manufacturing, and banking and finance.

Strengths

"The team at Basham, Ringe y Correehave broad commercial awareness as well as knowledge of the Mexican and international markets. They perform brilliantly, and their business-oriented solutions and risk prevention strategies are exceptional."

Notable practitioners

Juan José López de Silanes, Jesús Colunga and Amílcar García are some of the key client contacts at the firm.

Cuesta Campos y Asociados S.C.

What the team is known for Cuesta Campos y Asociados possesses a noteworthy practice group that enjoys a relevant experience advising on corporate mandates. The team is routinely sought out by clients to assist with joint ventures, M&A transactions, corporate restructuring, and the establishment of new entities in Mexico. The law firm offers broad coverage of the market through its offices in Mexico City, Guadalajara, and Guanajuato.

Strengths

"The team at Cuesta Campos y Asociados is very cohesive, and works together well. The lawyers are always available to meet quickly after an urgent matter arises, and they are responsive as well as hard workers."

Notable practitioners

Co-head of department **Azucena Marin** possesses strong expertise in advising national and international clients on an array of corporate transactions in Mexico. She is experienced in company acquisitions in the manufacturing sector. **Strengths:** "Azucena Marin is a strong and knowledgeable lawyer. She is commercially aware and provides a high level of client service." Associate-to-watch **Rafael Sánchez** joins the rankings following market praise for his corporate and M&A practice in Mexico. He is active in company incorporation and dissolution mandates, as well as in acquisitions. **Strengths:** "We are glad Rafael Sánchez tends to our matters. He is very professional and responsive."

Holland & Knight

What the team is known for Well-known international firm Holland & Knight possesses an established corporate practice in Mexico. The legal team benefits from its remarkable capabilities in assisting Mexican and international clients on a wide range of corporate mandates, spanning M&A, corporate restructurings, and the establishment of new entities. The department of legal practitioners is also well versed in corporate governance matters.

Strengths

"The team at Holland & Knight are always helpful, knowledgeable and easy to get in touch with."

Notable practitioners

Mexico City-based partner **Luis Rubio Barnetche** is an experienced corporate lawyer routinely involved in M&A and corporate restructurings. He is also noted for his TMT expertise. **Strengths:** "Luis Rubio Barnetche is very active and has a long-standing presence in the Mexican legal market. He gets involved in the strategic side of the matters." Up-and-coming partner **Selene Espinosa** enters the ranking this year following market recognition for her corporate practice in Mexico. She boasts experience in company incorporation mandates. **Strengths:** "Selene Espinosa has been an excellent adviser. She is always responsive and very helpful."

Macdonel Uribe Cuesta Llaca & Esquivel

What the team is known for Macdonel Uribe Cuesta Llaca & Esquivel has an experienced practice group that boasts expertise in assisting international clients involved in cross-border corporate deals. It is frequently sought out by clients to handle the establishment of new entities, corporate reorganisations, and M&A transactions. The firm is particularly adept at advising a European and Asian clientele spanning a wide range of sectors, including the logistics, manufacturing and pharmaceutical spheres.

Strengths

"The team at Macdonel Uribe Cuesta Llaca & Esquivel provide us with very efficient and professional advice. All matters are handled quickly and timely, and they offer short response times."

Notable practitioners

Significant partner **Luis Cuesta Salces** possesses expertise in cross-border M&A transactions and corporate restructuring in Mexico. Cuesta Salces is also admitted to practice in Germany. **Strengths:** "Luis Cuesta Salces is a very trustworthy lawyer, who helps us step by step in navigating complex matters and confusing environments. I am very happy with his services." Active partner **Bernardo Llaca Martínez** benefits from his solid experience in M&A deals and corporate reorganisations in Mexico. **Strengths:** "Bernardo Llaca Martínez is very clear in his explanations and open to understanding our concerns. He is a provider of solutions."

Pérez Correa, González y Asociados, S.C.

What the team is known for Pérez Correa, González y Asociados benefits from a seasoned department of legal practitioners that is active in counselling Mexican and international clients on cross-border M&A and corporate governance matters. The legal team is particularly experienced in dealing with private equity transactions. Pérez Correa, González y Asociados enjoys additional expertise in corporate restructuring.

Strengths

"The team at Pérez Correa, González y Asociados anticipate possible complications and risks, and provide effective solutions through innovative legal strategies based on their extensive experience and their strong commitment to the client."

Notable practitioners

Mexico City-based corporate partner **Luis Fernando González Nieves** remains active in the private equity space. **Strengths:** “Luis Fernando González Nieves sees the big picture, and always looks out for the best interest of his clients. He is responsive and highly service-oriented.” Active partner **Fernando Eraña** is based in Mexico City and boasts experience in cross-border M&A and corporate governance matters. **Strengths:** “Fernando Eraña is a very impressive and well-rounded attorney.”

Sánchez DeVanny Eseverri, S.C.

What the team is known for Sánchez DeVanny Eseverri houses a significant practice group based with presence in Mexico City and Monterrey. The legal team is adept at assisting with a wide range of corporate mandates and is frequently sought out by Mexican and foreign clients to advise on M&A deals and joint venture agreements. Sánchez DeVanny Eseverri offers additional expertise in corporate restructuring and corporate governance. The law firm and its team of corporate and M&A lawyers are active in the telecoms, manufacturing, and automotive sectors.

Strengths

“The lawyers at Sánchez DeVanny Eseverri are very attentive and professional. They are brilliant and I widely recommend their service.”

Notable practitioners

Ernesto Silvas Medina co-leads the firm's corporate practice, and routinely advises clients on cross-border matters such as joint ventures. **Strengths:** “Ernesto Silvas Medina has know-how in M&A deals, and becomes an important part of transactions as he gets highly involved.”

Band 3**Chevez, Ruiz, Zamarripa y Cia., S.C.**

What the team is known for Chevez, Ruiz, Zamarripa y Cia possesses a significant corporate department in Mexico. The practice group is retained by national and international clients to assist with a variety of corporate mandates, including mergers and acquisitions and joint ventures, as well as corporate governance and reorganisations. The law firm benefits from its strategic placing across Mexico, with offices in Mexico City, Monterrey and Querétaro.

Strengths

“Chevez, Ruiz, Zamarripa y Cia's lawyers are extremely proactive and are commercially aware when closing a transaction. The quality of their work is noteworthy.”

Notable practitioners

Active partner **Jimena González de Cossío** enters the ranking this year after receiving market support for her corporate practice in Mexico. She is experienced in corporate restructuring and M&A. **Strengths:** “Jimena González de Cossío gets very involved and puts a high level of attention on all the matters she handles. She is the lawyer we like working with the most.”

Cuatrecasas

What the team is known for Cuatrecasas is an established international firm with a noted corporate department in Mexico City. The experienced practice group is well placed to advise on a range of transactions, such as M&A and divestments, including the Mexican aspects of cross-border deals. The law firm is regularly retained by Mexican and multinational clients hailing from a variety of industries, including energy, infrastructure and technology.

Strengths

“The team members at Cuatrecasas are very knowledgeable. I am impressed by their responsiveness and by how quickly they make themselves available on short notice.”

Notable practitioners

Significant partner **Santiago Ferrer Pérez** maintains a strong reputation in the corporate sphere in Mexico. He is noted for his activity in M&A deals in the energy and technology spheres. **Strengths:** “Santiago Ferrer Pérez is a very pro-business lawyer who protects his clients.”

Garrigues

What the team is known for Garrigues is a well-regarded international outfit with proven skills in both local and cross-border corporate mandates involving Mexico. The department routinely advises clients from the technology, hospitality and finance industries on an array of corporate and M&A matters, including asset acquisitions, restructurings, and commercial contracts, among others.

Strengths

“The team at Garrigues understand our needs perfectly. They are proactive as they always propose new ideas that will benefit us.”

Notable practitioners

Co-head of department **Gerardo Lemus Burguete** benefits from his solid experience advising on Mexican and cross-border corporate and M&A matters. **Strengths:** “Gerardo Lemus Burguete is always very available for us. We are very pleased with his work.”

Jáuregui y Del Valle, S.C.

What the team is known for Jáuregui y Del Valle has a noteworthy corporate department in Mexico that benefits from its expertise handling a wide range of corporate matters, including sales and acquisitions of assets, corporate restructuring, and day-to-day corporate work. The team enjoys experience advising on M&A as well as joint venture agreements. Jáuregui y Del Valle is also involved in cross-border mandates for international clients, and in assisting clients with the evaluation and execution of investments.

Strengths

“The team at Jáuregui y Del Valle understand the needs of their clients swiftly. They are knowledgeable and offer a quick turnaround.”

Notable practitioners

Justo Fernández del Valle y Cervantes is the key client contact.

Jones Day

What the team is known for Jones Day is a renowned firm that is acknowledged for its global

reach and notable presence in the corporate domain in Mexico. The legal team assists both domestic and foreign clients with M&A transactions, joint ventures, and commercial agreements. Jones Day is also retained to handle corporate work in the course of infrastructure projects and the establishment of new entities. The firm's clientele hails from such sectors as energy and natural resources.

Strengths

“Jones Day have a full-service offering and are available for their clients.”

Notable practitioners

Javier Martínez del Campo is a key client contact.

Kavanagh Gorozpe

What the team is known for Well-regarded firm Kavanagh Gorozpe enjoys significant expertise in the Mexican corporate arena, and has remarkable skills advising on M&A, corporate restructurings, divestments and joint ventures. Kavanagh Gorozpe's corporate department offers additional expertise with the firm's tax and real estate capabilities. The client roster encompasses the fashion, real estate and banking and finance sectors.

Strengths

“The team at Kavanagh Gorozpe are very detail-oriented and get to know their clients well. In addition, they are always quick to answer our queries.”

Notable practitioners

Up-and-coming partner **Patricio Gorozpe** joins the rankings this year after receiving market recognition for his corporate practice in Mexico. He is active in joint ventures and M&A mandates. **Strengths:** “Patricio Gorozpe is a business-oriented lawyer, who is always eager to find answers and solutions to difficult scenarios in negotiations.” **Enrique Bojanic Vidal** joins the ranking this year following client praise for his activity in corporate matters in Mexico, including M&A and divestments. **Strengths:** “Enrique Bojanic Vidal makes sure everything is alright and is great at managing tasks. He explains matters in a clear way.”

Rios Zertuche, Gonzalez Lutteroth y Rodriguez, S.C.

What the team is known for Rios Zertuche, Gonzalez Lutteroth y Rodriguez is an established Mexican firm with a noteworthy corporate practice group which is retained to advise on a diverse range of corporate matters, such as M&A and corporate governance and restructuring mandates. The law firm's client roster includes companies from various industries, such as private equity, manufacturing, and oil and gas.

Strengths

“The lawyers at Rios Zertuche, Gonzalez Lutteroth y Rodriguez are very experienced and ready to provide innovative solutions to problems. They are fully aware of the Mexican and the international M&A markets.”

Notable practitioners

Partner **Alberto Rios Zertuche Ortuño** enters the rankings this year after garnering support from market commentators for his corporate and M&A practice in Mexico. **Strengths:** “Alberto Rios Zertuche Ortuño is a very frank and goal-oriented lawyer, who is also highly commercially aware.”

SMPS Legal

What the team is known for SMPS Legal houses an active corporate practice group in Mexico. The legal department is frequently called upon by national and international clients from the insurance, real estate and technology sectors to advise on a range of corporate mandates, including mergers and acquisitions, corporate structuring, asset purchases, and contractual support.

Strengths

"The team at SMPS Legal are a pleasure to work with; they are efficient and provide us with very personalised services, and meet very important deadlines."

Notable practitioners

Daniel Del Río can claim noteworthy experience in M&A transactions. He is routinely sought out by clients to handle mandates related to cross-border investments involving Mexico. Active partner **María Teresa Paillés** enters the rankings this year following support from market commentators for her corporate and M&A practice in Mexico. She is also held in high esteem for her noteworthy presence in the real estate sector.

Strengths: *"María Teresa Paillés is always willing to help, and is very attentive."*

Vega, Guerrero & Asociados

What the team is known for Dynamic firm Vega Guerrero & Asociados possesses a well-equipped practice group which assists clients with corporate mandates. The team is regularly instructed by Mexican companies to advise on corporate governance matters, M&A and restructurings as well as the creation of new entities. The firm is also sought out by international players to establish or liquidate their Mexican subsidiaries in the country.

Strengths

"The team at Vega Guerrero & Asociados has an outstanding ability to produce tailor-made solutions for complex matters. They are always available and responsive to our requests."

Notable practitioners

Up-and-coming partner **Joaquín Vega** joins the ranking this year after obtaining recognition from the market for his presence in the Mexican corporate and M&A space. He is experienced in corporate governance and incorporation mandates.

Strengths: *"Joaquín Vega is my go-to lawyer at the firm; he has a very broad understanding of the obligations we should meet in Mexico, as well as of our operations."*

Other Ranked Lawyers

Mariano Acebal De Rivas joins the rankings this year following market commendation for his presence in the Mexican corporate arena. He is active in M&A transactions.

Strengths

"Mariano Acebal De Rivas is a lawyer with a lot of potential. He is detail-oriented and is aware of the market trends."

Partner **Gerardo Gallego Díaz de León** of Ibarra, del Paso y Gallego enters the rankings this year after garnering market support for his corporate practice in Mexico. He is routinely found acting as counsel to companies from the retail, transportation and construction spheres.

Strengths

"Gerardo Gallego Díaz de León is result-oriented, trustworthy and frank. He has a high level of commercial awareness."

Partner **Francisco Garcia Naranjo** of Mayer Brown Mexico joins the ranking this year following recognition from peers and clients alike for his corporate practice in Mexico. He is highly active counselling clients from the financial sphere.

Strengths

"I have a good opinion about Francisco Garcia Naranjo's work. He is able to handle complex matters well."

Miguel Tsuyoshi Ishii Yokoyama of ONTIER provides solid experience assisting clients with M&A deals and corporate restructuring matters in Mexico.

Strengths

"Miguel Tsuyoshi Ishii Yokoyama is a lawyer who is devoted to his clients. He is business-oriented and understands our commercial goals."

Partner **Allan Kaye Trueba** of Aziz & Kaye Abogados enters the rankings this year after receiving support from market commentators for his corporate and M&A practice in Mexico. He is noted for his presence in the transportation, telecommunications and consumer products industries.

Strengths

"Allan Kaye Trueba is an excellent lawyer and a magnificent negotiator."

Guadalajara-based partner **Alejandro Ripoll** of Ramos, Ripoll & Schuster joins the ranking this year following market commendation for his corporate practice in Mexico. He is noted for his activity in the real estate, construction and technology sectors.

Strengths

"Alejandro Ripoll is a very professional and frank lawyer. He brings forth new ideas, having his clients' best interests in mind."

Up-and-coming partner **Giancarlo Schievenini Espíritu Santo** of CMS Woodhouse Lorente Ludlow joins the ranking this year following market commendation for his corporate practice in Mexico. He boasts experience in corporate governance matters and M&A deals.

Strengths

"Giancarlo Schievenini Espíritu Santo is a lawyer who understands our company inside out, and this allows him to propose solutions with a business perspective in mind."

Mexico City-based corporate practitioner **Carlos Valencia** of Valencia Consulting has a long track record advising on M&A transactions, drawing most recognition for handling deals in the telecommunications ambit.

Strengths

"Carlos Valencia is a highly committed and knowledgeable lawyer. He is also very accessible and attentive."

MEXICO: An Introduction to Dispute Resolution: Arbitration

Contributed by Bufete Asali

Mexico is at a critical crossroads as it approaches the presidential elections in June 2024. This pivotal election is set to be a deciding factor in shaping the nation's future. In just a few months, the Mexican electorate will face a stark choice between two distinct paths: the pursuit of the current administration's agenda or a significant departure toward a new policy direction. The stakes of this election extend across the fabric of Mexico's public life, particularly in terms of energy policy. The decision made at the polls will not only determine these policies but will also indirectly set the course for Mexico's approach to arbitration in the years to follow.

Back in 2013, Mexico captured international attention by ending the state monopoly in the energy sector with the energy reforms enacted under President Enrique Peña Nieto. This move liberalised the energy sector, inviting foreign investment and challenging the longstanding dominance of *Petróleos Mexicanos* (PEMEX) and *Comisión Federal de Electricidad* (CFE). The 2013 reforms primarily opened the electricity generation and sales sectors to competition, establishing a market-driven approach. Pursuant to the Electricity Industry Law (LIE), while the state still managed electricity transmission and distribution, it could now collaborate with private entities in these areas. Additionally, CFE was repositioned to compete on an equal footing with other market players.

Upon assuming the presidency in 2018, Andrés Manuel López Obrador embarked on a mission to redefine Mexico's political and economic direction, distinctly separating his administration's policies from those of his predecessors. A prime focus of his early tenure was the dismantling of several of the constitutional reforms enacted in 2013. Since 2018, the government's approach has been to systematically retract the liberalising reforms of the previous administration. By reversing these reforms, the government has reinstated the dominant role of state-owned companies in the energy sector, emphasising nationalisation and a return to resource nationalism, thus reshaping the investment landscape in Mexico.

For example, in an assertive move in February 2021, President López Obrador's administration introduced legislation to the Mexican Congress proposing significant amendments to the LIE. These revisions clearly aimed to reinforce the position of CFE to the detriment of private energy initiatives, intending to increase CFE's market share and prioritise its energy production over that of private entities. Furthermore, the administration has sought to renegotiate take-or-pay agreements within numerous gas transportation contracts because such clauses were deemed abusive, pushed for legal reforms enabling state-owned companies to unilaterally terminate contracts without incurring liabilities, and achieved a milestone with the nationalisation of lithium. The President has also publicly criticised international arbitration tribunals that have issued adverse awards against the Mexican government.

The implementation of this policy has led to a marked increase in commercial and investment arbitration proceedings in Mexico. Both Pemex and CFE, the state-owned oil and electricity entities, have found themselves parties to numerous arbitration cases, typically initiated by their business partners. Regarding investment

arbitration, 2023 saw over ten new proceedings filed against the Mexican state. Investors operating in Mexico view arbitration as an essential tool to address any government decisions that may impact their commercial interests.

Indeed, the number of arbitration cases initiated against Mexico might have risen had the Supreme Court of Justice not issued a ruling to declare the unconstitutionality of the current administration's reforms to the LIE in early 2024. Reacting to this decision, President López Obrador stated that initiating impeachment proceedings against Minister Pérez Dayán, the author of the ruling that invalidated the administration's policies, would be warranted. This ruling exemplifies the judiciary's role as a sanctuary for private entities. However, the fact that certain commercial decisions by public agencies are beyond judicial oversight, coupled with ongoing executive pressures, suggests that judicial intervention alone may not be adequate to counteract the impact of government policies.

In this context, the outcome of the presidential elections will have a very important impact on the political direction of the country and, undoubtedly, also on the definition and scope of arbitration in Mexico. On the one hand, candidate Claudia Sheinbaum has assured that she intends to continue the policies implemented by López Obrador. If the government's hostility toward private companies and the judiciary persists, an upward trend in the number of commercial and investment arbitrations can be expected to continue. On the other hand, opposition candidate Xóchitl Gálvez has promised to completely distance herself from the current government policies and has indicated that she will seek to restore private investors' confidence to do business in Mexico. In this alternative scenario, one would expect that a more welcoming environment for private investors would lead to a decrease in the number of arbitration proceedings involving Mexico and its state-owned enterprises.

The upcoming presidential elections in June 2024 mark a crucial turning point for Mexico, with significant implications for its energy policy, economic framework, legal environment, and role in international arbitration. The choice that voters face between the continuation of current policies and the prospect of transformative legislative change will decisively shape Mexico's future direction in attracting foreign investment and its stance on state enterprises.

The outcome of the election will not only determine Mexico's strategic approach to managing its natural resources and resolving disputes but also signal its position in the global economic and legal communities. As Mexico decides on its path forward, the international community remains keenly observant, recognising the broader impact on trade, bilateral relations, and arbitration norms. This moment is a pivotal opportunity for Mexico to define its commitment to a fair, progressive, and stable economic environment on the world stage.

MEXICO: An Introduction to Dispute Resolution: Civil & Commercial Litigation

Contributed by Martinez, Algaba, de Haro y Curiel S.C.

National Code of Civil and Family Procedure

Mexico has 33 codes of civil procedure in force; one for federal matters and 32 for local matters pertaining to each of the 32 entities comprising the country.

The codes of civil procedure are mainly used for civil proceedings but may also be used supplementarily for constitutional, amparo, administrative, commercial, and other kinds of proceedings when the applicable procedural laws fail to regulate, either totally or partially, certain scenarios or legal figures.

While the codes of civil procedure are similar to one another, they often contemplate special rules that distinguish them. Naturally, this poses an important challenge to litigators – who, by obtaining a licence to practice law in Mexico, are automatically enabled to appear and litigate before all federal and local courts across the nation – and, to some extent, creates undesired conflicts of laws whenever federal matters intersect with local matters, or whenever local matters of one entity overlap with those of another entity.

Accordingly, the Constitution was amended on 15 September 2017 to empower the Congress to enact a sole “National Code of Civil and Family Procedure” to replace all 33 codes of civil procedure currently in force and be employed for both federal and local proceedings.

It was not until November 2021 that Congress began discussing a bill to enact the National Code of Civil and Family Procedure. Discussions revolved around taking the best out of the codes meant to be replaced, incorporating the view of the judicial branch as expressed in recent case law, acknowledging the technological revolution sweeping over the world, privileging oral over written proceedings, as well as substance over form, designing an effective challenge system, in accordance with the standards set forth in the international treaties to which Mexico is a party, and – in general – creating a modern and slick set of rules easing the access to prompt, high-quality justice.

As the legislative minutes show, Congress also wanted to push the courts into promoting debate among the parties and facilitating the production of evidence as a way to efficiently find the truth within disputes and actually impart justice.

After several discussions and the involvement of Mexico’s Supreme Court of Justice due to legislative delays, on 7 June 2023, the National Code of Civil and Family Procedure was finally enacted. However, since it entails a massive transformation to the country’s procedural dynamics, the legislation shall enter into force gradually.

At a federal level, the Code shall come into effect when Congress issues a declaration of applicability at the request of the Federal Judicial Branch. At a local level, each local Congress shall trigger its applicability upon issuing a similar declaration, following a prior request from the respective Local Judicial Branch.

In any case, the National Code of Civil and Family Procedure shall come into force no later than 1 April 2027.

This new Code should strengthen the rule of law in Mexico in the coming years.

Commercial Oral Proceedings

Mexico’s federal and local procedure laws have been moving – for some time now – towards oral proceedings, turning away from written proceedings that have long dominated the litigation scene in most civil law legal systems.

The newly enacted National Code of Civil and Family Procedure adopted orality as a principle and methodology in most of the procedures regulated therein.

Notably, the Commerce Code has incorporated both ordinary oral proceedings and summary oral proceedings with the idea of gradually replacing most written proceedings.

As an illustration, in 2011, only disputes falling below a certain amount-threshold were decided through ordinary oral proceedings. Such amount-thresholds were increased over the years until definitively lifted. As of January 2020, all commercial disputes that involve liquidated claims and which would have been otherwise adjudicated through ordinary written proceedings are decided through ordinary oral proceedings. If the disputes arise from non-liquidated claims, then they are still decided through ordinary written proceedings.

An amount-threshold is in place for summary oral proceedings. Accordingly, to date, summary oral proceedings are only available for summary claims falling below approximately MXN200,000.

It is worth mentioning that oral proceedings are far quicker than written proceedings. For one thing, only a few rights may be asserted in writing. This includes the claim, the response to the claim, the answer to the response and, if applicable, the counterclaim, the response to the counterclaim, and the answer to the response. All other motions and pleadings must be brought in oral hearings and must be immediately decided by the competent court.

There are two hearings in oral proceedings. The first – the preliminary hearing – is designed to analyse and rule on procedural defences, clear out undisputed facts, and arrange for the logistics of the production of evidence. The second – the trial hearing – is meant for the actual production of evidence, including cross-examinations and expert reports, the expression of closing arguments, and the ruling on the merits of the claim.

It is important to realise that, unlike written proceedings, no revocation requests or appeals may be filed against procedural violations in oral proceedings. This means that parties must wait until a decision on the merits of the case is issued to contest, through an amparo directo claim, both the relevant procedural violations and the final ruling on the merits.

All hearings are recorded, either by video or audio. In this regard, several courts across the country have struggled to offer the appropriate facilities to hold and record hearings of oral proceedings as required by law. This is not the case for Mexico City courts, which are sufficiently equipped and trained to handle this type of proceeding.

Oral proceedings constitute yet another effort by Congress to secure access to prompt and high-quality justice.

Finally, at a local level, in light of the National Programme of Commercial Oral Proceedings, and the imminent applicability of the National Code of Civil and Family Procedure, different local

courts have been obtaining training and certification for the proper implementation of these proceedings.

COVID-19 and Technology

Not every aspect of the COVID-19 pandemic has been negative. Shortly after the outbreak, the Mexican legal system experienced an accelerated transition to electronic trials and files.

Mexican courts were closed for five out of the 12 months of 2020. When they resumed activities, they did so on a very limited basis, especially in aspects concerning attendance at courts; that is, filing of paper writs, reviewing hard copy files, speaking with judges and judicial clerks, holding hearings, etc. This caused a huge delay in the administration of justice.

Fortunately, federal courts and some local courts, including Mexico City courts, rapidly enhanced existing tools and enabled new mechanisms to allow the filing of electronic writs, digitalisation of existing hard copy files, integration of new electronic files, and holding of videoconference meetings and hearings with both judicial clerks and counterparties. This considerably shortened the timeframes contemplated in the federal and local judicial branches' electronic-migration agendas.

As of today, some federal claims and proceedings may be entirely pursued and handled electronically. Resolutions may be served or notified by email or other electronic means. By the same token, sessions of federal collegiate courts may be watched live through streaming platforms.

Hopefully, the technological revolution of the Mexican judicial system will continue in the coming months, especially in local courts.

Another key point related to judicial activity within the context of the COVID-19 pandemic is the courts' approach to problems that society consistently faced due to the 2020 economic downfall, markedly within the real estate sector.

By means of example, courts have been generally holding that lessees of commercial properties were excused from paying rent to lessors while they were totally precluded from operating their businesses in the leased properties pursuant to government measures aimed at controlling the pandemic. In turn, courts have been ruling that lessees were obliged to pay 50% of the agreed rent while they were partially precluded from operating their business.

Leaving aside personal opinions on the fairness of the courts' approach to the issue, one cannot deny the fundamental role that the judicial branch plays in reinstating balance in commercial relationships and the huge challenges that courts face when assessing valid interests and concerns from opposing parties as lessors and lessees, in a post-pandemic reality.

Dispute Resolution

Dispute Resolution: Arbitration
Leading Firms
Band 1
Galicia Abogados, S.C.
Hogan Lovells
Von Wobeser y Sierra, SC
Band 2
Bufete Asali
Creel, García-Cuéllar, Aiza y Enríquez, S.C.
Band 3
Cuatrecasas
Fonseca, Rodríguez, Perchemlian & Martínez
Holland & Knight
LITREDI, S.C.
Senior Statespeople
Senior Statespeople: distinguished older partners
Abascal José María Abascal, Segovia (ORL) ◇
Leading Individuals
Band 1
Graham Luis Enrique Hogan Lovells
Guerrero Rodríguez Luis Omar Hogan Lovells
von Wobeser Claus Von Wobeser y Sierra, SC
Zamora Etcharren Rodrigo Galicia Abogados, S.C.
Band 2
Azar Manzur Cecilia Galicia Abogados, S.C.
Fonseca Salvador Fonseca, Rodríguez, Perchemlian
Magallanes Adrián Von Wobeser y Sierra, SC
Venegas Marco Tulio LITREDI, S.C.
Band 3
Alvarez-Avila Gabriela DLA Piper Mexico, S.C. (ORL) ◇
Asali Jorge Bufete Asali
Covarrubias José Pérez Correa, González y Asociados
del Castillo E Fernando del Castillo & Castro (ORL) ◇
González de Castilla Jr Emilio González (ORL) ◇
Loperena Ruiz Carlos Loperena, Lerch (ORL) ◇
Ortega Elsa Creel, García-Cuéllar, Aiza y Enríquez, S.C.
Véjar Carlos White & Case SC
Up-and-coming individuals
Carrillo Michelle LITREDI, S.C.
García Barragán López Daniel García (ORL) ◇
Irra de la Cruz Rene Cuatrecasas
Jardón Piña Luis Manuel Creel, García-Cuéllar, Aiza
Manzano Montserrat Von Wobeser y Sierra, SC
Padilla Adriana Ritch Mueller (ORL) ◇
Associates to watch
Escobar Magaña Santiago Bufete Asali
Macin Rodrigo Von Wobeser y Sierra, SC
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

The editorial is in alphabetical order by firm name.

Bufete Asali

What the team is known for Mexico City-based boutique Bufete Asali enjoys an established practice in the Mexican dispute resolution arena. The team possesses expertise in advising domestic and international clients on arbitration and civil and commercial litigation mandates. It is frequently instructed to assist with disputes involving breaches of contract, construction cases and debt collections, as well as commercial and investor-state arbitration cases. Bufete Asali is regularly retained by clients from the banking, energy and natural resources, and construction sectors.

Dispute Resolution Most in Demand Arbitrators
Leading Individuals
Star individuals
von Wobeser Claus Von Wobeser y Sierra, SC
Band 1
Azar Manzur Cecilia Galicia Abogados, S.C.
González de Castilla Jr Emilio González (ORL) ◇
González de Cossío Francisco González (ORL) ◇
Loperena Ruiz Carlos Loperena, Lerch y Martin (ORL) ◇
Lozano Alarcón Gerardo GLA International (ORL) ◇
Mueller García Christa Mueller Abogados, S.C. (ORL) ◇
Ogarrio Alejandro Ogarrio Daguerre S.C. (ORL) ◇
Ortega Elsa Creel, García-Cuéllar, Aiza y Enríquez, S.C.
Ruiz Víctor Ruiz-Silva Abogados, S.C. (ORL) ◇
Siqueiros Eduardo Sole Practitioner (ORL) ◇

Strengths

"The team at Bufete Asali has a great ability to tend to complex, sophisticated and technical issues. The lawyers offer good responsiveness and communicate with ease."

Notable practitioners

Solid partner **Luis Asali** is admired for his expertise in dispute resolution matters in Mexico. He is particularly noted for his experience in advising clients from the banking and finance, life sciences and construction fields on civil and commercial litigation matters. **Strengths:** *"Luis Asali is great! He is a very skilful and knowledgeable lawyer. He is also an excellent communicator and has noteworthy negotiation skills."* Key partner **Jorge Asali** continues to receive market support for his dispute resolution practice in Mexico. He is particularly noted for his expertise in arbitration proceedings, and also boasts an active civil and commercial litigation practice. **Strengths:** *"Jorge Asali is an excellent lawyer with a good feeling of the Mexican market. He offers valuable insights from a commercial perspective."* Associate-to-watch **Santiago Escobar Magaña** enters the rankings this year following praise from clients and peers alike for his arbitration practice in Mexico. His services are routinely requested by clients from the logistics, telecoms and food and beverages industries. **Strengths:** *"Santiago Escobar Magaña is an excellent lawyer, with a great approach to conflict resolution. He proposes very efficient solutions."*

Creel, García-Cuéllar, Aiza y Enríquez, S.C.

What the team is known for Creel, García-Cuéllar, Aiza y Enríquez is a full-service firm with a well-equipped dispute resolution practice group. The solid team is frequently retained by Mexican and international clients to act on arbitration matters, including ICDR, ICC and ICSID proceedings. The department is particularly active assisting with investor-state cases, international trade and commercial disputes, and its clientele hails from a wide range of industries, including the energy, financial services and infrastructure sectors.

Strengths

"The team at Creel, García-Cuéllar, Aiza y Enríquez advise in an effective and timely manner. They have an acute sense of commercial awareness and are successful in understanding their client's business

Dispute Resolution Civil & Commercial Litigation
Leading Firms
Band 1
Hogan Lovells
Martínez, Algaba, de Haro y Curiel S.C.
Band 2
Malpica, Iturbe, Buj & Paredes
Von Wobeser y Sierra, SC
White & Case SC
Band 3
Bufete Asali
Guerra González y Asociados SC
Pérez Correa, González y Asociados, S.C.
Quijano, Cortina y de la Torre Abogados
Santamarina y Steta SC
Band 4
Galicia Abogados, S.C.
Guerra, Hidalgo y Mendoza (GHM)
Jones Day
López Melih y Estrada, S.C.
Mañón, Quintana, Rosales y Jandette, SC
Müggenburg, Gorchs y Peñalosa, S.C. (MGPS)
Sánchez DeVanny Eseverri, S.C.

needs."

Notable practitioners

Partner **Elsa Ortega** is known for her expertise in the arbitration domain. She is active as both party counsel and arbitrator in arbitration cases in Mexico. **Strengths:** *"Elsa Ortega is a very capable and intelligent lawyer, who is both a great counsel and arbitrator. She has good legal judgement."* Up-and-coming practitioner **Luis Manuel Jardón Piña** joins the rankings this year following market commendation for his arbitration practice in Mexico. **Strengths:** *"Luis Manuel Jardón Piña is a great person to work with. His attention to detail is refreshing when considering all aspects for making a decision."*

Cuatrecasas

What the team is known for Cuatrecasas houses an established arbitration practice in Mexico which is called upon by national and international clients to assist on a diverse range of mandates, including disputes arising from contractual breaches. The law firm attracts clients from various industries, such as energy, real estate and infrastructure.

Strengths

"The team at Cuatrecasas have shown great dedication and quality in their work. They are knowledgeable and clearly understand our needs, and they are committed to our objectives."

Notable practitioners

Up-and-coming partner **Rene Irra de la Cruz** continues to garner compliments from clients and peers alike for his arbitration practice in Mexico. He is highly active in projects and energy disputes. **Strengths:** *"Rene Irra de la Cruz is a lawyer who goes into the depth of matters; his attention to detail and thoroughness are very notable. He represents us in the best possible manner."*

Dispute Resolution Civil & Commercial Litigation
Senior Statespeople
Senior Statespeople: distinguished older partners
De Haro González Jorge <i>Martínez, Algaba, de Haro</i>
Martínez Guerrero Roberto <i>Martínez, Algaba, de Haro</i>
Quijano Baz Javier <i>Quijano, Cortina y de la Torre</i>
Leading Individuals
Band 1
del Castillo E Fernando <i>del Castillo & Castro (ORL) ◇</i>
Guerrero Rodríguez Luis Omar <i>Hogan Lovells</i>
Ramírez Ornelas Gerardo <i>Ramírez Ornelas (ORL) ◇</i>
Band 2
Asali Luis <i>Bufete Asali</i>
Cortina Xavier <i>Quijano, Cortina y de la Torre Abogados</i>
Curiel Oscura Javier <i>Martínez, Algaba, de Haro y Curiel</i>
Espejel Enrique <i>White & Case SC</i>
Guerra González Jaime R <i>Guerra González y Asociados</i>
Guerra Méndez Jesús A <i>Guerra, Hidalgo y Mendoza</i>
Magallanes Adrián <i>Von Wobeser y Sierra, SC</i>
Malpica Hernández Carlos <i>Malpica, Iturbe, Buj</i>
Rivera Gaxiola Alonso <i>Rivera Gaxiola, Carrasco (ORL) ◇</i>
Band 3
Cervantes Muñiz Luis <i>Cervantes Abogados (ORL) ◇</i>
Espino Guerrero Everardo J. <i>Mijares, Angoitia (ORL) ◇</i>
López Lajud Alfonso <i>Sánchez DeVanny Eseverri, S.C.</i>
López Melih Alfonso <i>López Melih y Estrada, S.C.</i>
Peon Barriga Luis Ernesto <i>Hogan Lovells</i>
Pérez-Correa Camarena Fernando <i>Pérez Correa</i>
Sierra Diego <i>Von Wobeser y Sierra, SC</i>
Zamora Etcharren Rodrigo <i>Galicía Abogados, S.C.</i>
Band 4
Asali Jorge <i>Bufete Asali</i>
Covarrubias José <i>Pérez Correa, González y Asociados</i>
Díaz Álvarez Daniel <i>Sainz Abogados (ORL) ◇</i>
Fernández del Valle Roberto <i>Santamarina y Steta SC</i>
Gorches Guerrero Esteban C <i>Müggenburg, Gorches</i>
Graham Luis Enrique <i>Hogan Lovells</i>
Grajeda Muñoz Edgar <i>Gonzalez Calvillo, S.C. (ORL) ◇</i>
Iturbe López Juan José <i>Malpica, Iturbe, Buj & Paredes</i>
Linares Alejandro <i>Ecija Abogados (ORL) ◇</i>
Ochoa Huerta Octavio <i>Guerra González y Asociados SC</i>
Olvera F. Carlos <i>Santamarina y Steta SC</i>
Oropeza Solórzano Jordi <i>Oropeza Abogados (ORL) ◇</i>
Ostos Fulda Alejandro <i>Greenberg Traurig, S.C. (ORL) ◇</i>
Venegas Marco Tulio <i>LITREDI, S.C.</i>
Up-and-coming individuals
A. Cervantes Castillo Luis <i>Cervantes Díaz (ORL) ◇</i>
Gutiérrez Martínez-Parente Diego <i>Martínez, Algaba</i>
Huerta Ávila María Elena <i>Jones Day</i>
Mañón Antonio <i>Mañón, Quintana, Rosales y Jandette, SC</i>
Martínez Mendieta Juan Miguel <i>Ibarra, del (ORL) ◇</i>
Mendoza Cuenca Mauricio <i>Martínez, Algaba, de Haro</i>
Mora-Jensen Garza Diego <i>White & Case SC</i>
Valdés King Jorge <i>Hogan Lovells</i>
Associates to watch
Esquivel-Patiño Verónica <i>Sánchez DeVanny Eseverri</i>
Pacheco Mendoza José Joaquín <i>White & Case SC</i>
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Fonseca, Rodríguez, Perchemlian & Martínez Abogados

What the team is known for Fonseca, Rodríguez, Perchemlian & Martínez Abogados is an active dispute resolution boutique that fields a significant arbitration practice in Mexico. The law firm is regularly retained by Mexican and foreign

Foreign Experts Dispute Resolution
Based in Mexico with expertise in countries listed below
USA Sierra Diego <i>Von Wobeser y Sierra, SC</i>

companies to advise on matters such as breach of contract claims and cross-border commercial disputes. The department is particularly active in the construction, agribusiness and life sciences spaces.

Strengths

"The team at Fonseca, Rodríguez, Perchemlian & Martínez Abogados has a great understanding both of the market and of their clients' needs. In addition, they are very responsive and timely."

Notable practitioners

Noted dispute resolution partner **Salvador Fonseca** benefits from a longstanding track record as arbitration counsel in Mexico. He is recognised by market commentators for his activity in the area. **Strengths:** *"Salvador Fonseca is very experienced and respected in the arbitration field. His knowledge of the law and judicial frameworks is exceptional."*

Galicía Abogados, S.C.

What the team is known for Galicía Abogados has a distinguished dispute resolution practice, fielding an experienced bench of practitioners who are active in handling complex arbitration as well as civil and commercial litigation mandates. The Mexico City-based team is frequently sought out by clients to assist with claims arising from numerous sectors such as energy, finance and infrastructure. Galicía Abogados boasts notable experience dealing with breach of contract claims related to transport and energy infrastructure projects. The legal team counts both party counsel and arbitrators among its ranks.

Strengths

"Galicía Abogados is a firm that understands the needs of the clients it represents. As such, its service is excellent, its responses are timely, and they exceed expectations."

"The team at Galicía Abogados have a good sense of urgency and are very responsive. They communicate in a fluid manner and understand us as clients."

Notable practitioners

Esteemed co-head of department **Rodrigo Zamora Etcharren** is based in Mexico City and is acknowledged by market onlookers as a well-rounded dispute resolution expert. He is adept at advising on both arbitration and commercial litigation proceedings. **Strengths:** *"Rodrigo Zamora Etcharren offers excellent response times as well as clear and effective advice. His counselling adds value to our business strategy."* *"Working with Rodrigo Zamora Etcharren is always a pleasure. He is, without a doubt, a point of reference in the arbitration realm in Mexico."* Knowledgeable partner **Cecilia Azar Manzur** boasts outstanding capabilities as both party counsel and arbitrator in complex arbitration cases in Mexico. **Strengths:** *"Cecilia Azar Manzur is a very professional lawyer. She understands our business needs, and tackles all our requests promptly."* *"Cecilia Azar Manzur has a noteworthy hybrid practice, and does a great job as an arbitrator."*

Guerra González y Asociados SC

What the team is known for Guerra González y Asociados is a well-regarded dispute resolution firm that benefits from a seasoned bench of litigators based in Mexico City. The team enjoys recognition for its capabilities representing domestic and foreign clients in civil and commercial disputes, including debt collection, contractual breaches, shareholder conflicts, civil liability claims, and real estate controversies. The law firm is active in the banking and finance, energy and natural resources, and manufacturing spaces.

Strengths

"The team at Guerra González y Asociados is very experienced at handling complex matters, always with the client's best interest in mind. In addition, their service level and responsiveness exceed expectations."

Notable practitioners

Noteworthy dispute resolution partner **Jaime Guerra González** benefits from longstanding experience in the civil and commercial litigation area. He continues to gain recognition for his activity as a litigator in Mexico. **Strengths:** *"Jaime Guerra González is a great lawyer who is both capable and dependable."* *"He gets involved when there are crucial things going on. He finds alternatives and options, and is always present when required."* **Octavio Ochoa** enters the rankings this year following market commendation for his civil and commercial litigation practice in Mexico. He is active in conflicts arising in the food and beverages and banking and finance spheres. **Strengths:** *"It is always excellent to work with Octavio Ochoa since he is attentive, experienced and knowledgeable."*

Guerra, Hidalgo y Mendoza (GHM)

What the team is known for Guerra, Hidalgo y Mendoza is a Mexican dispute resolution boutique firm that is active in the civil and commercial litigation area. The department is retained by local and international clients from the financial, hospitality and retail spaces to assist on a range of disputes, including moral damages claims, real estate lawsuits, debt collection, breach of contract disputes, and shareholder conflicts.

Strengths

"Guerra, Hidalgo y Mendoza is a firm that combines the experience of legal veterans with the talent and synergy of young lawyers. The service they provide is always clear, precise and timely."

Notable practitioners

Solid partner **Jesús Guerra Méndez** continues to win praise for his activity in the civil and commercial dispute resolution domain in Mexico. He is also noted for his active presence in the contentious side of bankruptcy and restructuring. **Strengths:** *"Jesús Guerra Méndez is a highly professional lawyer with extensive experience in litigation. He is respectful and friendly, as well as responsible and committed to the satisfaction of the client."*

Hogan Lovells

What the team is known for Hogan Lovells is a dispute resolution powerhouse that fields a deep bench of highly experienced litigators in Mexico, who are active in both judicial and arbitral claims.

The team boasts superb capabilities in civil and commercial litigation and arbitration, acting for a varied clientele across a wide range of sectors, including energy, automotive, and infrastructure. Hogan Lovells is frequently sought out by Mexican and foreign players to assist with breaches of distribution, supply and service contract claims, civil liability proceedings and shareholder disputes, as well as moral damages cases. The law firm also offers additional prowess in class actions.

Strengths

"Hogan Lovells show a defined structure in the way they divide their team to handle arbitration and litigation processes. We always receive timely, strong and accurate advice from them."

"The partners at the firm are really committed to providing a good service, and seek alternatives that best fit the needs of their clients."

Notable practitioners

Esteemed co-head of dispute resolution department **Luis Enrique Graham** possesses sharp arbitration skills to assist an impressive roster of clients with complex disputes in Mexico. He is also noted for his civil and commercial litigation practice. **Strengths:** *"We are very satisfied with Luis Enrique Graham's overall performance and his level of personalised services."* *"With Luis Enrique Graham we have obtained favourable results in highly relevant litigation proceedings, which have set a precedent in our industry."* Distinguished dispute resolution partner **Luis Omar Guerrero Rodríguez** is acclaimed by peers and clients alike for his strong expertise in civil and commercial litigation and arbitration proceedings in Mexico. He is routinely found advising clients from the automotive, natural resources and manufacturing spheres. **Strengths:** *"Luis Omar Guerrero Rodríguez is a very talented lawyer who has the ability to analyse, manage and advise on very complex cases."* *"Luis Omar Guerrero Rodríguez is an expert in the Mexican arbitration field."* Key dispute resolution partner **Luis Ernesto Peon Barriga** is skilled at advising clients in the civil and commercial litigation arena in Mexico. He is active in disputes within the financial, automotive and insurance realms. **Strengths:** *"Luis Ernesto Peon Barriga is a very studious, professional and friendly lawyer."* Up-and-coming partner **Jorge Valdés King** elicits significant praise from market commentators for his activity in civil and commercial litigation in Mexico. He is noted for his activity in the natural resources and technology sectors. **Strengths:** *"Jorge Valdés King has profound knowledge of our commercial practices, business models and products. He is in charge of dealing with our main disputes in Mexico."*

Holland & Knight

What the team is known for Holland & Knight boasts a dynamic arbitration practice in Mexico. The department is called upon by national and international clients to advise on a range of dispute resolution mandates, including in the commercial and investment arbitration spheres under the ICSID and ICC rules. The law firm attracts clients from various industries, including energy and telecommunications.

Strengths

"The service provided to us by Holland & Knight is

always of high quality, delivered in a professional manner, and with due promptness correlating to the urgency of the matter."

Notable practitioners

Juan Pablo Moyano, Laura Yvonne Zielinski and Antonio Barrera are the key client contacts.

Jones Day

What the team is known for Jones Day is a noted firm that has a recognised civil and commercial litigation practice. The Mexico City legal team is frequently sought out by an international clientele hailing from the finance, energy and retail sectors to handle dispute resolution mandates such as claims related to breaches of contract.

Strengths

"Jones Day has a very strong civil litigation team, with great knowledge of federal as well as local regulations and processes. The team is responsible and takes ownership of the matters, providing consistent follow-ups."

Notable practitioners

Up-and-coming practitioner **María Elena Huerta Ávila** joins the rankings this year following market commendation for her civil and commercial litigation practice in Mexico. She has considerable activity in disputes arising from the financial and mining sectors. **Strengths:** *"María Elena Huerta Ávila is an excellent and experienced lawyer. She has great leadership and team coordination skills, and is good in negotiations. I feel well represented when I work with her."*

LITREDI, S.C.

What the team is known for LITREDI is a Mexican boutique firm with a noteworthy arbitration practice that is noted for its activity in arbitration disputes involving government-owned companies. The department is active in insurance coverage arbitration and commercial arbitration proceedings, including under the ICC rules. LITREDI attracts Mexican and multinational clients from a diverse range of industries, such as automotive, oil and gas, and infrastructure.

Strengths

"The team at LITREDI provide complete and comprehensive advice with a holistic perspective, always caring for the client's risk tolerance. We feel totally supported by them."

Notable practitioners

Noted partner **Marco Tulio Venegas** is experienced in both arbitration and commercial litigation in Mexico, especially in disputes arising in the projects and energy and natural resources industries. **Strengths:** *"Marco Tulio Venegas has proven to be a great professional with extensive experience and knowledge of business."* *"He is a great specialist in arbitration. His handling of cases is exceptional and his ideas are brilliant."* Up-and-coming dispute resolution partner **Michelle Carrillo** joins the rankings this year after obtaining market recognition for her presence in the Mexican arbitration realm. She is active in commercial disputes involving the construction and energy spaces. **Strengths:** *"Michelle Carrillo handles sophisticated matters perfectly, responds to all the needs of her clients, and finds solutions to the most complex problems."*

López Melih y Estrada, S.C.

What the team is known for López Melih y Estrada has a well-known dispute resolution practice earning recognition for its involvement in civil and commercial litigation. Based in Mexico City, the department is regularly called upon to represent key players from the aviation, telecommunications, and financial services fields in contentious proceedings.

Strengths

"López Melih y Estrada are a good counterpart to face, as we are able to reach an agreement with them. Working with them is a good experience."

Notable practitioners

Mexico City-based partner **Alfonso López Melih** has an established practice in the civil and commercial dispute resolution arena in Mexico. **Strengths:** *"Alfonso López Melih is great in contentious corporate matters such as shareholder conflicts."*

Malpica, Iturbe, Buj & Paredes

What the team is known for Reputable dispute resolution firm Malpica, Iturbe, Buj & Paredes enjoys solid expertise in the litigation arena in Mexico. The team is regularly called upon by an array of high-level clients to advise on civil and commercial claims, and also benefits from its solid capabilities handling administrative proceedings. Malpica, Iturbe, Buj & Paredes represents an enviable client roster encompassing notable names from such sectors as banking and finance, entertainment, manufacturing and energy.

Strengths

"The team at Malpica, Iturbe, Buj & Paredes are efficient and straightforward in complex and sophisticated matters. They are very responsive and provide consistent follow-ups."

Notable practitioners

Well-regarded dispute resolution practitioner **Carlos Malpica Hernández** assists high-level clients from the finance, energy and construction sectors with complex civil and commercial claims in Mexico. He is also noted for his prowess in contentious public law mandates. **Strengths:** *"Carlos Malpica Hernández is an extraordinary lawyer, with solid legal foundations and extensive experience in commercial and civil matters."* Active partner **Juan José Iturbe López** enters the rankings this year following market recognition for his civil and commercial litigation practice in Mexico. He regularly advises clients from the energy and investment banking spaces. **Strengths:** *"Juan José Iturbe López is approachable and confident. In addition, he is very conscious of time and the complexities of our company."*

Mañón, Quintana, Rosales y Jandette, SC

What the team is known for Mañón, Quintana, Rosales y Jandette has a noted civil and commercial litigation practice group in Mexico. The department is called upon by a range of Mexican and international clients belonging to various industries, including automotive, finance, and energy and natural resources. The lawyers are notably active representing clients in shareholder conflicts, class actions, consumer protection cases, breach of contract claims, and disputes in

the banking and finance sphere.

Strengths

"The team at Mañón, Quintana, Rosales y Jandette is very robust and offers personalised and timely attention to our needs. They handle legal disputes in an absolutely satisfactory manner."

Notable practitioners

Up-and-coming partner **Antonio Mañón** joins the rankings this year after obtaining significant praise for his expertise in civil and commercial litigation in Mexico. He is particularly active in conflicts arising in the automotive and financial spaces. **Strengths:** *"I highly recommend Antonio Mañón for civil and commercial litigation matters. He is a great lawyer and a leader, and he is very professional."*

Martínez, Algaba, de Haro y Curiel S.C.

What the team is known for Martínez, Algaba, de Haro y Curiel houses a revered practice group occupying a leading position in the dispute resolution arena in Mexico. The civil and commercial litigation department excels in dealing with high-stakes civil and commercial disputes, boasting particular expertise in advising key players from the financial services industry on high-level claims. Martínez, Algaba, de Haro y Curiel benefits from a distinguished team routinely sought out by a varied clientele hailing from a range of sectors, including banking, insurance and retail.

Strengths

"The team at Martínez, Algaba, de Haro y Curiel has a great ability to analyse, manage and understand complex and sophisticated matters, whilst protecting the interests of the client."

"The lawyers at Martínez, Algaba, de Haro y Curiel have demonstrated a high level of knowledge of both the law and of the relevant matters. They are swift and accurate when providing responses and strategies."

Notable practitioners

Senior statesperson **Jorge De Haro González** benefits from a wealth of experience assisting clients with civil and commercial litigation matters. He possesses expertise assisting leading financial institutions seeking representation in dispute resolution cases such as civil and commercial claims.

Strengths: *"Jorge De Haro González is a very well-known and well-respected lawyer; working with him is always an amazing experience."* Senior statesperson **Roberto Martínez Guerrero** possesses a longstanding track record and expertise in the dispute resolution arena in Mexico, particularly in civil and commercial litigation mandates. Market onlookers continue to hold him in high esteem for his longstanding activity in the area. **Strengths:** *"Roberto Martínez Guerrero remains active in litigation mandates."* Strong partner **Javier Curiel**

Obscura elicits praise from market commentators for his capabilities handling commercial litigation cases in Mexico. He is particularly active in the retail, banking and finance and insurance spaces. **Strengths:** *"Javier Curiel Obscura is an excellent lawyer who prioritises the needs of his clients, and warns them about the different scenarios and risks that may arise. He is a great disputes conciliator."* Up-and-coming partner **Diego Gutiérrez Martínez-Parente** joins the ranking this

year following market support for his prowess in civil and commercial litigation matters in Mexico, particularly within the banking space. **Strengths:** *"Diego Gutiérrez Martínez-Parente is a skilled lawyer who is highly knowledgeable. He knows our needs and establishes clear strategies, analysing our success chances and aiming for achieving the best result for us."* Up-and-coming partner **Mauricio Mendoza Cuenca** enters the rankings this year after garnering market commendation for his civil and commercial litigation practice in the Mexican financial sector. **Strengths:** *"Mauricio Mendoza Cuenca is an excellent lawyer who has an impressive ability to analyse and understand matters in order to offer the best solution for the client. His advice and his deliverables are of the highest quality."*

Müggenburg, Gorchs y Peñalosa, S.C. (MGPS)

What the team is known for Müggenburg, Gorchs y Peñalosa has a solid civil and commercial litigation team that is based in Mexico City. The law firm is regularly retained by local and international clients from fields such as consumer products, pharmaceuticals and technology to advise on a variety of dispute resolution mandates, including civil claims, real estate disputes, breach of contract cases, shareholders' conflicts, and bond trials.

Strengths

"The team at Müggenburg, Gorchs y Peñalosa understand the complex issues of our business and offer various alternatives to reach a favourable result. They are very attentive and responsive."

Notable practitioners

Partner **Esteban Gorchs Guerrero** enters the rankings this year after gaining noted market support for experience in the civil and commercial litigation field in Mexico. He also receives recognition for his presence in both the intellectual property market and the contentious side of the public law space. **Strengths:** *"Esteban Gorchs Guerrero is an excellent professional, with superb levels of service and sophistication in his practice."*

Pérez Correa, González y Asociados, S.C.

What the team is known for Pérez Correa, González y Asociados' dispute resolution practice in Mexico provides expertise in the civil and commercial litigation domain. The team is frequently retained by national and international clients to assist with breach of contract claims relating to distribution, sale, and exclusivity agreements. Pérez Correa, González y Asociados showcases a clientele from the banking, real estate, and energy sectors.

Strengths

"Pérez Correa, González y Asociados has a multidisciplinary team with dispute resolution specialists who deliver outstanding results. They keep the client informed and are always one step ahead."

Notable practitioners

Dispute resolution partner **José Covarrubias** enters the rankings this year following support from both clients and peers alike for his arbitration and civil and commercial litigation practices in Mexico. **Strengths:** *"José Covarrubias is expe-*

rienced in representing international clients and is familiar with common law concepts. He doesn't leave any stone unturned and always goes above and beyond." Mexico City-based dispute resolution partner **Fernando Pérez-Correa Camarena** is lauded for his expertise in civil and commercial litigation proceedings in Mexico. He also boasts a noteworthy bankruptcy and restructuring practice. **Strengths:** *"Fernando Pérez-Correa Camarena is an excellent lawyer who is very knowledgeable about Mexican arbitration actions, and is a pleasure to work with day in and day out."*

Quijano, Cortina y de la Torre Abogados

What the team is known for Quijano, Cortina y de la Torre Abogados benefits from a respected dispute resolution practice group, enjoying a longstanding reputation in the legal market in Mexico. Its experienced bench has solid capabilities assisting clients with civil and commercial litigation. The team is frequently sought out by a domestic clientele to advise on complex disputes arising in the banking and finance, telecommunications and real estate fields.

Strengths

"Quijano, Cortina y de la Torre Abogados is a very renowned dispute resolution law firm with good legal practitioners."

Notable practitioners

Senior statesperson **Javier Quijano Baz** has a wealth of experience in the Mexican civil and commercial litigation domain. **Strengths:** *"Javier Quijano Baz remains active in litigation proceedings. He is a highly experienced lawyer."* Noted litigation partner **Xavier Cortina** benefits from his solid experience counselling on matters concerning the civil and commercial dispute resolution arena in Mexico. **Strengths:** *"Xavier Cortina is a well-regarded dispute resolution lawyer who is deserving of recognition."*

Sánchez DeVanny Eseverri, S.C.

What the team is known for Sánchez DeVanny Eseverri possesses an active civil and commercial litigation practice in Mexico. The team benefits from its strategic location in Mexico City and Monterrey to provide advice to clients from the retail, fashion and financial sectors. The department is noted for its prowess in diverse mandates such as debt claims, real estate disputes, and breach of contract conflicts.

Strengths

"The team at Sánchez DeVanny Eseverri have very deep knowledge of Mexican law, and know how to handle complex issues in a practical way."

Notable practitioners

Mexico City-based dispute resolution partner **Alfonso López Lajud** is commended for his capabilities in the civil and commercial litigation arena. He normally acts as counsel to clients from the construction and retail spaces. **Strengths:** *"I would highlight Alfonso López Lajud's ability to keep things simple; he explains matters in such an easy way and helps us understand complex problems."* Associate-to-watch **Verónica Esquivel-Patiño** is based in Monterrey, and joins the rankings this year after eliciting market commendation for her prowess in civil and commercial

litigation. She is experienced in disputes arising in the real estate industry. **Strengths:** “Verónica Esquivel-Patiño is a dynamic, understanding and responsive lawyer.”

Santamarina y Steta SC

What the team is known for Full-service firm Santamarina y Steta benefits from its solid experience handling dispute resolution mandates in Mexico's civil and commercial litigation area. The team acts for international clients from a number of sectors, including automotive, real estate, retail, financial, and consumer products.

Strengths

“The team at Santamarina y Steta show an ability to view cases holistically, going beyond their Mexican law aspects. They are very responsive, and the depth and thoroughness of their work is remarkable.”

Notable practitioners

Partner **Roberto Fernández del Valle** continues to elicit significant praise from clients for his expertise in civil and commercial litigation in Mexico. He is active in disputes arising from the financial, real estate and entertainment sectors. **Strengths:** “Roberto Fernández del Valle is an extraordinary attorney who is highly commercially aware and who deeply understands his clients' businesses.” Partner **Carlos Olvera** enters the rankings this year upon obtaining market appreciation for his presence in the civil and commercial litigation realm in Mexico. He is active in conflicts deriving from the banking and finance and retail industries. **Strengths:** “Carlos Olvera understands the needs of our company and is very flexible when adapting to our requirements.”

Von Wobeser y Sierra, SC

What the team is known for Von Wobeser y Sierra stands out for its market-leading dispute resolution department in Mexico, encompassing a recognised group of practitioners who handle matters resolved via both arbitration and civil and commercial litigation. The legal team boasts particular prestige in the arbitration domain, handling sophisticated international cases involving Mexican parties in both the commercial and investor-state contexts. Von Wobeser y Sierra possesses additional expertise in civil and commercial litigation such as breach of contract claims, with further involvement in class actions. The department's clientele encompasses key players in the energy and food and beverage industries.

Strengths

“The team at Von Wobeser y Sierra is diverse and enjoys a high degree of knowledge for handling sophisticated matters not only in Mexico but also internationally. They provide immediate attention and service, showing their devotion to the client.”

“Von Wobeser y Sierra is the most competent firm in Mexico for handling complex disputes. The team shows fantastic levels of discipline and creative thinking.”

Notable practitioners

Market-leading dispute resolution practitioner **Claus von Wobeser** enjoys unparalleled prestige in the Mexican disputes arena for his expertise in arbitrations in Mexico, and in international arbitration cases affecting Mexican parties.

Claus von Wobeser is frequently sought out by clients for his prowess as an arbitrator, and he also possesses capabilities as party counsel. **Strengths:**

“Claus von Wobeser is one of the most in-demand arbitrators in Latin America. It is a delight to work with him or even against him as opposing counsel.”

“In my view, Claus von Wobeser is one of the best lawyers in the market. His vast experience, high knowledge of legal matters and deep understanding of the context of disputes are very rare to find in a single person.” Mexico City-based dispute resolution partner **Adrián Magallanes** elicits impressive praise from market commentators for his impressive expertise across the spectrum of civil and commercial litigation and arbitration mandates. **Strengths:** “Adrián Magallanes is a lawyer with extensive experience and knowledge in civil litigation. He tends to the entrusted matters and follows up in a professional manner.”

“He is certainly the reason why we work with the firm. He is highly experienced, communicative, proactive, strategic and customer-focused, and always seeks to protect the client and their business.” Up-and-coming partner **Montserrat Manzano** continues to gain market recognition for her knowledge and expertise in the Mexican arbitration arena. She is experienced in advising clients from the manufacturing and technology industries. **Strengths:**

“Montserrat Manzano delivers an excellent performance and brings forth strong and well-grounded arguments. She is a great partner to team up with in complex disputes.” Associate-to-watch **Rodrigo Macin** joins the ranking this year following market commendation for his arbitration practice in Mexico. He is active in disputes in the energy and manufacturing spheres. **Strengths:** “Rodrigo Macin is a rising star at the firm. He is a legal expert, and he is like a walking encyclopaedia. He is great at both the strategic and the technical side of the matter.” Key partner **Diego Sierra** is adept at handling civil and commercial litigation proceedings in Mexico. He regularly acts as counsel to companies from the food and beverages, oil and gas, and consumer products spaces. Diego is also licensed to practice in New York. **Strengths:** “Diego Sierra is an excellent lawyer who becomes fully dedicated to your case. His client service is outstanding and he and his team make a difference in tough situations.”

White & Case SC

What the team is known for White & Case houses a well-regarded dispute resolution practice in Mexico that is recognised for its solid contentious expertise. The team remains deeply involved in civil and commercial claims, representing both public and private sector clients in disputes emanating from the banking and finance, energy, insurance and technology sectors. White & Case also boasts notable capabilities in handling administrative litigation. **Strengths:**

“White & Case have an experienced and professional team that thoroughly analyses the matters entrusted to them. They always provide quick answers to our queries, and provide added-value deliverables.”

Notable practitioners

Knowledgeable dispute resolution partner

Enrique Espejel elicits remarkable praise from market commentators for his broad-ranging capabilities in civil and commercial litigation in Mexico. He is particularly active in disputes deriving from the technology space. **Strengths:**

“Enrique Espejel always seeks to provide the best attention and service to us. Furthermore, his experience is reflected in the quality of his guidance and work.” Active partner **Carlos Véjar** enters the rankings this year upon receiving market support for his arbitration practice in Mexico, both in the commercial and investor-state contexts. **Strengths:** “Carlos Véjar is able to handle matters of high complexity and provides a very good level of client service when it comes to international arbitration cases.”

Up-and-coming local partner **Diego Mora-Jensen Garza** remains active in the Mexican dispute resolution arena, advising on civil and commercial litigation proceedings in the energy and technology spheres. **Strengths:**

“Diego Mora-Jensen Garza is very clear and concise when conveying his advice and very efficient at executing it. He is very attentive to his clients.” Associate-to-watch **José Joaquín Pacheco Mendoza** advises both Mexican and international companies on preventive dispute strategies and civil and commercial litigation. **Strengths:** “José Joaquín Pacheco Mendoza has a very analytical mind, which we value a lot. He always advises us in a business-friendly manner.”

Other Ranked Lawyers

Up-and-coming partner **Luis Cervantes Castillo** of Cervantes Díaz Abogados enters the rankings this year upon receiving endorsement from clients and peers alike for his expertise in the civil and commercial litigation field in Mexico. He is active in disputes from the real estate and financial spaces.

Strengths:

“Luis Cervantes Castillo is well known for being a fierce litigator. He is our go-to guy for tough disputes; I highly recommend him for litigation mandates.”

Senior statesperson **José María Abascal** of Abascal, Segovia & Asociados elicits praise from market observers for his longstanding dispute resolution practice in Mexico.

Respected dispute resolution practitioner **Gabriela Alvarez-Avila** of DLA Piper is based in Mexico City, and benefits from her solid expertise assisting clients with investment arbitration cases.

Strengths:

“Gabriela Alvarez-Avila is an excellent legal practitioner who deserves recognition. She is a professional who is highly experienced in international arbitration.”

“Gabriela Alvarez-Avila is a great lawyer, and she is especially experienced in investor-state arbitration mandates.”

Dispute resolution partner **Luis Cervantes Muñiz** of Cervantes Abogados combines expertise in the civil and commercial litigation field with noted activity in shareholder disputes.

Strengths:

"Luis Cervantes Muñiz is a great dispute resolution lawyer and strategist."

Acclaimed partner **Fernando del Castillo** of del Castillo & Castro Abogados is held in high esteem for his dispute resolution expertise in the arbitration and commercial litigation domains in Mexico. He also comes highly recommended for his capabilities in the bankruptcy area. Market commentators also highlight his well-grounded expertise assisting clients with 'concursums mercantiles' in Mexico.

Strengths:

"We are very satisfied with Fernando del Castillo's service, as he provides timely advice and we feel safe having him as our counsellor. He is detail-oriented and provides the certainty that we are on the right path."

"Fernando del Castillo is a fierce lawyer you want on your side."

Partner **Daniel Díaz Alvarez** of Sainz Abogados enters the rankings this year following praise from market commentators for his civil and commercial dispute resolution practice in Mexico. He is active in disputes arising from the real estate arena.

Strengths:

"Daniel Díaz Alvarez is a complete lawyer who demonstrates vast knowledge of the law. He is very available and easy to communicate with."

Noted partner **Everardo Espino Guerrero** of Mijares, Angoitia, Cortés y Fuentes is particularly skilled at civil and commercial litigation proceedings in Mexico. He is also active in the contentious side of the bankruptcy and restructuring arena.

Strengths:

"Everardo Espino Guerrero always provides us with good results. He is characterised by his professionalism, and has extensive knowledge of legal matters."

Up-and-coming Mexico City-based partner **Daniel García Barragán López** of García Barragán Abogados joins the rankings this year after obtaining recognition from clients and peers alike for his activity in the commercial and investor-state arbitration markets.

Strengths:

"Daniel García Barragán López is disciplined, respectful, insightful and understanding of his client."

"He is a well-rounded and devoted lawyer, which is why we are always satisfied with his performance and client service."

Well-reputed founding partner **Emilio González de Castilla Jr** of González de Castilla y Ávila Abogados maintains a prestigious position as a dispute resolution specialist who is able to handle high-value arbitration matters. He also boasts solid experience as a leading arbitrator in Mexico.

Strengths:

"Emilio González de Castilla Jr is a longstanding dispute resolution practitioner who is highly renowned as an arbitrator. He is active in high-value disputes."

Most-in-demand arbitrator **Francisco González de Cossío** of González de Cossío Abogados possesses solid dispute resolution expertise and

is considered a leading figure in the arbitration sphere in Mexico.

Strengths:

"Francisco González de Cossío is a point of reference in the arbitration field in Mexico."

Dispute resolution partner **Edgar Grajeda Muñoz** of González Calvillo benefits from his remarkable expertise in civil and commercial litigation in Mexico, particularly in disputes emanating from the technology and energy realms.

Strengths:

"Edgar Grajeda Muñoz is a very experienced litigator, who is very strategic and always looks at the bigger picture."

Partner **Alejandro Linares** of Ecija Abogados enters the rankings this year following client endorsement for his knowledge in civil and commercial litigation in Mexico. He is experienced in sports, civil and real estate disputes.

Strengths:

"Alejandro Linares is an excellent lawyer and person, as well as a fierce litigator. He is very professional and attentive to our needs, and is timely in his deliverables."

Esteemed founding partner **Carlos Loperena Ruiz** of Loperena, Lerch y Martín Del Campo continues to be present within the Mexican market thanks to his expertise in the arbitration arena. He benefits from solid skills handling matters as both party counsel and arbitrator.

Strengths:

"Carlos Loperena Ruiz is a well-rounded arbitration practitioner."

Most-in-demand arbitrator **Gerardo Lozano Alarcón** of GLA International Arbitration is considered one of the most relevant arbitrators in Mexico.

Strengths:

"Gerardo Lozano Alarcón is an extraordinary and brilliant arbitrator."

Up-and-coming partner **Juan Miguel Martínez Mendieta** of Ibarra, del Paso y Gallego joins the rankings this year upon receiving client support for his experience handling civil and commercial litigation matters in Mexico. He showcases involvement in disputes from the real estate and technology spaces.

Strengths:

"Juan Miguel Martínez Mendieta is an excellent lawyer who is an expert in litigation. He is responsible and enjoyable to work with."

Most-in-demand arbitrator **Christa Mueller** of Mueller Abogados enters the rankings this year following solid market commendation for her noteworthy activity as an arbitrator in Mexico.

Strengths:

"Christa Mueller is professional, knowledgeable, and active in the arbitration community."

"Christa Mueller is devoted to her role as an arbitrator, and is active in complex and high-value disputes. She is deserving of recognition."

Most-in-demand arbitrator **Alejandro Ogarrio** of Ogarrio Daguerre continues to be recognised for his solid track record in the Mexican arbitration arena.

Jordi Oropeza Solórzano of Oropeza Abogados enters the rankings this year after receiving support from peers for his activity in civil and commercial litigation mandates in Mexico.

Strengths:

"Jordi Oropeza Solórzano is a good and competent lawyer who is active in judicial proceedings, and who is deserving of recognition."

Alejandro Ostos Fulda of Greenberg Traurig enters the rankings this year after garnering endorsement from market observers for his prowess in civil and commercial litigation matters in Mexico, particularly in relation to disputes from areas such as finance and real estate.

Strengths:

"Alejandro Ostos Fulda is always available and helpful. He provides a very clear and insightful view of both Mexican and international law."

Up-and-coming partner **Adriana Padilla** of Ritch Mueller joins the ranking this year after receiving market endorsement for her prowess in arbitration proceedings in Mexico, especially those arising from energy and natural resources.

Strengths:

"Adriana Padilla is a great professional to work with; she is dedicated and detail-oriented."

"She has a good 360° perspective of disputes, including both from the legal and technical side of matters, as well as of the stakeholders involved."

Front-running dispute resolution partner **Gerardo Ramírez Ornelas** of Ramírez Ornelas Abogados is highlighted for his solid activity and longstanding experience in the civil and commercial litigation arena in Mexico.

Strengths:

"Gerardo Ramírez Ornelas has a remarkable practice in judicial proceedings in Mexico City. He is very active and handles high-level matters."

"Gerardo Ramírez Ornelas is a very successful dispute resolution lawyer."

Noteworthy partner **Alonso Rivera Gaxiola** of Rivera Gaxiola, Carrasco y Kállo is an experienced and active practitioner in the civil and commercial litigation area in Mexico.

Strengths:

"Alonso Rivera Gaxiola is a great lawyer who always provides us with strategic advice."

Most-in-demand arbitrator **Victor Ruiz** of Ruiz – Silva Abogados possesses extensive experience in the arbitration field in Mexico. He is held in high esteem by market commentators for his expertise as an arbitrator.

Strengths:

"Victor Ruiz is an experienced leader in the arbitration space. He boasts a solid legal background, and knows the ins and outs of the courts. His participation is very valuable in complex cases."

Most-in-demand arbitrator **Eduardo Siqueiros** remains recognised as a notable practitioner handling noteworthy arbitration cases in Mexico and internationally.

Energy & Natural Resources

Energy & Natural Resources
Leading Firms
Band 1
Dentons
Galicia Abogados, S.C.
Ritch Mueller
Band 2
Baker McKenzie
CMS Woodhouse Lorente Ludlow SC
Gonzalez Calvillo, S.C.
Greenberg Traurig, S.C.
Mijares, Angoitia, Cortés y Fuentes, S.C.
Band 3
Goodrich Riquelme y Asociados
Hogan Lovells
Holland & Knight LLP
Band 4
MCM Abogados
Nader Hayaux & Goebel
Sánchez DeVanny Eseverri, S.C.
Santamarina y Steta SC
Von Wobeser y Sierra, SC
White & Case SC
◊ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Dentons

What the team is known for Dentons is a highly experienced global firm that fields a distinguished team of energy specialists in Mexico. The team is deeply respected for its energy practice, earning particular praise for its expertise in the oil and gas sector. The practice group benefits from a wealth of experience providing complex regulatory advice, also demonstrating strength in handling both midstream and upstream projects. Dentons also gains recognition for its work on renewable energy projects such as solar plants.

Strengths

"The team at Dentons is highly business-oriented in their advice. They are characterised by their level of client service, particularly by their availability, responsiveness and efficiency."

"Dentons understand our needs and interests as clients. They provide adequate and fast responses, which we really value."

Notable practitioners

Esteemed partner **Rogelio López Velarde** benefits from his vast experience in the Mexican energy arena, boasting solid capabilities in the oil and gas sector. As co-head of the energy department, he remains active in both upstream and midstream mandates, advising an enviable client roster that comprises leading oil and gas players. He is admitted to practice in both Mexico and New York. **Strengths:** *"Rogelio López Velarde is a brilliant lawyer in regulatory energy mandates. He is both responsible and responsive."* *"Rogelio López Velarde is very active in the energy and natural resources space in Mexico, particularly in the oil and gas niche."* Key partner **Jorge Jiménez** benefits from a long track record in the energy sector in Mexico, with notable capabilities in the oil and gas domain. **Strengths:** *"Jorge Jiménez has a great knowledge of Mexican law and always provides us*

Energy & Natural Resources
Senior Statespeople
Senior Statespeople: distinguished older partners
Mueller-Gastell Thomas Ritch Mueller
Leading Individuals
Band 1
de María y Campos Segura Carlos Galicia Abogados
de Uriarte Horacio M. Mijares, Angoitia, Cortés y Fuentes
López Velarde Rogelio Dentons
Torres-Barrón Benjamín Baker McKenzie
Band 2
Cervantes Manuel MCM Abogados
Enríquez David Goodrich Riquelme y Asociados
Fernández Cueto Francisco Galicia Abogados, S.C.
Machorro Guerrero Juan Carlos Santamarina y Steta
Oria y Anaya Jorge Ritch Mueller
Woodhouse Saavedra Derek M. CMS Woodhouse
Band 3
de Rosenzweig Francisco White & Case SC
Jiménez Jorge Dentons
Páramo Fernández Marcelo Saavi Energía (ORL) ◊
Pineda Diana María Gonzalez Calvillo, S.C.
Postigo-Urbe Jose Antonio Sánchez DeVanny Eseverri
Ramos Miranda Carlos Hogan Lovells
Reséndez Bocanegra Pedro Greenberg Traurig, S.C.
Rodríguez Dávalos Jesús Rodríguez Dávalos (ORL) ◊
Rodríguez-Galán Claudio Holland & Knight LLP
Santacruz González Federico Ritch Mueller
Valdes López Francisco J. Sainz Abogados (ORL) ◊
Valdez Amanda Dentons
Band 4
Borda Barrero Nicolás BBA Deals & Disputes (ORL) ◊
Cervantes Trejo Jorge Gonzalez Calvillo, S.C.
de la Peña Marco Antonio Cuatrecasas (ORL) ◊
Estandía José A. Jones Day (ORL) ◊
Grieger Edmond Frederic Von Wobeser y Sierra, SC
Hernández Erick Greenberg Traurig, S.C.
Mateo Simón Miguel Ángel Hogan Lovells
Ramos Ariel Mayer Brown Mexico SC (ORL) ◊
Segura Alonso José Ignacio Creel, García (ORL) ◊
Serra Campillo Juan Carlos Basham, Ringe (ORL) ◊
Up-and-coming individuals
Esparza Guadalupe Ramos, Ripoll & Schuster (ORL) ◊
Garfio Ariel Von Wobeser y Sierra, SC
Gonzalez Romero Julia Gonzalez Calvillo, S.C.
Rueda Ballesteros Rodolfo Holland & Knight LLP
Associates to watch
Calderón Aisha Mijares, Angoitia, Cortés y Fuentes, S.C.
Téllez José Antonio Sánchez DeVanny Eseverri, S.C.
Vazquez del Mercado Rodrigo Greenberg Traurig, S.C.

with pragmatic recommendations and very useful advice." Significant partner **Amanda Valdez** is well versed in the energy and natural resources domain in Mexico, enjoying notable activity assisting clients with renewable energy matters. **Strengths:** *"Amanda Valdez is strong in negotiations concerning transactions for the acquisition of energy assets in the renewables space."*

Galicia Abogados, S.C.

What the team is known for Galicia Abogados is a market-leading firm that is held in high esteem for its outstanding expertise in the energy sector in Mexico, with particular prowess in the power space. The team benefits from a wealth of experience

Foreign Experts
Energy & Natural Resources
Based in Mexico
with expertise in countries listed below
USA López Velarde Rogelio Dentons

in financing energy projects, as well as in negotiating power purchase agreements. The energy practice group routinely advises major financial institutions on sophisticated project finance transactions in the energy sector. Galicia Abogados is also frequently involved in high-value acquisitions of stakes in energy companies and power plants.

Strengths

"The team at Galicia Abogados are flexible and build up a good understanding with us. They have a very good sense of urgency and always comply with our need for quick responses."

"The partners at Galicia Abogados are both attentive and responsive to our needs. They are well versed on the current issues that affect energy projects."

Notable practitioners

Stellar practitioner **Carlos de María y Campos Segura** is held in high esteem by peers and clients alike for his remarkable activity in the energy domain in Mexico. As co-head of the department, he is adept at assisting clients with complex mandates pertaining to the electricity and oil and gas sectors. **Strengths:** *"Carlos de María y Campos Segura is an excellent lawyer who is aware of current affairs affecting our projects, and whom it is a pleasure to work with."* *"Carlos de María y Campos Segura provides us with invaluable support for achieving our objectives. He does a very good job at helping us understand complex laws and issues."* Prominent partner **Francisco Fernández Cueto** is praised by interviewees for his extensive experience and solid capabilities in the Mexican energy domain. **Strengths:** *"Francisco Fernández Cueto is a very knowledgeable lawyer in the power sphere. I highly recommend him; we work closely together and he is great at coordinating the work."*

Ritch Mueller

What the team is known for Ritch Mueller is a heavyweight full-service firm in Mexico held in high esteem for its front-running energy team. The practice group benefits from standout experience in handling high-value energy projects in the power sector, with activity in natural gas-fired power stations and renewable energy solutions, and it is particularly valued for its expertise in financing the development of energy infrastructure, frequently acting for both project sponsors and financial institutions. Ritch Mueller has expertise in the sale and purchase of stakes in energy companies and infrastructure assets.

Strengths

"The team at Ritch Mueller is very attentive and hands-on when it comes to the handling of regulatory energy mandates."

"They do an excellent job. They show great availability and are hard workers."

Notable practitioners

Senior statesperson **Thomas Mueller-Gastell**

earns widespread acclaim from peers and clients alike for his stellar track record in the energy arena in Mexico. He is renowned for his work in the power sector. **Strengths:** “Thomas Mueller-Gastell is an authority in the energy sector; he has incomparable experience and knowledge.” Solid practitioner **Jorge Oria y Anaya** continues to be acknowledged by market onlookers as an expert practitioner with expertise in the Mexican energy and natural resources arena. He boasts capabilities assisting clients with matters pertaining to the power, oil and gas and water sectors. **Strengths:** “Jorge Oria y Anaya has very good knowledge of the energy sector. He is active, dynamic, and has a deep understanding of technical aspects.” Partner **Federico Santacruz González** co-leads the energy and natural resources department, and provides solid capabilities on the broad spectrum of renewable and non-renewable energies. He is adept at representing both energy companies and financiers in matters concerning the development of energy infrastructure in Mexico. **Strengths:** “Federico Santacruz González is a great lawyer who is also a nice human being.”

Band 2

Baker McKenzie

What the team is known for Baker McKenzie is a well-regarded international firm that possesses strong expertise in the energy arena in Mexico. The team is frequently sought out by clients to handle a wide range of mandates, including sector-related M&A transactions, power purchase agreements, project finance deals and regulatory matters. It is deeply involved in the energy arena, representing clients in acquiring stakes in energy companies and handling permitting, hydrocarbon storage matters and public bids.

Strengths

“The team at Baker McKenzie have vast experience across all the fields of the energy sector, and are able to see trends which help them provide better advice to us. They are also extremely responsive when issues arise.”

Notable practitioners

Esteemed Mexico-City based partner **Benjamin Torres-Barrón** leads the energy and natural resources department, and maintains a solid market recognition for his expertise in the Mexican arena. **Strengths:** “Benjamin Torres-Barrón is a lawyer with extensive experience and knowledge in the energy sector. He has great commercial awareness and provides great prospects for risks and negotiation.” “Benjamin Torres-Barrón takes care of his clients; he is responsive, and very in the loop of everything that goes on in the market. He is not a theoretical lawyer, but rather a practical one who resolves problems.”

CMS Woodhouse Lorente Ludlow SC

What the team is known for CMS Woodhouse Lorente Ludlow houses a highly regarded practice that possesses broad expertise in a variety of energy mandates in Mexico, encompassing project financing, power purchase agreements and energy-related M&A transactions. The department is also held in high regard for its handling of

complex regulatory mandates, boasting notable experience in matters arising across the power and oil and gas spaces.

Strengths

“The team at CMS Woodhouse Lorente have a strong client orientation, offering a flexible and personalised approach to matters. We can always count on them, even for issues that are out of scope.”

Notable practitioners

Solid partner **Derek Woodhouse Saavedra** garners praise from market commentators for his expertise in matters arising in the power sector in Mexico, frequently winning mandates to advise on electricity market regulations. **Strengths:** “Derek Woodhouse Saavedra brings confidence, connections and reliability to the table.”

Gonzalez Calvillo, S.C.

What the team is known for Gonzalez Calvillo has a well-regarded Mexico City-based department that is experienced in assisting clients with various energy matters and is known for handling upstream, midstream and downstream oil and gas mandates. The energy and natural resources practice group is often involved with international players from the oil and gas space, advising clients on acquiring high-value power assets. Gonzalez Calvillo benefits from its further capabilities in regulatory matters such as obtaining permits, as well as the financing and development of energy infrastructure.

Strengths

“The team at Gonzalez Calvillo is not only responsive, but it also provides thoughtful and high-quality advice on a consistent basis.”

Notable practitioners

Mexico City-based partner partner **Diana Maria Pineda** boasts regulatory expertise in the energy space. **Strengths:** “Diana Maria Pineda is a natural-born leader; she establishes rapport with clients and anticipates their needs.” Partner **Jorge Cervantes Trejo** remains well placed to advise on energy mandates in Mexico. **Strengths:** “Jorge Cervantes Trejo is always responsive, and understands commercial imperatives. He has worked on complex transactions with us.” Up-and-coming practitioner **Julia Gonzalez Romero** joins the ranking this year after obtaining market commendation for her energy and natural resources expertise in Mexico. **Strengths:** “Julia Gonzalez Romero is very intelligent, strategic and efficient.”

Greenberg Traurig, S.C.

What the team is known for Greenberg Traurig possesses a remarkable team within a multi-practice firm that provides solid capabilities in the energy sector. The energy and natural resources practice group remains notably active in midstream matters, with additional participation in the renewables segment of the market. Greenberg Traurig routinely assists clients with transactional, regulatory and contentious matters arising in the energy field, including the acquisition of energy assets, the financing of energy projects and permitting. The firm is active in a wide range of sectors, including oil and gas, electricity and renewable energy.

Strengths

“Greenberg Traurig has a very trustworthy team,

who I feel very comfortable calling, knowing that they can support me. I appreciate that they always offer alternatives and see matters through a commercial perspective.”

Notable practitioners

Partner **Pedro Reséndez Bocanegra** has long-standing activity in the Mexican energy arena assisting clients with a broad range of matters, spanning fuel storage terminals and the acquisition of energy assets. **Strengths:** “Pedro Reséndez Bocanegra is a great lawyer and a good negotiator who is able to find creative solutions to key issues.” Partner **Erick Hernández** joins the rankings this year after receiving notable praise for his regulatory energy knowledge in Mexico. **Strengths:** “Erick Hernández is a very knowledgeable lawyer who has a deep understanding of the law, as well as great negotiation skills.” Associate-to-watch **Rodrigo Vazquez del Mercado** is based in Mexico City, and is active in midstream and downstream oil and gas mandates, as well as in regulatory energy matters. **Strengths:** “Rodrigo Vazquez del Mercado has always shown to be a committed professional in every matter we have handled. He is always aware of our needs.”

Mijares, Angoitia, Cortés y Fuentes, S.C.

What the team is known for Mijares, Angoitia, Cortés y Fuentes is a respected multi-practice firm that is recognised for its activity in the energy and natural resources sector in Mexico. The department boasts a wealth of experience dealing with transactional issues arising in this industry, demonstrating particular activity in the power sector. It is regularly sought out by clients to deal with renewable projects in the solar and wind energy market segments. The Mexico City-based practice group is also held in high regard for its expertise in the financing and development of energy infrastructure.

Strengths

“The team at Mijares, Angoitia, Cortés y Fuentes is highly competent and has a deep expertise in the energy sector. Furthermore, I would highlight the timeliness and quality of their responses.”

Notable practitioners

Market-leading Mexico City-based partner **Horacio de Uriarte** gains recognition for his prowess in regulatory energy and project finance mandates. He is experienced advising clients in a wide range of fields, including renewables such as photovoltaic and wind energy, as well as oil and gas. **Strengths:** “Horacio de Uriarte has ample expertise in energy transactions, and is able to handle matters of high complexity whilst providing a good level of client service.” “I believe Horacio is one of the best lawyers in the energy sector in Mexico. He is very business-oriented, creative and sophisticated, and is always looking for a solution.” Associate-to-watch **Aisha Calderón** joins the rankings this year upon garnering recognition for her prowess in energy and natural resources mandates in Mexico. **Strengths:** “Aisha Calderón has an excellent and in-depth knowledge of energy development in Mexico.”

Band 3**Goodrich Riquelme y Asociados**

What the team is known for Goodrich Riquelme y Asociados houses an active energy practice in Mexico with strong expertise in the oil and gas and renewables arenas, regularly advising on upstream, midstream and downstream matters. The team also benefits from experience in assisting with sector-related project finance and M&A transactions. The energy and natural resources department frequently acts on behalf of clients on regulatory issues as well as contentious mandates.

Strengths

"Goodrich Riquelme y Asociados has a very good and organised team, with a high level of knowledge in the energy sector. They provide a great level of client service."

Notable practitioners

Noteworthy practitioner **David Enríquez** benefits from a longstanding track record in the Mexican energy and natural resources arena. He is recognised by market commentators for his experience in the oil and gas space in Mexico. **Strengths:** *"David Enríquez has a global perspective and always provides us with practical advice."*

Hogan Lovells

What the team is known for Hogan Lovells is an established international firm that has a varied energy and natural resources offering in Mexico. The legal team acts as counsel to domestic and international clients hailing from the power, hydrocarbons and renewable energy sectors. The firm is well versed in power purchase agreements, deep water exploration and extraction contracts and regulatory matters, as well as the acquisition of power plants.

Strengths

"Hogan Lovells' team has excellent lawyers that are well versed in energy matters. They always respond in a timely manner and are fully informed of what is going on with our energy projects."

Notable practitioners

Key partner **Carlos Ramos Miranda** benefits from a lengthy track record in the energy practice area in Mexico. He possesses extensive experience representing clients from the oil and gas and power segments of the market. **Strengths:** *"Carlos Ramos Miranda is a very good and active lawyer who is experienced in midstream matters."* Mexico City-based partner **Miguel Ángel Mateo Simón** is active across a range of transactional and regulatory energy matters. **Strengths:** *"Miguel Ángel Mateo Simón is an excellent lawyer with a critical eye. He is agile and astute during negotiations, and provides solutions."*

Holland & Knight LLP

What the team is known for Holland & Knight is a well-known international firm with a solid presence in the Mexican energy and natural resources arena. The team is frequently retained by an enviable client roster to advise on a range of regulatory concerns affecting the operations of key players from the power sector, with additional expertise in renewable energy and oil and gas matters.

Strengths

"The team at Holland & Knight remains very up to date with the regulations and business context of Mexico. They are results-oriented, and are flexible and adapt to the needs of our organisation."

Notable practitioners

Noted partner **Claudio Rodríguez-Galán** has expertise in the power sector in Mexico, particularly in renewable energy. **Strengths:** *"Claudio Rodríguez-Galán is a lawyer with a lot of experience and recognition in the energy sector. He provides assertive and clear advice."* Up-and-coming partner **Rodolfo Rueda Ballesteros** joins the rankings this year after receiving commendation from clients and peers alike for his experience handling regulatory energy and natural resources matters in Mexico. **Strengths:** *"Rodolfo Rueda Ballesteros is a knowledgeable lawyer who is totally focused on achieving results. He has good negotiation abilities and soft skills."*

Band 4**MCM Abogados**

What the team is known for MCM Abogados is a noted boutique firm that is highly present in the energy and natural resources space in Mexico. The bench of practitioners is routinely called upon by Mexican and international clients seeking advice on a range of regulatory, contractual and transactional matters in the energy sector, such as energy purchase agreements, exploration and extraction contracts and permitting. MCM Abogados is notably active in the oil and gas market segment.

Strengths

"The team at MCM Abogados is very capable at handling cross-border matters, providing advice in a practical and sophisticated way. They possess broad knowledge and experience in the energy area."

Notable practitioners

Solid partner **Manuel Cervantes** continues to garner praise from peers and clients for his expertise and activity in the upstream portion of the oil and gas market. **Strengths:** *"Manuel Cervantes clearly explains the complexities of the regulatory process, provides accurate guidance within the expected turnaround times, and takes helpful preventive steps to facilitate a smooth process."*

Nader Hayaux & Goebel

What the team is known for Nader Hayaux & Goebel has a significant practice in the energy market and is recognised for its expertise in this area in Mexico. The team demonstrates particular capabilities in transactional matters and benefits from a wealth of experience in financing energy projects, as well as negotiating power purchase agreements. Nader Hayaux & Goebel is notably active in the renewables sector.

Strengths

"The team at Nader Hayaux & Goebel has a deep knowledge of the energy sector and of financial instruments, which makes closing matters in a timely manner a lot easier."

Notable practitioners

Javier Arreola Espinosa and Vanessa Franyutti Johnstone are the key client contacts.

Sánchez DeVanny Eseverri, S.C.

What the team is known for Sánchez Devanny Eseverri has a noted practice group that is recognised for its know-how in the Mexican energy and natural resources arena. The legal team is retained by national as well as multinational clients to advise on a diverse range of mandates, including supply agreements related to the provision of power and natural gas, asset purchases, and regulatory counselling.

Strengths

"The team at Sánchez Devanny Eseverri remain very up-to-date on market trends, and are commercially aware. They offer a timely service, which makes me feel as if I am their most important client."

Notable practitioners

Partner **Jose Antonio Postigo-Urbe** earns plaudits from market onlookers for his work in the energy arena in Mexico. **Strengths:** *"Jose Antonio Postigo-Urbe is an excellent and hard-working lawyer who provides a good service and knows the energy sector and its particularities well."* Associate-to-watch **José Antonio Téllez** enters the ranking this year after noteworthy market commendation on his energy regulatory practice in Mexico. **Strengths:** *"José Antonio Téllez has great experience and knowledge regarding regulatory issues, particularly in the electricity sector."*

Santamarina y Steta SC

What the team is known for Santamarina y Steta is an established firm boasting a solid energy team in Mexico that is active in both power and oil and gas matters, also enjoying solid experience in handling projects in the renewables space. The energy and natural resources team is routinely retained by Mexican and international clients to assist with power purchase agreements, public bids and contracts for the exploration and extraction of hydrocarbons.

Strengths

"The team at Santamarina y Steta is always pushing the level of service to a higher place. When communicating with them in regards to our needs, their response is always extraordinary."

Notable practitioners

Mexico City-based department head **Juan Carlos Machorro Guerrero** advises clients on matters arising in the oil and gas and power sectors, such as the negotiation of power purchase agreements and the development of energy infrastructure. **Strengths:** *"Juan Carlos Machorro Guerrero is an extraordinary leader. Indeed, the energy practice at Santamarina y Steta under his leadership is bringing great solutions to their clients."*

Von Wobeser y Sierra, SC

What the team is known for Von Wobeser y Sierra houses an active energy and natural resources department which is routinely called upon by Mexican and international clients to assist with a range of issues, including regulatory advice, energy bidding processes, and asset transactions and agreements. The Mexico City-based bench of lawyers has expertise in various market segments, such as electricity and oil and gas, as well as renewables.

Strengths

"The team at Von Wobeser y Sierra have an excellent knowledge of the law and of the particularities

of the electrical industry. They offer high responsiveness and are great at keeping negotiations efficient and focused."

Notable practitioners

Partner **Edmond Frederic Grieger** breaks into the rankings this year following market commendation for his activity in the energy and natural resources arena in Mexico. **Strengths:** "Edmond Frederic Grieger has years of experience in the energy industry. He provides a strategic view on our projects and is very helpful in navigating the current political situation." Up-and-coming partner **Ariel Garfio** enters the rankings this year upon obtaining appreciation from clients and peers for his presence in the energy and natural resources market in Mexico. **Strengths:** "Not only does Ariel Garfio have good knowledge of the energy sector, but he is also very approachable and provides quick responses."

White & Case SC

What the team is known for White & Case has an experienced international full-service practice that is active in the energy arena in Mexico. The Mexico City-based team is particularly active assisting national and international clients acting as lenders and sponsors in the context of financing energy projects. White & Case benefits from solid expertise advising on mandates relating to solar energy and oil and gas.

Strengths

"The team at White & Case provides us with an intimate and personalised service, giving regular updates on our matters. They have an excellent level of English and they understand the needs of our business very well."

Notable practitioners

Head of department and key partner **Francisco de Rosenzweig** continues to be well placed to advise on the regulatory side of the energy and natural resources space in Mexico. **Strengths:** "Francisco de Rosenzweig is a great professional with deep knowledge of the Mexican energy market."

Other Ranked Lawyers

Experienced lawyer **Nicolás Borda Barrero** of BBA Deals & Disputes enjoys expertise in advising clients on oil and gas and power matters in Mexico, most notably in renewable energy projects.

Strengths:

"Nicolás Borda Barrero is definitely knowledgeable about the energy sector."

Partner **Marco Antonio de la Peña** of Cuatrecasas joins the rankings this year after getting noteworthy market commendation for his expertise in the energy and natural resources realm in Mexico.

Strengths:

"Marco Antonio de la Peña is a lawyer who is technically very capable, as well as measured and objective when providing counsel."

Up-and-coming partner **Guadalupe Esparza** of Ramos, Ripoll & Schuster enters the rankings this year after getting appreciation from market observers for her prowess in energy and natural resources matters in Mexico.

Strengths:

"Guadalupe Esparza is an expert in the energy field who deals with complex issues accurately and efficiently."

Mexico City-based partner **José Estandía** of Jones Day has extensive experience in the Mexican energy and natural resources domain advising clients on power, renewables and oil and gas matters.

Strengths:

"José Estandía is an expert in the energy field who is deal-oriented. I would highlight his ability to bring solutions forward, rather than just pointing problems out."

Significant partner **Marcelo Páramo Fernández** of DLA Piper continues to assist national and international clients in the energy domain in Mexico, advising clients on the acquisition of assets in the renewables and oil and gas spaces, as well as obtaining permits from the regulator.

Strengths:

"Marcelo Páramo Fernández is an excellent lawyer, who is both precise and practical in his advice."

Active practitioner **Ariel Ramos** of Mayer Brown Mexico is experienced in assisting clients with the financing and development of energy projects in both the renewables and oil and gas arenas in Mexico.

Strengths:

"Ariel Ramos boasts a strong energy practice."

Noted lawyer **Jesús Rodríguez Dávalos** of Rodríguez Dávalos Abogados continues to be recognised for his activity in the energy and natural resources space. He can claim solid expertise in the natural gas segment of the energy market in Mexico.

Strengths:

"Jesús Rodríguez Dávalos works in an efficient and effective manner. His energy expertise is very useful under time-constrained circumstances, which is why he is my go-to lawyer for energy affairs."

Co-head of department **José Ignacio Segura Alonso** of Creel, García-Cuellar, Aiza y Enríquez is praised for his prowess in energy matters in Mexico.

Strengths:

"We have a very good impression of José Ignacio Segura Alonso's work as a counterpart."

Key partner **Juan Carlos Serra Campillo** of Basham, Ringe y Correa possesses solid experience assisting clients with power and oil and gas matters in Mexico.

Well-regarded partner **Francisco Valdes López** of Sainz Abogados is active in regulatory and transactional matters arising in both the oil and gas and power spaces in Mexico.

Strengths:

"Francisco Valdes López provides an accurate and professional service which conforms to the current legal framework and is updated with respect to constant regulatory changes."

MEXICO: An Introduction to Intellectual Property

Contributed by Dumont

Throughout 2023, the Mexican economy experienced a notable resurgence, solidifying its position among the world's leading economic powers. According to the IMF, Mexico is now the 12th largest economy in the world, surpassing nations such as South Korea, Australia, and Spain. This achievement was reflected in GDP reaching USD1.81 trillion at the year's end, marking an increase of nearly 30% compared to 2022. Furthermore, Mexico remained the second-largest economy in Latin America, trailing only behind Brazil.

Mexico's economic resurgence was significant, successfully regaining its pre-pandemic level observed in the fourth quarter of 2019 by the second quarter of 2022. This recovery process spanned eight quarterly periods, following the contraction experienced in the second quarter of 2020. These encouraging figures have laid the groundwork for favourable investment conditions, making the country appealing to investors.

The strength of the Mexican peso has also been notable, partly explained by a significant interest rate differential between Mexico and the United States. This factor underscores the resilience of the Mexican economy in an international context marked by complexity and volatility. The nearshoring phenomenon and Mexico's vicinity to the United States have been and will continue to be key. Together, these indicators reflect a promising economic outlook for Mexico, providing opportunities for sustained growth and long-term prosperity.

Overall, the favourable economic conditions in Mexico provide a conducive environment for the development of intellectual property by supporting innovation, creating market opportunities, facilitating collaborations, and nurturing entrepreneurship. With increased investment, stable legal frameworks, growing market demand, collaborative initiatives, and supportive ecosystems, businesses, research institutions, and entrepreneurs are incentivised to invest in research and development, create valuable IP assets, and capitalise on commercialisation opportunities.

As Mexico continues to strengthen its economy and focus on innovation, the cultivation and protection of intellectual property are poised to play increasingly vital roles in driving growth, competitiveness, and prosperity. Indeed, the country's renewed commitment to intellectual property protection was demonstrated by the replacement of the Law of Industrial Property with the Federal Law for the Protection of Industrial Property (FLPIP), effective from 5 November 2020.

After three years since the new law came into effect, we are still adapting to the substantial changes introduced by FLPIP. Patents saw amendments regarding:

- patentable subject matter provisions;
- priority claims;
- double patenting;
- divisional applications;
- introduction of supplementary certificates;
- Bolar exemption;
- patent linkage;
- post-grant amendments; and
- the extension of utility model protection.

For trade marks, modifications included:

- the addition of non-traditional trade marks with an express recognition of trade dress, holographic, sound and scent trade marks (but, based on the drafting of the article, open to any sign perceptible by any of the senses);
- validity from registration date;
- a single examination process;
- redefinition of bad faith;
- clarified disclaimers;
- changes to notorious trade marks;
- modified declarations of use;
- removal of the license agreement recording requirement; and
- changes to the consent procedure.

Contentious matters involved changes to partial trade mark cancellation, damage claims, cancellation due to false declarations, *res iudicata* status for trade mark cancellations, and conciliatory proceedings, among others.

In addition to these changes introduced by the FLPIP, the legal framework surrounding trade marks in Mexico has undergone significant evolution over the past year, largely influenced by new court precedents. A key development is the confirmation that decisions regarding trade mark oppositions can be challenged in federal court. Also, the trade mark office is now required to maintain consistency when resolving cases involving similar distinctive signs. Another revision is that there is no statute of limitations for lodging cancellation actions based on certain grounds. These revisions promote legal certainty, fairness, transparency, and adaptability in trade mark law, nurturing a more competitive business environment and enhancing the protection of intellectual property rights in our country.

The introduction of non-traditional trade marks under the new law marks a progressive development in brand protection. However, there is still room for greater awareness and utilisation among domestic entrepreneurs. Among the non-traditional trade marks, trade dress registration has become particularly popular under the new law.

Unfortunately, among the pending issues is the publication of the regulations to the FLPIP, which should have been done within the first year following the law's enactment; therefore, its enactment has now become critical. Although the system continues to operate under the previous regulations, there are significant discrepancies that urgently need to be resolved.

Other pending areas of implementation relate to the use of certain procedural tools introduced by the law. These tools include mechanisms for infringement actions concerning trade secret violations and a procedure for the trademark office to determine damages. While the limited application of these tools so far can be attributed to the scarcity of cases reaching these stages, it is clear that after three years, their utilisation is likely to become more prevalent.

On the other hand, the Federal Copyright Law, which was also amended in 2020, introduced significant changes to provide greater protection to copyright or related rights-holders in the digital environment by regulating technological protection measures, rights management information, the liability of internet service providers, and the implementation of a "notice and takedown" system. This system has been widely used in recent

years as it offers efficient removal of infringing content, aids compliance with legal requirements, protects service providers from liability, preserves intellectual property rights, and promotes fair use and freedom of expression.

Finally, in 2022, the new Federal Law for the Protection of the Cultural Heritage of Indigenous and Afro-Mexican Peoples and Communities came into effect. Its purpose is to recognise and guarantee the protection, safeguarding, and development of the cultural heritage and collective intellectual property of indigenous and Afro-Mexican peoples and communities, as well as comparable peoples and communities.

One immediate effect of the law has been to address the issue of cultural appropriation, particularly by international brands. This law has put a stop to the use of textiles, designs, and indigenous attire from various regions of the country by international brands, which took advantage of legal loopholes to engage in cultural appropriation. At the same time, the law provides specific mechanisms to request the necessary authorisations from indigenous peoples for the use of those creations they consider susceptible

to commercial exploitation. The law may constitute the most advanced and ambitious legislation of its kind currently in force in the world; however, its implementation in practice still has a long way to go.

In conclusion, the recent legal changes and the economic resurgence witnessed in Mexico throughout 2023 not only solidified its position among the world's leading economies but also set a promising trajectory for continued growth and development, driven by enhanced intellectual property protection.

Despite lingering challenges, Mexico's proactive approach to legal and regulatory reforms showcases a forward-thinking mindset aimed at tackling emerging needs and opportunities. Collaboration among stakeholders, including businesses, government entities, and indigenous communities, will be crucial in unlocking the full potential of Mexico's economic and cultural heritage. Through a steadfast commitment to innovation, inclusivity, and sustainability, Mexico stands poised not only to sustain its economic momentum but also to emerge as a global leader in intellectual property protection and cultural preservation.

Intellectual Property

Intellectual Property
Leading Firms
Band 1
Arochi & Lindner
Basham, Ringe y Correa S.C.
OLIVARES
Band 2
TMI Abogados
Uhthoff, Gómez Vega & Uhthoff, S.C.
Band 3
BC&B Law & Business
Calderón & De La Sierra
Dumont
Gonzalez Calvillo, S.C.
Goodrich Riquelme y Asociados
Müggenburg, Gorchés y Peñalosa, S.C. (MGPS)
Santamarina y Steta SC
Band 4
Hogan Lovells
Iberbrand S.C
Panamericana de Patentes y Marcas (PPM)
Solórzano Linaldi
Band 5
Baker McKenzie
BGAL Asociados
C & L ATTORNEYS
Cuesta Campos y Asociados S.C.
Von Wobeser y Sierra, SC
Alphabetical order within each band. Band 1 is highest.

Band 1

Arochi & Lindner

What the team is known for Arochi & Lindner is a market-leading heavyweight occupying a

front-running position in the intellectual property arena in Mexico. The intellectual property team is renowned for its notable specialisation in contentious work, with particular activity representing clients in patent and trade mark infringement actions and nullity proceedings. The department is also involved in defending IP rights through domain name and copyright enforcement. Arochi & Lindner remains a first port of call for distinguished generic drug producers, also drawing clients from the retail, entertainment and technology spheres.

Strengths

"I consider Arochi & Lindner to be way above other firms in terms of their knowledge, initiative, structure and insights to handle complex matters."

"Communicating with the team is very good, and they are able to deal with heavy workloads. It feels like they are part of our own team."

Notable practitioners

Distinguished partner **Roberto Arochi** is revered for his vast expertise in trade mark and copyright infringement actions. Peers recognise his longstanding experience in the Mexican intellectual property arena where he is routinely sought out by clients to assist with infringement of industrial property rights, copyright enforcement and trade mark registrations. **Strengths:** *"Roberto Arochi is a very good lawyer. He is an intellectual, and a strong player in the IP market in Mexico."* *"Roberto Arochi is active in important matters, especially in those which may require negotiation between parties to reach an agreement."* Knowledgeable IP partner and co-head of department **Hedwig Lindner** has solid experience advising clients on patent liti-

gation mandates, benefiting from her particular prowess in the pharmaceutical sector in Mexico. **Strengths** *"Hedwig Lindner has outstanding knowledge, market insights, and proactivity."* *"She has a very good nose for risk, and the technical qualities and abilities to anticipate problems. She is an extremely solid lawyer in patent mandates."* Respected partner **Jorge Mier y Concha** has an established intellectual property practice, which is based in Mexico City. He boasts solid expertise in IP litigation matters, and most notably in patents. **Strengths** *"I know I can always count on Jorge Mier y Concha's judgement and counsel."* *"He is a very good adviser, and a great practitioner for patent matters."* Associate-to-watch **José Antonio Arochi** is regularly found acting on matters regarding intellectual property litigation and the registration of trade marks and patents in Mexico. **Strengths:** *"José Antonio Arochi has provided an extraordinary service to us. He has pleasantly surprised us."*

Basham, Ringe y Correa S.C.

What the team is known for Basham, Ringe y Correa is a well-regarded full-service firm boasting a remarkable presence in the intellectual property practice area in Mexico. The intellectual property practice group comes highly recommended for its expertise in the prosecution and enforcement of copyrights and trade marks, as well as in handling opposition actions. It is also active in litigation mandates. Basham, Ringe y Correa is retained by a client roster featuring national and multinational companies from the luxury retail, entertainment, and food and bev-

Intellectual Property	
Senior Statespeople and Eminent Practitioners	
Senior Statespeople: distinguished older partners	Eminent Practitioners
Michaus Martín <i>Basham, Ringe y Correa S.C.</i>	Rangel Alfredo <i>Noriega y Escobedo, AC (ORL) ◇</i>
Leading Individuals	
Band 1	González Rodríguez Consuelo <i>Uthhoff, Gómez *</i>
Arochi Roberto <i>Arochi & Lindner</i>	Isla del Campo Gloria <i>Isla del Campo, S.C. (ORL) ◇</i>
Lindner Hedwig <i>Arochi & Lindner</i>	Martínez Gilberto <i>Iberbrand S.C.</i>
Luna Fandiño Alejandro <i>OLIVARES</i>	Ríos Elías <i>VILA (ORL) ◇</i>
Schmidt Luis <i>OLIVARES</i>	Sánchez Daniel <i>OLIVARES</i>
Tsuru Kiyoshi <i>TMI Abogados</i>	Santoyo Orozco Saul <i>Uthhoff, Gómez Vega & Uthhoff *</i>
Band 2	Soní Mariano <i>Bufete Soní (ORL) ◇</i>
Caballero Leal José Luis <i>Jalife & Caballero (ORL) ◇</i>	Band 5
Gorches Guerrero Esteban C <i>Müggenburg, Gorches</i>	Aquique Irely <i>TMI Abogados</i>
Herrerías Franco Bernardo <i>Hogan Lovells</i>	Bermúdez Flor <i>BGAL Asociados</i>
Hooper Pablo <i>Gonzalez Calvillo, S.C.</i>	Castañeda Ana <i>C & L ATTORNEYS</i>
Kleinberg Druker Eduardo <i>Basham, Ringe y Correa S.C.</i>	Chozas Mauricio <i>Cuesta Campos y Asociados S.C.</i>
Mier y Concha Jorge <i>Arochi & Lindner</i>	Legarreta Cantú Luis J <i>Legarreta y Asociados (ORL) ◇</i>
Pérez De La Sierra Carlos <i>Calderón & De La Sierra</i>	Thomae Christian <i>Dumont</i>
Pérez Zea José Pablo <i>Santamarina y Steta SC</i>	Urquiza Gómez Ana <i>Müggenburg, Gorches y Peñalosa</i>
Band 3	Up-and-coming individuals
Amaro Juan Carlos <i>BC&B Law & Business *</i>	Dávila Carlos <i>Baker McKenzie</i>
Athié Cervantes Adolfo <i>Basham, Ringe y Correa S.C.</i>	Díaz Morales Alejandro <i>Mijares, Angoitia (ORL) ◇</i>
Díaz Enrique <i>Goodrich Riquelme y Asociados</i>	González Mariana <i>Basham, Ringe y Correa S.C.</i>
Eljore María Teresa <i>Eljore Legal (ORL) ◇</i>	Hurtado Cruz Marina <i>Baker McKenzie</i>
Huerta Bleck Alberto <i>Calderón & De La Sierra</i>	Kaim Patricia <i>Von Wobeser y Sierra, SC</i>
Ledesma Meléndez Israel <i>Jáuregui y Del Valle (ORL) ◇ *</i>	Legaspi Daniel <i>Santamarina y Steta SC</i>
Méndez José Juan <i>Mendez + Cortes, S.C. (ORL) ◇</i>	Niembro Castro Gloria <i>Chevez, Ruiz (ORL) ◇</i>
Peñalosa Jean Yves <i>ELS-Peñalosa + Donnadieu (ORL) ◇</i>	Olmedo Velázquez Efraín <i>Santamarina y Steta SC</i>
Solórzano Guillermo <i>Solórzano Linaldi</i>	Pliego Beguerisse Alberto <i>Gonzalez Calvillo, S.C.</i>
Uthhoff-Orive Javier <i>Uthhoff, Gómez Vega & Uthhoff *</i>	Rangel Jonathan <i>Bello, Gallardo, Bonequi (ORL) ◇</i>
Band 4	Rangel Martínez Rodolfo <i>TMI Abogados</i>
Alva Inti Alejandro <i>BGAL Asociados</i>	Villareal José Luis <i>Holland & Knight (ORL) ◇</i>
Arenas Armando <i>OLIVARES</i>	Associates to watch
Bolland Marcela <i>Uthhoff, Gómez Vega & Uthhoff, S.C. *</i>	Amador Espinosa Juan Rafael <i>Ramos, Ripoll (ORL) ◇</i>
Castillo Eryck <i>Uthhoff, Gómez Vega & Uthhoff, S.C. *</i>	Arochi José Antonio <i>Arochi & Lindner</i>
Collada Laura <i>Dumont</i>	Orozco Miriam <i>Solórzano Linaldi</i>
Esteva Georgina <i>Panamericana de Patentes y Marcas</i>	Salgado Ramos Lirio <i>Gonzalez Calvillo, S.C.</i>
* Indicates individual with profile.	
◇ (ORL) = Other Ranked Lawyer.	
Alphabetical order within each band. Band 1 is highest.	

erage spheres.

Strengths

"Basham, Ringe y Correa's lawyers are excellent. They are our go-to firm, as they are better than any other firm we have used in Mexico. They are great at adapting to our budget."

Notable practitioners

Senior statesperson **Martín Michaus** is held in high esteem for his expertise in intellectual property matters, which extends to both the registration and enforcement of trade mark rights through litigation. **Strengths** "Martín Michaus is definitely one of the best lawyers in Mexico. He's admirable." Experienced Mexico City-based practitioner **Eduardo Kleinberg Druker** receives praise for his experience in the Mexican intellectual property field. He is especially active in trade mark and domain names management and protection. **Strengths** "Eduardo Kleinberg Druker is an excellent leader, and above all, he perfectly understands each and every one of the elements of the development of a business." "He is the pillar for the protection of our intellectual property rights in Mexico." Solid partner **Adolfo Athié Cervantes** receives recognition for his intellectual property litigation practice. He handles disputes con-

cerning both patents and trade marks in Mexico.

Strengths "Adolfo Athié Cervantes is the key IP litigation lawyer at the firm." Up-and-coming partner **Mariana González** is praised by clients for her work in patent prosecution matters. **Strengths:** "Mariana González is intelligent, skilful, a good strategist, and has an impressively calm character. She is prudent yet firm in tough moments."

OLIVARES

What the team is known for OLIVARES is an esteemed intellectual property powerhouse in Mexico City with an outstanding reputation for handling matters spanning the spectrum of IP matters. The firm boasts enviable experience in advising on the registration and licensing of copyrights, patents and trade marks. OLIVARES is also revered for its IP litigation practice, particularly concerning patents. The intellectual property team possesses experience assisting clients hailing from a wide range of sectors, including entertainment, retail, consumer products manufacturing and pharmaceutical industries.

Strengths

"OLIVARES is very aware of the commercial aspects of our business, and how our IP and its enforcement

impacts our commercial interests. Their advice is well rounded and optimised for achieving our business goals."

Notable practitioners

Acclaimed intellectual property partner **Alejandro Luna Fandiño** gains market endorsement for his top-tier patent litigation expertise, acting for transnational pharmaceutical corporations in Mexico. **Strengths** "Alejandro Luna Fandiño is easily one of the best IP attorneys in Mexico, if not the best. He gives insightful advice, and is innovative and practical." "He is a great litigator and I can tell he is very knowledgeable about the IP space." Pre-eminent Mexico City-based partner **Luis Schmidt** has a solid intellectual property practice in the entertainment sector. He advises well-known clients on copyright mandates and has expertise assisting key companies from the film, music, media and television spheres. **Strengths** "Luis Schmidt is a great adviser, and a leader in the Mexican intellectual property field." "Luis Schmidt's area of strength is copyright law. He is a brilliant lawyer." **Armando Arenas** has considerable strength in intellectual property litigation, boasting expertise in disputes regarding copyrights and patents in Mexico. **Strengths:** "Armando Arenas is an excellent legal partner to have in Mexico. Armando is astute and detailed, and always timely in his work product." Key partner **Daniel Sánchez** remains active in patent and trade mark prosecution, as well as in Mexican intellectual property disputes. **Strengths:** "Daniel Sánchez is a good and technical IP lawyer."

Band 2

TMI Abogados

What the team is known for TMI Abogados has a noteworthy practice that is renowned for its intellectual property expertise in Mexico. The team is held in high esteem for the prosecution and enforcement of IP rights, offering insight into trade mark and copyright mandates. The intellectual property department also boasts significant involvement in anti-piracy matters, as well as in the protection of trade secrets. TMI Abogados' client roster spans industries such as consumer goods, entertainment, information technology and digital platforms.

Strengths

"TMI Abogados are responsive, and they provide accurate information that is relevant for the company. They are very good understanding our business and budget constraints."

Notable practitioners

Outstanding partner **Kiyoshi Tsuru** receives praise for his experience in technology-related intellectual property mandates, with significant trade mark, copyright and patent expertise. Based in Mexico City, he remains active across both the prosecution and enforcement sides of the discipline. **Strengths** "Kiyoshi Tsuru is the best IP law adviser in Mexico. He provides a perfect balance between his legal advice and the business side of things. I strongly recommend his services." "He is great to work with and has a deep understanding of legal, commercial and scientific information." **Irely Aquique** regularly handles matters regarding

declaration of fame applications, trade mark oppositions, and patent prosecution in Mexico.

Strengths: “Irely Aquique is very experienced and is able to handle complex IP matters.” **Rodolfo Rangel Martínez** is admired for his strength in intellectual property litigation. He handles trade mark opposition matters, as well as filings for declaration of fame in Mexico. **Strengths:** “Rodolfo Rangel Martínez is assertive and practical, as well as professional and studious.”

Uthhoff, Gómez Vega & Uthhoff, S.C.

What the team is known for Uthhoff, Gómez Vega & Uthhoff houses a renowned team that is active across a range of intellectual property mandates. Its Mexico-based intellectual property department continues to earn plaudits for its involvement in the registration and protection of IP rights, boasting expertise spanning patent prosecution for the protection of inventions and trade mark registration. The firm is often seen acting as counsel to companies from the media, technology and life sciences spheres.

Strengths

“Uthhoff, Gómez Vega & Uthhoff is our preferred firm for complex and sophisticated cases. They have a very powerful team specialised in different areas of IP.”

Notable practitioners

Key IP partner **Javier Uthhoff-Orive** (see p.2135) is known for his expertise in patent enforcement and prosecution in Mexico. Peers endorse him, also noting his role in the management of the firm’s patent department. **Strengths** “Javier Uthhoff-Orive is an excellent and insightful lawyer with new and fresh ideas. He is always willing to provide us with support.” **Marcela Bolland** (see p.2134) has significant expertise in complex matters related to trade dress and trade mark prosecution and enforcement in Mexico. **Strengths:** “Marcela Bolland is a very skilled intellectual property practitioner.” Active Mexico City-based practitioner **Eryck Castillo** (see p.2134) receives endorsement for his activity in trade mark filings, and also has experience in enforcement matters. **Strengths** “Eryck Castillo has a very strong international perspective, and is a proactive lawyer.” **Consuelo González Rodríguez** (see p.2135) is regularly commended for her trade mark expertise, and for her prowess in trade dress mandates. **Strengths:** “Consuelo González Rodríguez is an excellent lawyer. She is respectful, disciplined and kind, and always has an excellent service attitude. It is always a pleasure to work with her.” **Saul Santoyo Orozco** (see p.2135) possesses expertise on anti-counterfeiting measures and intellectual property litigation in Mexico. **Strengths** “Saul Santoyo Orozco has an excellent global IP perspective, and is very effective and flexible.”

Band 3

BC&B Law & Business

What the team is known for BC&B Law & Business is a noted boutique that is recognised for its involvement in patents. The intellectual property department is routinely retained to enforce IP rights in the context of patent licensing disputes,

also handling anti-counterfeiting measures and trade secrets in Mexico. The law firm’s client portfolio encompasses notable names from the life sciences and electronics industries.

Strengths

“BC&B Law & Business’ strength is that they are very efficient and provide high-quality work. This is because they boast a very professional and experienced staff.”

Notable practitioners

Mexico City-based intellectual property lawyer **Juan Carlos Amaro** (see p.2134) is recognised by peers and clients alike for his focus on trade mark and patent matters, including related litigation. **Strengths** “Juan Carlos Amaro is very knowledgeable, and he is able to solve any problem whatsoever. He is a good negotiator and is able to get us out of trouble.”

Calderón & De La Sierra

What the team is known for Calderón & De La Sierra boasts a significant team with a solid reputation for handling intellectual property matters in Mexico. The practice group possesses expertise in the protection of patents, copyrights and trade marks, including the handling of opposition and infringement actions. The firm acts for a client roster featuring companies from the consumer products manufacturing, food and beverage, and life sciences sectors.

Strengths

“Calderón & De La Sierra is a good and consolidated law firm. They have a longstanding presence in the market, and they are particularly strong in the patent field.”

Notable practitioners

Established partner **Carlos Pérez De La Sierra** maintains an active practice in Mexico, encompassing the prosecution and enforcement of patent and trade mark rights. He also has expertise assisting clients with copyright and anti-piracy mandates. **Strengths** “Carlos Pérez De La Sierra is a well-rounded litigator and adviser. He is remarkable.” “Carlos Pérez De La Sierrais renowned in patent litigation.” Strong Mexico City-based practitioner **Alberto Huerta Bleck** benefits from his solid experience advising clients on contentious intellectual property mandates. **Strengths:** “Alberto Huerta Bleck is extraordinary, and tackles complex proceedings with a fierce attitude.”

Dumont

What the team is known for Dumont is a significant IP boutique based in Mexico City with experience in patent and trade mark prosecution and litigation. The intellectual property team is also active in anti-counterfeiting measures. Dumont’s client roster features national and transnational corporations from the life sciences, consumer products manufacturing and electronics spheres.

Strengths

“Dumont is consistently highly responsive to all inquiries and requests. They are my go-to firm in Mexico due to their ability to handle a wide variety of complex matters.”

Notable practitioners

Partner **Laura Collada** has significant experience in contentious patent and trade mark mandates, as well as in the transfer and registration of intel-

lectual property rights. **Strengths** “Laura Collada is a talented attorney who can be relied upon to provide sound legal advice and assistance.” **Christian Thomae** possesses considerable expertise in trade mark matters, and is highly regarded for his intellectual property knowledge in Mexico. **Strengths:** “Christian Thomae is available when I need him to be, and I know I can rely on him if anything urgent arises. It is wonderful working with him.”

Gonzalez Calvillo, S.C.

What the team is known for Gonzalez Calvillo is a noted full-service firm with a solid intellectual property department based in Mexico City. The practice group boasts activity in contentious matters, particularly in defending clients against trade mark infringement matters filed before the IP authorities. The intellectual property team is also called upon to advise on trade mark prosecution. Gonzalez Calvillo is often seen representing clients from the food and beverage and e-commerce spaces.

Strengths

“Gonzalez Calvillo gives you legal engineering. They can grasp the context and provide appropriate advice in an optimal time period, and with the results we are looking for.”

Notable practitioners

Key Mexico City-based intellectual property partner **Pablo Hooper** boasts experience in trade mark prosecution and licensing, as well as enforcement. **Strengths** “Pablo Hooper is a very professional, technical and accurate lawyer who is clear in his argumentation. He is a kind and respectful professional.” Up-and-coming partner **Alberto Pliego Beguerisse** regularly supports clients with the handling of their intellectual property portfolios, as well as with their sector-related litigation proceedings in Mexico. **Strengths:** “Alberto Pliego Beguerisse has great knowledge in the IP field. He is focused and precise when providing advice, and is a kind professional.” Associate-to-watch **Lirio Salgado Ramos** can claim considerable expertise in plant varieties, trade marks and technology transfer agreements in Mexico. **Strengths:** “Lirio Salgado Ramos is a great and knowledgeable professional who is always willing to support us.”

Goodrich Riquelme y Asociados

What the team is known for Goodrich Riquelme y Asociados houses a solid practice group with a noted presence in the intellectual property market in Mexico. The team is retained to handle significant portfolios of IP rights, acting for clients on the registration of trade marks and patents, with additional involvement in enforcement matters through infringement actions. The intellectual property department is often seen advising companies from the technology, life sciences, and food and beverage sectors.

Strengths

“Goodrich Riquelme y Asociados is a great firm with a noteworthy intellectual property department.”

Notable practitioners

Partner **Enrique Díaz** is experienced across a range of intellectual property matters including trade mark, patent and copyright issues.

Strengths “Enrique Díaz is an excellent professional with an immense ability to look out for his client’s business, an unparalleled pragmatism, and many skills for teamwork.”

Müggenburg, Gorchos y Peñalosa, S.C. (MGPS)

What the team is known for Müggenburg, Gorchos y Peñalosa houses a respected department with longstanding experience in the IP arena in Mexico. The intellectual property team’s core areas of activity include contentious matters such as opposition actions in respect of trade marks and patent infringement disputes. It is also known for its prosecution practice, assisting clients with obtaining patents and maintaining existing IP portfolios. The firm’s client roster draws from a number of industries including consumer goods, technology and pharmaceuticals.

Strengths

“We are very satisfied with the work Müggenburg, Gorchos y Peñalosa do for us. They respond to our enquiries in a timely manner and they keep us apprised on matters as they are moved along.”

Notable practitioners

Well-regarded partner **Esteban Gorchos Guerrero** garners recognition for his solid intellectual property litigation capabilities in Mexico. His recent work includes trade marks and patent infringement claims. **Strengths** “Estaban Gorchos Guerrero provides us with high-quality service, and I am happy to have him on our side.” Mexico City-based practitioner **Ana Urquiza Gómez** is experienced in the prosecution of patents and trade marks. **Strengths** “Ana Urquiza Gómez has a long track record in the intellectual property space.”

Santamarina y Steta SC

What the team is known for Santamarina y Steta is a well-reputed full-service firm with a solid practice in the intellectual property arena in Mexico City. The team is active providing services in patent and trade mark registration and enforcement. Santamarina y Steta’s client roster features companies from the retail, consumer product manufacturing and agribusiness spheres.

Strengths

“Santamarina y Steta has the ability to handle complex trade mark prosecution and enforcement matters. The team meets our needs and is very responsive.”

Notable practitioners

Well-regarded partner **José Pablo Pérez Zea** boasts expertise in patent and trade mark issues in Mexico, including contentious mandates. **Strengths** “José Pablo Pérez Zea is a good lawyer with a focus on trade mark matters. He’s very thorough in his work.” Up-and-coming partner **Daniel Legaspi** has expertise in trade mark applications and intellectual property asset protection. **Strengths** “We greatly value Daniel Legaspi’s skills and his commitment to our needs.” Up-and-coming practitioner **Efraín Olmedo Velázquez** is widely praised by clients for his strength in intellectual property litigation, and has significant expertise in trade mark-related matters. **Strengths** “Efraín Olmedo Velázquez is truly passionate about the intellectual property space. He has had many success stories in litigation matters, and has become a key asset at the firm.”

Band 4

Hogan Lovells

What the team is known for Hogan Lovells is a full-service firm that is recognised for its intellectual property experience in Mexico. The team’s areas of involvement encompass defending clients’ IP rights through anti-counterfeiting measures. The intellectual property practice group is also involved in judicial disputes concerning trade mark and copyright infringement, as well as patent prosecution. Hogan Lovells represents clients from the consumer products, retail and entertainment industries.

Strengths

“Hogan Lovells has solid expertise and talent at different organisational levels. The lawyers offer efficiency and responsiveness in their services.”

Notable practitioners

Noteworthy Mexico City-based partner **Bernardo Herreras Franco** is held in high regard for his intellectual property work, particularly on contentious mandates and copyright matters. **Strengths** “Bernardo Herreras Franco offers great knowledge, flexibility and commercial awareness. He is also very kind to me as client.”

Iberbrand S.C

What the team is known for Iberbrand houses a strong intellectual property team that is active across trade mark and patent mandates in Mexico, with additional involvement in contentious matters. The law firm acts for a client roster made up of notable corporations from the social media, manufacturing and fashion spaces.

Strengths

“I find Iberbrand’s team to be exceptional in every way. The firm is my sole Mexican source for trade mark assistance, and they are an absolute pleasure to work with.”

Notable practitioners

Key partner **Gilberto Martínez** is well versed in patent and trade mark matters in the intellectual property realm in Mexico. **Strengths** “Gilberto Martínez is a pleasant person to work with. He’s professional, as well as friendly.”

Panamericana de Patentes y Marcas (PPM)

What the team is known for Panamericana de Patentes y Marcas is a longstanding national IP boutique based in Mexico City. The firm is routinely sought out by clients to advise on the prosecution of patents and trade mark rights, as well as opposition actions. The department also maintains involvement in defending clients’ IP portfolios. The client roster spans entertainment, finance and sports.

Strengths

“Panamericana de Patentes y Marcas houses a specialised team that is active in important work in trade mark and patents matters, including litigation mandates.”

Notable practitioners

Key Mexico City-based partner **Georgina Esteva** receives recognition for her work on trade mark matters, winning praise from interviewees for her many years of experience in the intellectual property field. **Strengths** “Georgina Esteva is a good IP lawyer with a longstanding track record.”

Solórzano Linaldi

What the team is known for Solórzano Linaldi houses a dynamic Mexico City-based team with expertise in the prosecution and enforcement of intellectual property rights. The IP department is routinely sought out by clients to advise on nullity and infringement actions in respect of patents, as well as trade mark registration and copyright issues.

Strengths

“Solórzano Linaldi’s lawyers are very efficient. They delve into the matter and propose strategies that prevent any potential future issue. They offer great responsiveness even if the matters are complex.”

Notable practitioners

Significant partner **Guillermo Solórzano** advises on patent and trade mark prosecution and litigation in Mexico. **Strengths** “Guillermo Solórzano provides excellent service and attention, and adapts to our needs. He benefits from his many years of experience in the intellectual property sphere.” Associate-to-watch **Miriam Orozco** is experienced in a range of intellectual property mandates in Mexico, including the prosecution and enforcement of patents and copyrights. **Strengths** “Miriam Orozco is a lawyer with a very broad knowledge of the IP field. She is determined, emotionally intelligent, and insightful when debating and proposing logical strategies.”

Band 5

Baker McKenzie

What the team is known for Baker McKenzie has a substantial name in the Mexican intellectual property field. The department regularly acts for clients in the digital platforms industry, as well as for companies from the life sciences and food and beverages sectors. It is well equipped to handle a range of matters, including copyright licensing agreements, trade mark enforcement, trade secrets protection, and patent prosecution.

Strengths

“Baker McKenzie has a very strong team, and they always have the ability to solve any issue that arises. All the attorneys are very professional and highly competent.”

Notable practitioners

Up-and-coming IP partner **Carlos Dávila** boasts considerable strength in copyright and trade mark matters in Mexico, and regularly acts as counsel to clients from the telecommunications and life sciences arenas. **Strengths** “Carlos Dávila is always quick when responding to our queries, and always provides cost-efficient solutions to our concerns.” Up-and-coming partner **Marina Hurtado Cruz** is co-head of department and receives praise from clients for her activity in the Mexican intellectual property field, particularly in patent prosecution mandates. **Strengths** “Marina Hurtado Cruz is distinguished for her customer-oriented approach and service attitude; she is a humble, solid and technical lawyer.”

BGAL Asociados

What the team is known for BGAL Asociados is a Mexico-city based intellectual property boutique firm with substantial expertise in trade mark, patent and copyright prosecution, enforcement

and protection, as well as in declaration of fame mandates. The department is regularly retained by both Mexican and international clients from the technology, manufacturing, and entertainment sectors.

Strengths

"All the members of the BGAL Asociados team know what they are doing, and no matter who is attending to your call or e-mail, you feel that you are in good hands."

Notable practitioners

Noted partner **Inti Alejandro Alva** regularly handles sophisticated and diverse matters regarding trade marks, copyright, and patents, including litigation. **Strengths:** *"Inti Alejandro Alva is a very practical and professional lawyer who understands our business, and provides legal advice that considers our commercial goals, budget, and strategy."*

Flor Bermúdez has significant expertise in trade mark prosecution, and is recognised for her management of notable international brands in Mexico. **Strengths:** *"Flor Bermúdez is very responsive and is always on top of things. She is a reliable lawyer who provides excellent trade marks advice."*

C & L ATTORNEYS

What the team is known for C & L ATTORNEYS is a Mexico City-based IP boutique playing a dynamic role within the Mexican intellectual property arena. The team is qualified to handle a variety of mandates, including the management of trade mark portfolios, patent applications and design protection matters. It is regularly retained by Mexican and multinational companies from a wide range of industries spanning food and beverage, technology and pharmaceuticals.

Strengths

"C & L ATTORNEYS are always attentive to answer our queries. They advise us effectively on trade mark opposition actions, and give relevance to our portfolio of brands."

Notable practitioners

Mexico City-based partner **Ana Castañeda** is experienced in the prosecution and enforcement of intellectual property rights, including trade marks and patents. **Strengths:** *"Ana Castañeda is knowledgeable and practical, and really thinks of this business as a whole. She is responsive and attentive to our issues."*

Cuesta Campos y Asociados S.C.

What the team is known for Cuesta Campos y Asociados is an active full-service firm whose intellectual property department is recommended for patent and trade mark prosecution, opposition actions and litigation. The legal team is often sought out by clients from the life sciences, manufacturing, and food and beverages industries.

Strengths

"Cuesta Campos y Asociados provide prompt responses and solutions to their clients, as well as an efficient management of our IP rights portfolio. They offer good value for money."

Notable practitioners

Partner **Mauricio Chozas** is based in Mexico City and remains active in trade mark mandates, including prosecution and enforcement actions. **Strengths:** *"Mauricio Chozas is an incredible asset for his law firm."*

Von Wobeser y Sierra, SC

What the team is known for Von Wobeser y Sierra is a full-service law firm with an active presence in the Mexican intellectual property field, with significant expertise in the prosecution and defence of intellectual property rights, handling trade marks, licence agreements, copyright and patents, as well as denomination of origin matters. The department attracts clients from the technology, sports, and consumer goods industries.

Strengths

"Von Wobeser y Sierra's team have a clear understanding of our project. They are helpful and quickly attend to our requests, as their level of responsiveness is very strong."

Notable practitioners

Up-and-coming partner **Patricia Kaim** handles significant intellectual property matters in Mexico, boasting expertise in litigation and enforcement actions in relation to trade marks and copyrights. **Strengths:** *"Patricia Kaim provides very sophisticated, detailed and professional legal advice." "Patricia is great at explaining legal issues to a commercial team, and she is very clear and shares a realistic expectations about the status of the project."*

Other Ranked Lawyers

Associate-to-watch **Juan Rafael Amador Espinosa** of Ramos, Ripoll & Schuster possesses expertise in trade mark matters in Mexico.

Strengths:

"The level of service that Juan Rafael Amador Espinosa provides is excellent. He is a friendly, reliable, commercially aware, and very competent lawyer."

Well-regarded practitioner **José Luis Caballero Leal** of Jalife & Caballero continues to draw praise for his vast expertise on copyright mandates in Mexico. José Luis Caballero Leal is routinely retained by clients from the entertainment and consumer products industries.

Strengths:

"José Luis Caballero Leal is an excellent lawyer in copyright issues."

Up-and-coming practitioner **Alejandro Díaz Morales** of Mijares, Angoitia, Cortés y Fuentes is based in Mexico City and has prowess in trade mark matters, as well as with the intellectual property aspects of corporate transactions.

Strengths:

"It is a pleasure to work with Alejandro Díaz Morales."

Noted partner **María Teresa Eljure** of Eljure Legal boasts expertise in trade mark enforcement and prosecution in Mexico.

Strengths:

"María Teresa Eljure is a good lawyer with lots of experience."

"She is great in trade mark matters, both from the counselling and litigation standpoints."

Seasoned practitioner **Gloria Isla del Campo** of Isla del Campo is based in Mexico City and has many years of experience in patent and trade mark mandates.

Strengths:

"Gloria Isla del Campo is always available to discuss any challenge, no matter how complex it may be,

and her advice is consistently flawless."

Significant Mexico City-based practitioner **Israel Ledesma Meléndez** (see p.2135) of Jáuregui y Del Valle is recognised by clients for his work on contentious intellectual property matters and anti-piracy issues.

Strengths:

"Israel Ledesma Meléndez is a great partner to our firm. He is incredibly responsive and knowledgeable."

Luis Legarreta Cantú of Legarreta y Asociados is endorsed by interviewees for his intellectual property capabilities in Mexico. He benefits from his expertise advising on trade mark prosecution and enforcement matters.

Strengths:

"Luis Legarreta Cantú has many years of experience in IP. He possesses a noted roster of clients."

Established partner **José Juan Méndez** of Méndez + Cortes boasts expertise in handling trade marks, patents, copyrights and trade secrets in Mexico, both from a prosecution and litigation standpoint.

Strengths:

"José Juan Méndez is a skilful professional with deep theoretical knowledge and lots of practical experience. He provides quick, direct and to-the-point advice to his clients."

Up-and-coming partner **Gloria Niembro Castro** of Chevez, Ruiz, Zamarripa y Cia leads the firm's intellectual property department, as is particularly active in trade mark and copyright mandates.

Strengths:

"Gloria Niembro Castro easily understands issues and provides solutions and alternatives that meets our needs. She is professional yet personable when providing valuable guidance."

Respected practitioner **Jean Yves Peñalosa** of ELS – Peñalosa + Donnadiou continues to be recognised by market insiders for his participation in the Mexican intellectual property arena. He benefits from his expertise assisting clients with patent and trade mark contentious matters.

Strengths:

"Jean Yves Peñalosa is kind, smart, humble, and clearly knows what he is doing. I trust him completely."

Eminent practitioner **Alfredo Rangel** of Noriega y Escobedo is known for his longstanding presence in the Mexican trade mark arena.

Strengths:

"Alfredo Rangel is one of the deans of the IP field in Mexico, and he is impeccable in his expert opinions. He is a well-rounded lawyer who is very good in trade mark counselling and litigation."

Up-and-coming partner **Jonathan Rangel** of Bello, Gallardo, Bonequi y García boasts considerable expertise in trade mark and copyright matters, and acts for clients from the telecommunications, fashion and insurance industries in Mexico.

Strengths:

"Jonathan Rangel has a robust ability to timely deliver good-quality work. For any complex case that I have, I always go to him."

Key partner **Elías Ríos** is co-head of department at VILA and continues to receive market commendation for his intellectual property practice in Mexico. He is especially active in trade mark prosecution and litigation.

Strengths:

"Elías Ríos is smart and knows the legal landscape." Partner **Mariano Soní** of Bufete Soní is based in Mexico City and maintains a broad practice, including a range of intellectual property matters.

Strengths:

"Mariano Soní is a great IP lawyer."

Up-and-coming practitioner **José Luis Villareal** of Holland & Knight has a solid practice that encompasses trade mark and patent registration and litigation in Mexico.

Strengths:

"José Luis Villareal is a true rising star. He has his finger on the pulse of all markets we've worked in."

International Trade/WTO

International Trade/WTO	International Trade/WTO
Leading Firms	Senior Statespeople
Band 1	Senior Statespeople: distinguished older partners
Baker McKenzie	Hernández Gerardo Ortiz, Hernandez y Orendain (ORL) ◇
EC Rubio	Leading Individuals
Vázquez Tercero & Zepeda	Band 1
Band 2	Elías-Fernández Edmundo Ramos, Ripoll & Schuster
Aguilar & Loera S.C.	Hurtado Badiola David Jáuregui y Del Valle, S.C. *
Chevez, Ruiz, Zamarripa y Cia., S.C.	Partida Poblador Juan Carlos EC Rubio
Hogan Lovells	Sánchez Chao Guillermo Greenberg Traurig (ORL) ◇
Jáuregui y Del Valle, S.C.	Vázquez Adrián B Vázquez Tercero & Zepeda
Sánchez DeVanny Eseverri, S.C.	Band 2
Von Wobeser y Sierra, SC	Aguilar Rico Luis Felipe Aguilar & Loera S.C.
Band 3	Ibarra Fernández Adriana Baker McKenzie
Basham, Ringe y Correa S.C.	López-Portillo Horacio A. López Portillo (ORL) ◇
Ramos, Ripoll & Schuster	Michel Alexis A. Michel (ORL) ◇
* Indicates individual with profile.	Ramírez Ortiz Turena Holland & Knight (ORL) ◇
◇ (ORL) = Other Ranked Lawyer.	Band 3
Alphabetical order within each band. Band 1 is highest.	Díaz Gavito Eduardo Agon Economía y Derecho (ORL) ◇
	Jiménez Luis Miguel Von Wobeser y Sierra, SC
	Mendoza Vidal Felipe EC Rubio
	Uruchurtu Gustavo A Uruchurtu y Asociados (ORL) ◇
	Yáñez V. M. Jorge Ramos, Ripoll & Schuster
	Band 4
	Barajas Sergio Basham, Ringe y Correa S.C.
	Campos Vargas José Alberto Sánchez DeVanny
	David García Eduardo EC Rubio
	de Lille-Calatayud Armando Baker McKenzie
	Holguín Casas Fernando EC Rubio
	Hoyos-Robles José Baker McKenzie
	Leycegui Gardoqui Beatriz SAI Law (ORL) ◇
	Padrón Manuel Baker McKenzie
	Rizzo Fuentes Fiamma Aguilar & Loera S.C.
	Romero Ricardo Chevez, Ruiz, Zamarripa y Cia., S.C.
	Sotelo-Cauduro Eduardo Sánchez DeVanny Eseverri
	Valencia Mario Galicia Abogados, S.C. (ORL) ◇
	Zepeda Eduardo Vázquez Tercero & Zepeda
	Up-and-coming individuals
	Arteaga Vázquez Emilio Vázquez Tercero & Zepeda
	Dieguez-Orozco Andrea Baker McKenzie
	Salazar y Vera María de Lourdes Von Wobeser y Sierra
	Serralde Roberto Sánchez DeVanny Eseverri, S.C.
	Associates to watch
	Lara Mario Hogan Lovells
	Zelaya Viesca Michel Santamarina y Steta SC (ORL) ◇

Band 1**Baker McKenzie**

What the team is known for Baker McKenzie fields an esteemed international trade practice in Mexico that is market-leading in its expertise in international trade and customs matters. The department's areas of particular activity include VAT and tariff matters, as well as contentious verification of origin issues. Baker McKenzie's impressive client roster includes key domestic and international players from sectors such as energy, manufacturing and the automotive industry.

Strengths

"Baker McKenzie is highly specialised in customs compliance mandates. The lawyers are accurate and up-to-date with regulatory changes and the government's strategies."

"They perform in alignment with high standards, and are very clear, patient, always on time, responsive and available."

Notable practitioners

Standout lawyer **Adriana Ibarra Fernández** handles a range of customs and international free trade mandates in Mexico, including advising clients on verifications of origin. **Strengths:** "Adriana Ibarra Fernández is an excellent professional who is always looking for the best solutions, thinking outside of the box." "Her work is precise, clear and effective." Monterrey-based partner **Armando de**

atayud boasts lots of experience, and he knows the international trade market." Partner **José Hoyos-Robles** acts on a range of international trade mandates, including export licences and import matters. He advises international clients from sectors including consumer products. **Strengths:** "José Hoyos-Robles deals with a lot of customs issues." Ciudad Juárez-based department head **Manuel Padrón** wins praise from interviewees for his handling of customs mandates. He regularly advises companies within the IMMEX programme on their regulatory requirements. **Strengths:** "Manuel Padrón is a great point of contact. He has good communication skills." Up-and-coming practitioner **Andrea Dieguez-Orozco** enters the rankings this year following market recognition for her activity in customs audits and anti-dumping investigations in the Mexican international trade space. **Strengths:** "Andrea Dieguez-Orozco digs into the details and always brings value to her clients."

EC Rubio

What the team is known for EC Rubio houses a market-leading international trade team that advises a stellar portfolio of clients from sectors including energy, manufacturing and consumer goods. With several offices across Mexico, the firm retains a stellar reputation in the market for its broad practice, covering matters such as IMMEX compliance and complex trade remedies matters, including anti-dumping investigations. EC Rubio is also sought out for its expertise on related contentious proceedings against the customs authorities.

Strengths

"We choose to work with EC Rubio because they are very supportive, and offer a personalised service. They are always very focused and keep you up to date."

"They are highly experienced, proactive and supportive lawyers. They provide options and solutions appropriate for the business."

Notable practitioners

Acclaimed practitioner and department co-head **Juan Carlos Partida Poblador** is based in Mexico City and is particularly experienced advising both international and domestic clients on trade remedies issues. He boasts activity and capabilities in the Mexican international trade space. **Strengths:** "I have had great experiences working with Juan

Carlos Partida Poblador. He always provides excellent guidance, and is very responsive. I trust him." "He has lots of experience in the international trade legal market. He is a longstanding practitioner."

Felipe Mendoza Vidal is based in Ciudad Juárez and is recognised as particularly involved with clients from the *maquiladora* sector, advising them on all aspects of the IMMEX programme. He co-leads EC Rubio's international trade department and benefits from his remarkable expertise in tax and customs matters. **Strengths:** "Felipe Mendoza Vidal is a very strong lawyer who knows a lot about customs mandates." Mexico City-based partner **Eduardo David García** has expertise assisting international clients with trade remedies, free trade agreement consulting and rules of origin matters. **Strengths:** "Eduardo David García is a very knowledgeable and active international trade lawyer." Ciudad Juárez-based practitioner **Fernando Holguin Casas** co-heads the international trade department and is active in customs matters, audits and advice for companies in the IMMEX programme. **Strengths:** "Fernando Holguin Casas is responsive and practical, and provides comprehensive business-minded advice."

Vázquez Tercero & Zepeda

What the team is known for Vázquez Tercero & Zepeda is deeply revered for its prowess in anti-dumping investigations and countervailing duties. The Mexico City-based team boasts further expertise in customs compliance and verifications of origin. The international trade practice group continues to serve an impressive roster of domestic and international clients encompassing such sectors as metals, manufacturing and consumer goods. Vázquez Tercero & Zepeda remains a first port of call for clients from Asian markets exporting goods to the Mexican market.

Strengths

"They have in-depth knowledge in international trade and business, as well as good relationships with relevant stakeholders, which facilitates tackling complex and sophisticated matters."

"Vázquez Tercero & Zepeda's team add value through different perspectives. Their leaders complement their knowledge with each other, and provide us with efficient and robust solutions to highly complex problems."

Notable practitioners

Pre-eminent partner **Adrián Vázquez** co-heads the firm's department, and boasts a longstanding track record in the Mexican international trade space. He frequently advises clients on the impact of free trade agreements on their operations in Mexico. **Strengths:** "He is a good lawyer, and is very experienced. He is the most knowledgeable practitioner in anti-dumping mandates." "Adrián Vázquez is a very good lawyer who gives us good suggestions and helps us solve any problem. He is great at solving very specific and deep issues." Department co-head **Eduardo Zepeda** is regularly sought out by clients in relation to customs matters. He benefits from his experience assisting clients with *maquiladora* matters in Mexico. **Strengths:** "Eduardo Zepeda is always up to date with information that could affect our company's operation. He always acts with high professionalism and shows availability to provide support." Up-and-

coming partner **Emilio Arteaga Vázquez** enters the rankings this year after obtaining praise for his activity in international trade matters in Mexico, such as anti-dumping investigations. **Strengths:** "Emilio Arteaga Vázquez has a strong client service and in-depth commercial awareness."

Band 2

Aguilar & Loera S.C.

What the team is known for Aguilar & Loera houses a noted practice that acts across a range of international trade mandates in Mexico, and has expertise spanning anti-dumping proceedings and free trade agreements. The legal team is experienced advising clients from sectors including metals, chemicals and the automotive sphere.

Strengths

"Aguilar & Loera has a team of diligent counsels, all of whom provide amazing turnaround times. The team is able to do 360° assessments quickly and effectively."

Notable practitioners

Mexico City-based lawyer **Luis Felipe Aguilar Rico** handles both customs and anti-dumping mandates as part of his international trade practice. **Strengths:** "Luis Felipe Aguilar Rico is a partner who is truly focused on achieving what is best for his clients. He is always available and has a very solid relationship with his team." "He promptly replies to consultations and provides very quick turnaround times in complex matters." **Fiamma Rizzo Fuentes** remains active in the international trade sector in Mexico, advising local and international clients on customs matters, NAFTA regulations, anti-dumping, and domestic tariffs. **Strengths:** "Fiamma Rizzo Fuentes is very supportive and responsive, and provides clear and competent advice regarding our enquiries."

Chevez, Ruiz, Zamarripa y Cia., S.C.

What the team is known for Chevez, Ruiz, Zamarripa y Cia possesses a distinguished international trade practice group in Mexico that boasts impressive expertise across customs matters. The department gains particular praise for representing clients in customs disputes before the local tax authorities, and also assists them with customs audits. The team provides additional capabilities advising on anti-dumping investigations. Chevez, Ruiz, Zamarripa y Cia routinely acts for a number of major industrial clients, including car parts manufacturers.

Strengths

"Chevez, Ruiz, Zamarripa y Cia has excellent attorneys who are always willing to collaborate and understand their client needs."

"The team is very strong and communicative. They are able to handle highly complex tasks, and they are very helpful."

Notable practitioners

International trade department co-head **Ricardo Romero** is based in Mexico City and possesses capabilities in contentious matters against the customs authorities. **Strengths:** "Ricardo Romero is a good and responsive lawyer."

Hogan Lovells

What the team is known for Hogan Lovells fields an active international trade team that advises notable players from sectors including food and beverages, automotive and chemicals. The department enjoys significant capabilities handling a range of mandates spanning anti-dumping investigations, verifications of origin and customs issues.

Strengths

"The partners at Hogan Lovells are well versed in their respective fields, and the associates are outstanding. Our enquiries are responded to during the same day."

Notable practitioners

Associate-to-watch **Mario Lara** enters the rankings this year after garnering praise for his activity in international trade matters in Mexico, such as anti-dumping investigations. **Strengths:** "Mario Lara is an outstanding attorney who can assess complex issues succinctly and efficiently."

Jáuregui y Del Valle, S.C.

What the team is known for Jáuregui y Del Valle possesses an experienced international trade team in Mexico that boasts expertise across contentious and non-contentious matters such as anti-dumping investigations, free trade agreement regulations and customs audits. The firm's client portfolio comprises domestic and international entities from sectors including manufacturing, food and agriculture.

Strengths

"Jáuregui y Del Valle's team are strong and have the knowledge and resources to handle delicate and important projects."

Notable practitioners

Stellar department head **David Hurtado Badiola** (see p.2135) advises domestic and international clients on international trade matters in Mexico, including anti-dumping investigations. **Strengths:** "We have had very good experiences working with David Hurtado Badiola. He is a seasoned attorney who knows everything that needs to be known." "He is very kind and works in a timely, effective and efficient manner. It is a delight to work with him."

Sánchez DeVanny Eseverri, S.C.

What the team is known for Sánchez DeVanny Eseverri is a key full-service firm that boasts experience in a variety of international trade matters in Mexico. The practice group is praised for its handling of both customs matters and trade remedies, and often advises clients on customs compliance and consulting on free trade agreements. Sánchez DeVanny Eseverri's areas of activity include contentious matters. The firm's client roster includes notable international and domestic players from the *maquiladora* sector.

Strengths

"They have the knowledge, the staff, the commitment and the skills to deal with any issue. Their follow-ups are efficient and their communication is prompt and effective."

Notable practitioners

Mexico City-based partner **José Alberto Campos Vargas** acts for clients on contentious and non-contentious customs matters. **Strengths:** "José Alberto Campos Vargas is an excellent

adviser who provides a high level of client service. He boasts an extensive experience in international trade." **Eduardo Sotelo-Cauduro** regularly advises clients on a range of customs compliance and free trade agreement matters, including NAFTA regulations. He is recognised for his dynamism in the international trade and customs sphere in Mexico.

Strengths: "Eduardo Sotelo-Cauduro is committed to solving problems. He tends to our concerns and provides useful advice that helps when making decisions." Up-and-coming partner **Roberto Serralde** joins the rankings this year after garnering praise for his presence in Mexican international trade mandates. He is active in customs audits and IMMEX matters. **Strengths:** "Roberto Serralde's technical knowledge stands out; he is an expert in the international trade field."

Von Wobeser y Sierra, SC

What the team is known for Von Wobeser y Sierra has a well-established practice with experience in a range of international trade mandates. The team is often consulted by clients regarding the foreign trade aspects of establishing operations in Mexico, anti-dumping matters and customs compliance. The department's client roster encompasses sectors including consumer goods, manufacturing and automotive.

Strengths

"Von Wobeser y Sierra's team are well organised and all of the lawyers respond in a very timely manner. They reply to our questions very quickly and the legal opinion is very clear."

Notable practitioners

Department head **Luis Miguel Jiménez** is based in Mexico City and his experience spans customs audits and trade remedies. **Strengths:** "I receive a very good treatment, service and attention in terms of knowledge and strategy from Luis Miguel Jiménez." **María de Lourdes Salazar y Vera** assists clients with various international trade matters in Mexico, including import quotas and customs compliance. **Strengths:** "María de Lourdes Salazar y Vera is very competent; she knows a lot about Mexican regulations and finds issues we don't see beforehand, which lets us fix them."

Band 3

Basham, Ringe y Correa S.C.

What the team is known for Basham, Ringe y Correa boasts an active international trade and customs department in Mexico. The team possesses experience in handling customs audits and compliance, anti-dumping investigations and procedures, and rules of origin mandates. The department is normally found acting as counsel to companies from the manufacturing, food and beverages, and retail spheres.

Strengths

"The foreign trade team at Basham, Ringe y Correa shows extensive knowledge on complex and sophisticated topics, and issues balanced recommendations."

Notable practitioners

Sergio Barajas is head of department and enjoys solid activity in international trade matters in Mexico, including verification of origin matters

and customs audits. **Strengths:** "Sergio Barajas is great. He is very knowledgeable and practical when proposing solutions."

Ramos, Ripoll & Schuster

What the team is known for Ramos, Ripoll & Schuster possesses a dynamic international trade team based in Guadalajara that is routinely called upon to handle contentious customs matters, including audits and administrative litigation, as well as tariff classification and compliance with customs and IMMEX regulations. Ramos, Ripoll & Schuster's client roster spans companies from the consumer products, energy and natural resources, and transportation fields.

Strengths

"Ramos, Ripoll & Schuster's level of service is high. The lawyers always have a good attitude to help our business, and propose alternatives to solve problems."

Notable practitioners

Leading Guadalajara-based partner **Edmundo Elías-Fernández** heads the firm's international trade and customs team. He has revered expertise in valuations, compliance and litigation, as well as tariff classification. **Strengths:** "Edmundo Elías-Fernández has vast experience on international law, global customs, international trade compliance, and tax. He has a solid reputation in the industry." "Edmundo is characterised by having a commercial and business-focused point of view. The way he understands his clients is amazing." Solid department co-head **Jorge Yáñez** is active in anti-dumping cases, and also advises clients on issues pertaining to the IMMEX programme in Mexico. **Strengths:** "Jorge Yáñez is a good and strong international trade lawyer."

Other Ranked Lawyers

Mexico City-based partner **Eduardo Díaz Gavito** of Agon Economía y Derecho is well respected in the international trade legal market for his activity in trade remedy and customs mandates.

Strengths:

"Eduardo Díaz Gavito is spectacular. He is highly knowledgeable and provides an impeccable client service."

Senior statesperson **Gerardo Hernández** of Ortiz, Hernandez y Orendain boasts a longstanding track record in the Mexican international trade arena.

Mexico City-based partner **Beatriz Leycegui Gardoqui** of SAI Law & Economics is recognised for her knowledge of international trade policy and free trade agreements. She boasts an anti-dumping practice, also drawing on her previous experience in public administration.

Strengths:

"Beatriz Leycegui Gardoqui is a good player in the international trade market. She is very knowledgeable and insightful."

Mexico City-based lawyer **Horacio López-Portillo** of López Portillo Consultores is focused on international trade matters, and he is particularly noted for his experience on anti-dumping mandates.

Strengths:

"International trade and customs has very few experts and Horacio López-Portillo is certainly one of them. He is a true specialist and is very knowledgeable, as well as reliable and easy to work with."

Well-regarded lawyer **Alexis Michel** of A. Michel heads the international trade department of the firm. He has expertise handling administrative processes before the Mexican customs authorities over import duties, as well as in trade compliance.

Strengths:

"Alexis Michel is very service-oriented, and knows the international trade field very well. He is capable of finding the best solutions for his clients."

Mexico City-based partner **Turena Ramírez Ortiz** of Holland & Knight possesses remarkable expertise in customs audits, trade compliance and litigation proceedings.

Strengths:

"Turena Ramírez Ortiz is a lawyer with a high level of expertise. She is respected in foreign trade, customs and tax topics."

"She is always ready and willing to help us."

Stellar Mexico City-based partner **Guillermo Sánchez Chao** of Greenberg Traurig is well known for assisting clients with IMMEX mandates, particularly in regard to customs litigation. He also enjoys solid capabilities advising companies on compliance matters pertaining to national and international regulations established by multilateral treaties.

Strengths:

"Guillermo Sánchez Chao is a very good and smart international trade lawyer."

"I always receive an excellent service from Guillermo."

Gustavo Uruchurtu of Uruchurtu y Asociados Abogados benefits from solid capabilities in the international trade space in Mexico, particularly in trade remedy matters such as anti-dumping mandates.

Strengths:

"Gustavo Uruchurtu is very well known for in the trade remedies area."

Co-head of department **Mario Valencia** of Galicia Abogados shows prowess in the Mexican international trade space. He regularly assists clients with contentious customs matters as well as with their registration to the IMMEX programme.

Strengths:

"Mario Valencia is very kind, available and knowledgeable about international trade. He is able to deal with high-level issues."

Associate-to-watch **Michel Zelaya Viesca** of Santamarina y Steta continues to show important activity in the Mexican international trade field. He regularly advises on customs compliance and audits, as well as sector-related administrative litigation.

Strengths:

"Michel Zelaya Viesca provides an excellent customer service. He is always available to assist in a personalised way."

Projects

Projects
Leading Firms
Band 1
Galicia Abogados, S.C.
Mijares, Angoitia, Cortés y Fuentes, S.C.
Nader Hayaux & Goebel
Ritch Mueller
Band 2
CMS Woodhouse Lorente Ludlow SC
Creel, García-Cuéllar, Aiza y Enríquez, S.C.
Greenberg Traurig, S.C.
Santamarina y Steta SC
Band 3
COMAD, S.C.
Gonzalez Calvillo, S.C.
Jones Day
White & Case SC
Senior Statespeople
Senior Statespeople: distinguished older partners
Mueller-Gastell Thomas Ritch Mueller
Leading Individuals
Band 1
de María y Campos Segura Carlos Galicia Abogados
de Uriarte Horacio M. Mijares, Angoitia, Cortés y Fuentes
Franyutti Johnstone Vanessa Nader Hayaux & Goebel
Band 2
González Bernal Juan Manuel Greenberg Traurig, S.C.
Hernández García Roberto COMAD, S.C.
Lorente Ludlow Enrique CMS Woodhouse Lorente
Band 3
Arreola Espinosa Javier Nader Hayaux & Goebel
Fernández Cueto Francisco Galicia Abogados, S.C.
Machorro Guerrero Juan Carlos Santamarina y Steta
Oria y Anaya Jorge Ritch Mueller
Ramos Ariel Mayer Brown Mexico SC (ORL) ◇
Rojas Alejandro Nader Hayaux & Goebel
Santacruz González Federico Ritch Mueller
Band 4
Butrón Quintero José Antonio Greenberg Traurig, S.C.
Cervantes Trejo Jorge Gonzalez Calvillo, S.C.
Chagoya Sergio Santamarina y Steta SC
de la Borbolla O Alejandro Galicia Abogados, S.C.
de la Parra Alberto Jones Day
del Valle Mendiola Gabriel Ritch Mueller
Landa Thierry Alejandro Holland & Knight (ORL) ◇
Martínez Negrete E Bernardo Galicia Abogados, S.C.
Minutti Brian Chávez Vargas Minutti Abogados (ORL) ◇
Moreno Silva Oscar Gonzalez Calvillo, S.C.
Rios Artigas Roberto DLA Piper Mexico, S.C. (ORL) ◇
Rojas Robleda Rodrigo Gonzalez Calvillo, S.C.
Segura Alonso José Ignacio Creel, García-Cuéllar, Aiza
Sepúlveda Santiago Creel, García-Cuéllar, Aiza
Valdez Amanda Dentons (ORL) ◇
Up-and-coming individuals
de la Parra Arturo Jones Day
Palomino Gabriela Greenberg Traurig, S.C.
Ruenes Rosales Juan Federico White & Case SC
Associates to watch
Calderón Aisha Mijares, Angoitia, Cortés y Fuentes, S.C.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Galicia Abogados, S.C.

What the team is known for Galicia Abogados possesses a distinguished practice group which is revered for its outstanding capabilities in the projects arena in Mexico. The department benefits from a team that is skilled in handling infrastructure matters, winning mandates from notable clients to advise on energy projects such as oil and gas infrastructure, as well as transport and social infrastructure projects. Galicia Abogados frequently represents both sponsors and lenders in the development, financing and operation of greenfield and brownfield projects.

Strengths

"Galicia Abogados have specialised lawyers in various subject matters, who are able to provide a clear reading of current trends as well."

"Galicia Abogados are completely focused on closing deals, taking care of the interests of their clients."

Notable practitioners

Top-tier Mexico City-based partner **Carlos de María y Campos Segura** co-heads the firm's projects practice, receiving praise by his peers for his involvement in the area. Carlos is active in the financing of oil and gas, energy and transport infrastructure. **Strengths:** "Carlos de María y Campos is a very competent lawyer and a great person." "Carlos de María y Campos has been the leader of the projects area for many years, and is deserving of recognition." Esteemed partner and co-head of department **Francisco Fernández Cueto** is well regarded by peers for his handling of energy infrastructure projects in Mexico. **Strengths:** "Francisco Fernández Cueto has a well-rounded practice; he does a bit of everything within the projects area." **Alejandro de la Borbolla** garners praise from market insiders for his involvement in project finance mandates in Mexico. He is particularly active in transport and social infrastructure. **Strengths:** "Alejandro de la Borbolla is extraordinary, and it is very easy to reach agreements with him as your counterpart." Partner **Bernardo Martínez Negrete** co-heads Galicia's projects department. Bernardo regularly represents lenders in the financing of health and transport infrastructure in Mexico. **Strengths:** "We have worked in complex project financing matters during complicated moments with Bernardo Martínez Negrete, and I have a great opinion of him. He is a very good lawyer."

Mijares, Angoitia, Cortés y Fuentes, S.C.

What the team is known for Mijares, Angoitia, Cortés y Fuentes is a market-leading firm that commands a stellar reputation for its expertise in the projects domain in Mexico. The legal team is particularly adept at assisting financial institutions acting as lenders with the development of energy projects. The practice group also boasts enviable experience in advising on matters arising in the renewable energy sphere, with particular activity in solar projects. The firm offers addi-

tional prowess in the development of transport infrastructure projects.

Strengths

"Mijares, Angoitia, Cortés y Fuentes are used to dealing with complex situations and show very good knowledge of legal issues."

"We deal with very complex, pioneering contracts, and they do a great job. They anticipate issues and bring solid substantive advice."

Notable practitioners

Experienced practitioner **Horacio de Uriarte** is co-head of the project's department at Mijares, Angoitia, Cortés y Fuentes, and boasts experience in the financing of renewable energy projects in Mexico. Horacio's clients praise his knowledge of the area, as well as his availability. **Strengths:** "Horacio de Uriarte displays very good knowledge and availability." "Horacio de Uriarte is very responsive. I work a lot with him in infrastructure projects, and he is great." Associate-to-watch **Aisha Calderón** enters the rankings this year after receiving praise from market onlookers for her particular expertise in the financing and development of energy projects in Mexico. **Strengths:** "Aisha Calderón is a young yet great lawyer. You should watch her growth closely."

Nader Hayaux & Goebel

What the team is known for Nader Hayaux & Goebel is a front-running full-service firm that has a distinguished practice in Mexican infrastructure projects. The Mexico City-based team routinely advises on competitive tendering and the structuring and financing of PPPs, acting for lenders, project sponsors and awarding authorities. The projects practice group is active across a number of infrastructure classes, including energy and natural resources, transport and social infrastructure, with additional activity in water plants and solid waste disposal.

Strengths

"Nader Hayaux & Goebel understand the local law very well, showing a good business understanding and approach. They have the ability to flag potential issues and provide legal mitigation strategies."

"Nader Hayaux & Goebel exhibit solid knowledge and have the capability of understanding emerging trends. They are very creative and open to work in innovative ways."

Notable practitioners

Leading practitioner **Vanessa Franyutti Johnstone** is recognised by interviewees as a key name in the projects field in Mexico. She remains active in the development and financing of water plants, energy projects and transport infrastructure. **Strengths:** "Vanessa Franyutti is an incredibly talented attorney. Her level of knowledge and sophistication in multiple legal disciplines such as project finance, infrastructure, credit transactions, real estate and overall corporate transactions is amazing." "Vanessa has an incredible eye for detail and responsiveness across the board." "Vanessa Franyutti possesses very strong diplomatic and interpersonal relations skills. She is client service-driven and very quick at studying situations, bringing forth strong arguments and

advice.” Partner and co-head of department **Javier Arreola Espinosa** is based in Mexico City and remains active in infrastructure, especially in the financing of transportation projects. **Strengths:** “Javier Arreola Espinosa is a lawyer I work with a lot in the projects arena. He is highly analytical.” **Alejandro Rojas** co-heads Nader Hayaux & Goebel’s projects department. He is active in energy, transport, water treatment and solid waste disposal projects in Mexico. **Strengths:** “Alejandro Rojas is always available. He is creative in his legal approach to finding different solutions, and is always supportive of the client.”

Ritch Mueller

What the team is known for Ritch Mueller is a market-leading firm that earns plaudits for its prowess in the projects field in Mexico. The department routinely advises on project financing mandates, representing major national and international banks as lenders. The practice group additionally benefits from its significant involvement in energy infrastructure as well as transport projects, such as toll roads. Ritch Mueller’s projects team enjoys additional sponsor-side involvement, particularly in the renewable energy space.

Strengths

“Ritch Mueller is always looking for innovative structures aligned with investors’ requirements. The lawyers are always attentive to the needs of the client.”

“When the closing of the transaction comes, Ritch Mueller provides necessary advice on sensitive issues, and on the negotiations with the counterparty.”

Notable practitioners

Senior statesperson **Thomas Mueller-Gastell** is held in high esteem by market observers for his solid projects expertise in Mexico, considering him a reference. **Strengths:** “Thomas Mueller-Gastell is a genius in project financing matters.” Partner and co-head of department **Jorge Oria y Anaya** is active in the projects sphere in Mexico, being involved in social and data centre infrastructure projects. **Strengths:** “Jorge Oria y Anaya is a good, young and very active projects lawyer.” Experienced partner and co-head of department **Federico Santacruz González** is adept at assisting clients with the development, financing and operation of projects, particularly those arising in the power sector. He is highlighted by peers as a dynamic practitioner in the Mexican project finance area. **Strengths:** “Federico Santacruz González is very involved in the projects arena, and is a leader in the firm’s practice. He is an excellent lawyer.” Partner **Gabriel del Valle Mendiola** enters the rankings this year and is highlighted by clients and peers alike for his involvement in the Mexican projects arena, especially representing sponsors in transport infrastructure mandates. **Strengths:** “Gabriel del Valle Mendiola provides an excellent service and broad insights, and has an ability to understand the client’s needs.”

Band 2

CMS Woodhouse Lorente Ludlow SC

What the team is known for CMS Woodhouse Lorente Ludlow is an established international firm that has an active practice in the projects arena in Mexico. The department boasts expertise in advising public institutions and private clients on public bids. The projects practice group also has experience in energy, transport and social infrastructure, with recent activity on road, railway and water matters.

Strengths

“CMS Woodhouse Lorente Ludlow has a very up-to-date team who are knowledgeable about the current market conditions. They provide an excellent level of service and response times.”

Notable practitioners

Head of department **Enrique Lorente Ludlow** is active in the projects space in Mexico, assisting clients with matters spanning transport and water infrastructure. **Strengths:** “Enrique Lorente Ludlow is extremely creative when solving problems, and establishes a good relationship with his clients.”

Creel, García-Cuellar, Aiza y Enríquez, S.C.

What the team is known for Creel, García-Cuellar, Aiza y Enríquez is a renowned firm that fields noted expertise in representing Mexican and international clients in project development and financing mandates. The legal team boasts a consolidated practice representing lenders and sponsors, advising on energy and transport infrastructure projects, including gas pipelines.

Strengths

“Creel, García-Cuellar, Aiza y Enríquez’s team understands the client’s business, risks, and internal procedures, facilitating transactions in compliance with all the internal and external policies.”

Notable practitioners

Mexico City-based partner and co-head of department **José Ignacio Segura Alonso** benefits from solid capabilities advising on the financing of energy and natural gas projects. **Strengths:** “José Ignacio Segura Alonso is fantastic. He is an excellent lawyer.” Partner **Santiago Sepúlveda** co-leads the firm’s projects department, with continued involvement in energy projects, including oil and gas infrastructures. He is routinely retained by clients for his project finance expertise in Mexico. **Strengths:** “Santiago Sepúlveda’s strengths are his focus and availability.”

Greenberg Traurig, S.C.

What the team is known for Greenberg Traurig is a dynamic international firm that has a recognised projects practice in Mexico. The firm has solid experience in project finance, assisting domestic and foreign lenders as well as sponsors with raising funds through bank finance and securities issuances. Greenberg Traurig’s projects practice group regularly advises on mandates relating to highways, as well as telecommunications infrastructure.

Strengths

“Greenberg Traurig’s support is very helpful, and their impressive technical knowledge and recom-

mendations help us get AAA ratings. Their contacts network also facilitates things.”

Notable practitioners

Partner **Juan Manuel González Bernal** can claim solid skills assisting clients with the development of infrastructure projects in a wide range of sectors. He remains active in the financing of health facilities and advising on energy projects. **Strengths:** “We have a longstanding relationship with Juan Manuel González Bernal, who is very renowned in the projects area, and who is particularly experienced in infrastructure matters.” Mexico City-based projects partner and co-head of department **José Antonio Butrón Quintero** is held in high esteem by interviewees for his expertise in the Mexican projects arena. **Strengths:** “José Antonio Butrón Quintero is always very updated and knows the infrastructure sector in Mexico very well.” Up-and-coming lawyer **Gabriela Palomino** makes her first appearance in the rankings, gaining praise from her clients and boasting an active practice in the Mexican projects field. **Strengths:** “Gabriela Palomino is an excellent lawyer who has all the knowledge, capabilities and attitude to give us peace of mind in delicate and high-value operations.”

Santamarina y Steta SC

What the team is known for Santamarina y Steta is a longstanding firm that has a well-known projects department in Mexico. The legal team is well versed in energy projects, boasting particular activity in the financing and refinancing of power plants. Santamarina y Steta benefits from additional expertise in handling transport and social infrastructure projects, as well as infrastructure matters for the agricultural and forestry sectors.

Strengths

“Santamarina y Steta displays a sharp business orientation, finding and proposing alternatives that guard the company’s interests and legal safety, but also aiming towards achieving an agile and competitive financing.”

Notable practitioners

Mexico City-based partner and co-head of department **Juan Carlos Machorro Guerrero** can claim a solid experience representing lenders in infrastructure project finance transactions, covering a variety of sectors. **Strengths:** “Juan Carlos Machorro Guerrero is always available to provide high-quality legal advice to clients.” Based in Mexico City, projects partner **Sergio Chagoya** co-heads Santamarina y Steta’s projects department and remains active in energy projects, as well as in social infrastructure. **Strengths:** “Sergio Chagoya provides an excellent service at all times, with very wise and conciliatory contributions.”

Band 3

COMAD, S.C.

What the team is known for COMAD is an established firm that is highly involved in infrastructure projects in Mexico, and which boasts a special expertise in matters arising at the construction phase of infrastructure matters. The projects practice group is often retained for resolving disputes relating to projects. COMAD is also particu-

larly active in urban transport infrastructure.

Strengths

"COMAD's team are very focused and knowledgeable of the construction area. Their quality standards are very high, and their professionalism is unquestionable."

Notable practitioners

Dynamic partner and head of department **Roberto Hernández García** continues to garner praise for his expertise in infrastructure construction projects in Mexico. **Strengths:** *"Working with Roberto Hernández García is as close as if he were from our own company. We have a seamless working relationship with him."*

Gonzalez Calvillo, S.C.

What the team is known for Gonzalez Calvillo is a well-regarded firm in Mexico that fields expertise in the financing of energy projects. The legal team is involved in the power sector, advising on oil and gas infrastructure and renewable solutions such as wind farms. Gonzalez Calvillo retains a strong client base among local and foreign banks, as well as key players from the energy sector.

Strengths

"Gonzalez Calvillo knows how to tend to a multinational company like ours. The team has a solid technical background, is very clear and frank, and is extremely professional."

Notable practitioners

Partner and department co-head **Jorge Cervantes Trejo** remains active in the acquisition of energy and oil and gas infrastructure projects in Mexico.

Strengths: *"We have seen Jorge Cervantes Trejo involved in many projects. He is renowned in the market, and is very active."* Mexico City-based practitioner **Oscar Moreno Silva** is praised by clients for his experience in the projects field, and remains active in oil and gas infrastructure matters. **Strengths:** *"Oscar Moreno Silva has solid projects experience. He is excellent in his advice and availability, and offers a very quick turnaround."*

Partner **Rodrigo Rojas Robleda** makes his debut in the projects rankings and is particularly active in the transactional side of infrastructure projects, especially in those related to energy and oil and gas. **Strengths:** *"Rodrigo Rojas is highly responsive, commercially savvy, and a pleasure to work with. I highly recommend him."*

Jones Day

What the team is known for Jones Day is a reputable global firm that earns praise for its activity in the projects space in Mexico, and is frequently retained by national development financial institutions as lenders, as well as large energy companies acting as sponsors. The legal team is also deeply involved in renewable energy projects, such as wind farms and solar energy plants.

Strengths

"Jones Day's strength is their experience in a wide array of matters. Their solutions are comprehensive, creative and always protect our interests."

Notable practitioners

Co-head of department **Alberto de la Parra** is skilled at assisting clients with oil and gas and energy infrastructure projects in Mexico. Peers endorse his expertise advising on infrastructure projects in numerous sectors, including transport and energy. **Strengths:** *"Alberto de la Parra offers a very good service and boasts strong knowledge and a great public image."* Up-and-coming partner **Arturo de la Parra** represents important clients in the Mexican projects sphere, and remains active in oil and gas as well as transport infrastructure. **Strengths:** *"We highlight Arturo de la Parra's sophistication of work, expertise, and proactivity. He is business-oriented, and helps us close deals."*

White & Case SC

What the team is known for White & Case is an active international firm with a solid projects offering in Mexico. The legal team routinely represents private lenders, as well as well-known institutional investors and funds in the financing and refinancing of infrastructure projects in the transport, oil and gas, and energy sectors.

Strengths

"White & Case is highly competent in projects matters. The team provides us with clear criteria and helps us navigate complex situations. Its deep and detailed knowledge is noteworthy."

Notable practitioners

Up-and-coming partner **Juan Federico Ruenes Rosales** joins the rankings this year, and is noted for his knowledge in the Mexican projects area. He is particularly active in oil and gas and energy infrastructure matters. **Strengths:** *"Juan Federico Ruenes Rosales is highly supportive and available."*

Other Ranked Lawyers

Partner **Alejandro Landa Thierry** of Holland & Knight is head of department and active in the sphere of renewable energy project financing.

Strengths:

"Alejandro Landa Thierry boasts an active project financing practice, supporting renewable energy projects in their development."

Mexico City-based partner **Brian Minutti** of Chávez Vargas Minutti Abogados enjoys a solid track record in the Mexican projects arena, commanding expertise in transport and social infrastructure projects.

Strengths:

"Brian Minutti is a highly skilled lawyer who has a wide knowledge of legal issues. He always shows availability and openness to listen to our problems, and responds with very successful solutions."

Knowledgeable department co-head **Ariel Ramos** of Mayer Brown Mexico benefits from expertise in the projects area in Mexico. He is recognised by market commentators for his capabilities in this space.

Strengths:

"Ariel Ramos is a renowned lawyer who is very earnest and analytical. I like his work in project structuring."

Partner **Roberto Rios Artigas** of DLA Piper joins the rankings after receiving praise by clients and peers alike for his involvement in energy projects in Mexico.

Strengths:

"Roberto Rios Artigas offers excellent and timely responses, and is very detailed in the resolution of our issues."

Partner **Amanda Valdez** of Dentons is based in Mexico City and boasts significant experience in project finance in the power production field.

Strengths:

"Amanda Valdez is a good lawyer who is active in energy and projects matters."

Tax

Tax: Controversy
Leading Firms
Band 1
Chevez, Ruiz, Zamarripa y Cia., S.C.
Mijares, Angoitia, Cortés y Fuentes, S.C.
Band 2
Baker McKenzie
Basham, Ringe y Correa S.C.
Band 3
Creel, García-Cuellar, Aiza y Enriquez, S.C.
Ortiz Abogados Tributarios
Parás Asesores Fiscales, S.C.
Turanzas, Bravo & Ambrosi
Band 4
EY Mexico
Galicia Abogados, S.C.
Kuri Breña, Sánchez Ugarte y Aznar, S.C.
Senior Statespeople
Senior Statespeople: distinguished older partners
Calvo Nicolau Enrique Calvo Nicolau y Márquez (ORL) ◇
Ortiz Gómez Gabriel Ortiz Abogados Tributarios
Ortiz-Hidalgo Luis Ortiz, Hernandez y Orendain (ORL) ◇
Leading Individuals
Band 1
Covarrubias Bravo Jorge Parás Asesores Fiscales, S.C.
Ramírez Figueroa Enrique Mijares, Angoitia, Cortés
Sáinz Orantes Manuel Chevez, Ruiz, Zamarripa y Cia.
Band 2
Arias Garrido Pedro Arias y Meurinne, S.C. (ORL) ◇
Castilla Ulises KPMG Cárdenas Dosal, S.C. (ORL) ◇
Cervantes Ricardo Chevez, Ruiz, Zamarripa y Cia., S.C.
Morales Nora Mijares, Angoitia, Cortés y Fuentes, S.C.
Torres Rivero Alejandro Von Wobeser y Sierra (ORL) ◇
Band 3
Barrera Fernández Alejandro Basham, Ringe y Correa
Curiel Piña Luis SMPS Legal
Koller Carl Turanzas, Bravo & Ambrosi
Nieto Gerardo Basham, Ringe y Correa S.C.
Vázquez Ruiz Luis Creel, García-Cuellar, Aiza y Enriquez
Zenteno García Gil Basham, Ringe y Correa S.C.
Band 4
Ambrosi Herrera Mauricio Turanzas, Bravo & Ambrosi
Calderón Aguilera Alejandro Calderón (ORL) ◇
Corvera Carazo Pablo Chevez, Ruiz, Zamarripa y Cia.
De La Parra Daniel Chevez, Ruiz, Zamarripa y Cia., S.C.
Lester N. Denise Galicia Abogados, S.C.
Libreros Jorge EY Mexico
Llaca Manuel Garrigues (ORL) ◇
Monarrez Carlos PricewaterhouseCoopers (ORL) ◇
Montaño Rodríguez Reginaldo RMR Abogados (ORL) ◇
Narváez-Hasfura Jorge Baker McKenzie
Tena Castro Rafael Acedo Santamarina, S.C. (ORL) ◇
Villaseñor Tadeo Guillermo Sánchez DeVanny Eseverri
Yáñez Carlos Ortiz Abogados Tributarios
Up-and-coming individuals
Covarrubias Mariana Parás Asesores Fiscales, S.C.
De la Parra César Chevez, Ruiz, Zamarripa y Cia., S.C.
Escalante Ángel CMS Woodhouse Lorente (ORL) ◇
Freyssinier Isoard Julio Kuri Breña, Sánchez Ugarte
Guizar Alejandro Parás Asesores Fiscales, S.C.
Salinas Luis Creel, García-Cuellar, Aiza y Enriquez, S.C.
Associates to watch
Abbud Chávez Swad Marie Mijares, Angoitia, Cortés
Wu Erika Kuri Breña, Sánchez Ugarte y Aznar, S.C.

Tax: Non-contentious
Leading Firms
Band 1
Creel, García-Cuellar, Aiza y Enriquez, S.C.
Band 2
Chevez, Ruiz, Zamarripa y Cia., S.C.
Galicia Abogados, S.C.
Sánchez DeVanny Eseverri, S.C.
Band 3
Anaya, Díaz e Ibáñez, S.C.
Baker McKenzie
Basham, Ringe y Correa S.C.
Nader Hayaux & Goebel
Parás Asesores Fiscales, S.C.
Turanzas, Bravo & Ambrosi
Band 4
Foley Arena
Holland & Knight
Jáuregui y Del Valle, S.C.
Mijares, Angoitia, Cortés y Fuentes, S.C.
Ritch Mueller
SMPS Legal
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

The editorial is in alphabetical order by firm name.

Anaya, Díaz e Ibáñez, S.C.

What the team is known for Anaya, Díaz e Ibáñez benefits from its solid experience in the Mexican tax domain, and enjoys a talented tax advisory department. Based in Mexico City, the legal team advises clients on a range of tax structuring issues, mainly related to corporate restructuring and the establishment of new companies in Mexico.

Strengths

"Anaya, Díaz e Ibáñez is a firm with professionals with an excellent ability to address complex issues and seek efficient solutions. In addition, they are committed to achieving our objectives in a timely and high-quality manner."

Notable practitioners

Founding partner **Edgar Anaya** co-leads the firm's tax department providing noted non-contentious tax expertise, such as guidance on the tax implications of transactional work. **Strengths:** "Edgar Anaya is a very experienced lawyer who maintains very close contact with his clients, which helps him gain their trust and build long-term relationships with them." Partner **Fabiola Díaz** is acknowledged by clients for her tax advisory work in Mexico. She is active in tax planning and structuring issues. **Strengths:** "Fabiola Díaz is a very assertive professional, who provides a very close service to her clients. She is a great leader."

Baker McKenzie

What the team is known for Baker McKenzie is a renowned firm with a global network that benefits from an experienced tax practice across advisory and contentious matters. The legal team is well versed in representing clients before the tax administration and ombudsman in Mexico. Baker

Tax: Non-contentious
Eminent Practitioners
Tron Manuel E ZG MANUEL TRON (ORL) ◇
Leading Individuals
Band 1
Bravo Fortoul Mauricio Turanzas, Bravo & Ambrosi
Covarrubias Bravo Jorge Parás Asesores Fiscales, S.C.
González Luna Ramiro González Luna, Moreno (ORL) ◇
Pérez Robles Arturo Pérez Robles Abogados (ORL) ◇
Santoyo Alejandro Creel, García-Cuellar, Aiza y Enriquez
Zúñiga Omar Creel, García-Cuellar, Aiza y Enriquez, S.C.
Band 2
Anaya Edgar M Anaya, Díaz e Ibáñez, S.C.
Correa Cervera Jorge Creel, García-Cuellar, Aiza
León Santacruz Ricardo Sánchez DeVanny Eseverri, S.C.
Natera Christian Natera Consultores S.C. (ORL) ◇
San Martin Elizondo Jorge SMPS Legal
Valadez Hernández Adalberto Nader Hayaux & Goebel
Band 3
Barrera Fernández Alejandro Basham, Ringe y Correa
Camarena Cardona Fernando Foley Arena
Chacón Santiago Alvarez & Marsal (ORL) ◇
Del Valle Torres Luis Gerardo Jáuregui y Del Valle *
Eguarte Morett Mariana Sánchez DeVanny Eseverri
Koller Carl Turanzas, Bravo & Ambrosi
López Velarde Óscar Ritch Mueller
Pellón Martínez Gabriela Galicia Abogados, S.C.
Rendón Ricardo Chevez, Ruiz, Zamarripa y Cia., S.C.
Scheffler Federico Galicia Abogados, S.C.
Band 4
Ambrosi Herrera Mauricio Turanzas, Bravo & Ambrosi
Arena Reyes Retana Roberto Foley Arena
Barrera Mario Holland & Knight LLP
Carbajo-Martínez Luis C Baker McKenzie
Díaz Fabiola Anaya, Díaz e Ibáñez, S.C.
Gómez Ballina Rodrigo Jones Day (ORL) ◇
Grageda Núñez Eugenio Holland & Knight
Klee Edgar Haynes and Boone, SC (ORL) ◇
Medina Zapata Eduardo Greenberg Traurig (ORL) ◇
Moreno Fernando Von Wobeser y Sierra, SC (ORL) ◇
Narváez-Hasfura Jorge Baker McKenzie
Navarro Raúl Chevez, Ruiz, Zamarripa y Cia SC
Pardo Lelo de Larrea Ana Paula Nader Hayaux
Ramírez Figueroa Enrique Mijares, Angoitia, Cortés
Ramírez Mota Velasco Pedro Turanzas, Bravo
Up-and-coming individuals
Brandt Eduardo Creel, García-Cuellar, Aiza y Enriquez
Covarrubias Mariana Parás Asesores Fiscales, S.C.
Escalante Ángel CMS Woodhouse Lorente (ORL) ◇
Fares Cesar Chevez, Ruiz, Zamarripa y Cia., S.C.
Guizar Alejandro Parás Asesores Fiscales, S.C.
Kavanagh Paul Kavanagh Gorozpe (ORL) ◇
Martel Luis Ignacio Martel (ORL) ◇
Matus Francisco Basham, Ringe y Correa S.C.
Robledo Karina Santamarina y Steta SC (ORL) ◇
Associates to watch
Fernández de Arellano Ricardo Garrigues (ORL) ◇
Lopez Jorge Sánchez DeVanny Eseverri, S.C.

Foreign Experts

Tax

Based in Mexico

with expertise in countries listed below

USA Eguarte Morett Mariana Sánchez DeVanny

McKenzie's tax lawyers are routinely sought out to assist with audits, tax deductions, and refunds, boasting additional expertise in tax structuring for transactional work and regulatory tax reviews.

Strengths

"The team at Baker McKenzie always show strong skills when handling tax consulting matters. They offer a great level of service, and provide well-grounded analyses."

Notable practitioners

Solid partner **Luis Carbajo-Martínez** is active in non-contentious tax mandates in Mexico. Market commentators praise him for his expertise in tax issues affecting the maquila industry in Mexico.

Strengths: *"Luis Carbajo-Martínez is an excellent professional with great knowledge of the maquila space. He provides us with a good-quality service."*

Mexico City-based partner **Jorge Narváez-Hasfura** advises clients on an array of non-contentious tax mandates. He is also adept at offering expert counselling on tax litigation. **Strengths:** *"Jorge Narváez-Hasfura brings together tax litigation and advisory expertise in a coherent fashion. He explains things timely and clearly, advising how to act to achieve successful results."*

Basham, Ringe y Correa S.C.

What the team is known for Basham, Ringe y Correa is a distinguished full-service law firm in Mexico boasting a solid tax department. The legal team is particularly adept at assisting both domestic and international clients with controversial matters arising from the Mexican tax authorities, including audits and administrative litigation. Basham, Ringe y Correa is also well equipped to handle advisory mandates, such as tax structuring design for corporate transactions and day-to-day tax advice.

Strengths

"The team at Basham, Ringe y Correa are very professional, with extensive experience and knowledge. They always provide a service which is of high quality and timely."

Notable practitioners

Alejandro Barrera Fernández benefits from his solid experience in assisting clients with both contentious and non-contentious tax matters in Mexico. **Strengths:** *"Alejandro Barrera Fernández is very committed, both to his clients and to his work."* Partner **Gerardo Nieto** is highlighted as an expert in the tax controversy ambit in Mexico. He is frequently instructed by clients to assist with audits, appeals and VAT refund matters. **Strengths:** *"Gerardo Nieto is a very experienced, frank and professional lawyer. He always explains complex issues to us in an understandable and step-by-step way."* Mexico City-based partner **Gil Zenteno García** co-heads the firm's tax department and maintains a solid reputation as a tax controversy practitioner. **Strengths:** *"Gil Zenteno García is flexible and professional. He is very available and adapts well to our ways of working."* Up-and-coming partner **Francisco Matus** joins the ranking this year following support from market commentators for his prowess in providing tax advisory and regulatory counselling on the legal tax framework in Mexico. **Strengths:** *"Francisco Matus has excellent knowledge of international taxation issues, particularly those that involve the United States."*

Chevez, Ruiz, Zamarripa y Cia., S.C.

What the team is known for Chevez, Ruiz, Zamarripa y Cia fields a prestigious and sizeable practice that boasts a front-running position in the tax arena in Mexico. Its knowledgeable team is regularly sought out by a premier clientele to handle a vast array of sophisticated tax controversy matters, encompassing audits, VAT refund issues and administrative proceedings, as well as amparo disputes. The legal department also receives recognition for its prowess in tax consultancy. Chevez, Ruiz, Zamarripa y Cia's clients include major national and international companies hailing from a wide range of sectors, including technology, construction and financial services.

Strengths

"The team at Chevez, Ruiz, Zamarripa y Cia are outstanding in all tax matters; whenever we have an issue they are our go-to people, and always deliver above expectations."

"Chevez, Ruiz, Zamarripa y Cia has professionals who always perform with a high standard when it comes to the quality of their services."

Notable practitioners

Esteemed head of department **Manuel Sáinz Orantes** benefits from over 30 years of experience in the tax domain in Mexico, and comes highly recommended by market commentators as a prominent tax litigator. **Strengths:** *"Manuel Sáinz Orantes is well known as a very experienced, highly regarded expert in Mexican and international tax law. We are privileged to have him represent us."* *"Manuel Sáinz Orantes is a lawyer with all the experience, knowledge and tact to deal with complicated issues."* Established partner **Ricardo Cervantes** benefits from over 25 years of experience as a tax litigator. He enjoys capabilities assisting clients with tax litigation and tax audits before the authorities in Mexico. **Strengths:** *"Ricardo Cervantes has great knowledge, empathy towards our problems, and an aptitude for service."* Mexico City-based partner **Ricardo Rendón** continues to elicit praise for his expertise in tax advisory mandates, particularly tax structuring. **Strengths:** *"Ricardo Rendón is a professional with very solid technical knowledge as well as with extensive experience in Mexican and international tax matters."* Solid partner **Pablo Corvera Carazo** breaks into the rankings this year following support from clients and peers alike for his expertise in contentious tax mandates in Mexico, including audits and administrative litigation. **Strengths:** *"Pablo Corvera Carazo always provides a very professional service to our company, in a direct, timely and well-prepared manner."* Partner **Daniel De La Parra** joins the rankings this year following support from clients and peers alike for his tax practice in Mexico, advising on contentious mandates such as tax litigation. **Strengths:** *"Daniel De La Parra is a very strong tax lawyer who helps us in tax litigation and the resolution of tax controversies."* Partner **Raúl Navarro** enters the rankings this year after obtaining commendation from market observers for his activity in tax advisory mandates concerning clients with business operations and deals in Mexico. **Strengths:** *"Raúl Navarro is highly active advising on the tax aspects of transactions. He is highly experienced."* Up-and-coming partner **César De la Parra** joins the rankings this year after receiving market appreciation for his

prowess in tax controversies before the Mexican authorities. **Strengths:** *"César De la Parra is a talented lawyer with valuable expertise and client management skills."* Up-and-coming partner **Cesar Fares** enters the rankings this year after receiving praise from market commentators for his tax structuring practice in Mexico. **Strengths:** *"Cesar Fares is a great professional, and is always willing to look for alternatives when it comes to highly complex issues."*

Creel, García-Cuellar, Aiza y Enríquez, S.C.

What the team is known for Creel, García-Cuellar, Aiza y Enríquez is a heavyweight transactional firm with a renowned tax practice group in Mexico. The law firm's accomplished bench of practitioners offers expertise across a variety of advisory and controversy mandates, standing out in the market for counselling clients on tax-efficient structures for big-ticket corporate and financial deals, and for its prowess in tax refund proceedings, audits and tax litigation. The legal tax division routinely works in tandem with the firm's strong M&A and financial services departments to assist a client roster spanning private equity firms and pension and investment funds in the real estate, energy, and infrastructure sectors.

Strengths

"The team at Creel, García-Cuellar, Aiza y Enríquez understand our needs as clients very well. In addition, they act proactively looking for solutions, and are clear in their advice."

"Creel, García-Cuellar, Aiza y Enríquez has a great team of professionals and experts in their respective fields. Their timely reaction when facing complex situations and scenarios is outstanding."

Notable practitioners

Highly esteemed partner **Alejandro Santoyo** plays a leading role in the firm's tax department. He assists an impressive roster of clients, providing solid capabilities in non-contentious tax matters. **Strengths:** *"Alejandro Santoyo is very much a leader in the Mexican tax arena."* *"He offers excellent attention and availability to carry out our tax matters."* *"Alejandro Santoyo is a very efficient lawyer who does not overcomplicate issues and always provides deep and useful analyses."* Distinguished tax specialist **Omar Zúñiga** is held in high esteem by market commentators for his stellar expertise in tax advisory matters, including advice with regulatory and transactional issues in Mexico. **Strengths:** *"Omar Zúñiga is an excellent tax adviser who is at the forefront of all tax matters in Mexico."* *"Omar Zúñiga has full knowledge of tax issues and is an excellent interlocutor with authorities."* Significant partner **Jorge Correa Cervera** is a specialist in tax advisory matters, boasting solid experience in tax structuring for capital market transactions in Mexico. **Strengths:** *"Jorge Correa Cervera is a brilliant tax consultant who is a pleasure to work with, given his experience and overall great attitude. He always achieves excellent results for us."* Noted partner **Luis Vázquez Ruiz** continues to receive a solid endorsement for his experience in contentious tax matters against Mexican authorities. **Strengths:** *"Luis Vázquez Ruiz is driven and offers alternatives that help us obtain the desired results. He provides prudent, professional and responsible advice at all times."*

Up-and-coming partner **Eduardo Brandt** enters the rankings this year after garnering praise for his prowess in tax advisory issues in Mexico, particularly from a tax structuring perspective.

Strengths: “Eduardo Brandt is very commercially minded and thoughtful. He offers great attention to detail.” Up-and-coming practitioner **Luis Salinas** joins the rankings this year following market commendation for his tax practice in Mexico, advising on contentious mandates such as litigation and audits. **Strengths:** “Luis Salinas is an excellent lawyer with insights of the Mexican tax administration and the PRODECON.”

EY Mexico

What the team is known for EY Mexico is a key player in the tax arena with significant international reach. The legal team can claim tax litigation expertise and is often sought out to assist Mexican and international clients hailing from a range of sectors, including retail, energy and manufacturing.

Strengths

“The team at EY Mexico have a great ability to think outside the box, which they manage to do even in the most complex of situations. They always bring alternatives to the table and offer a personalised service.”

Notable practitioners

Partner **Jorge Libreros** joins the rankings this year after obtaining appreciation for his experience in tax controversy mandates arising in Mexico, including tax audits. **Strengths:** “We have been working with Jorge Libreros for many years. He is my first port of call for tax issues.”

Foley Arena

What the team is known for Renowned international firm Foley & Lardner boasts a dynamic tax advisory team in Mexico. The legal department is routinely retained by US-based clients to handle the tax component of corporate restructuring and M&A deals. The law firm's expertise also extends to analysing international tax policies and advising on tax deduction matters.

Strengths

“Foley & Lardner's service levels and responsiveness are, simply put, excellent. They are a very effective and professional team.”

Notable practitioners

Key partner **Fernando Camarena Cardona** is recognised for his capabilities in the tax advisory arena in Mexico. He is experienced in providing strategic tax reviews and international taxation counselling. **Strengths:** “Fernando Camarena Cardona is very professional and has a deep knowledge of the tax law, and knows how to achieve excellent results.” Solid partner **Roberto Arena Reyes Retana** remains active in tax advisory mandates in Mexico, including in matters concerning the tax implications of transactions. **Strengths:** “Roberto Arena Reyes Retana is a very experienced lawyer who I go to when I need high-level advice on complex issues.”

Galicia Abogados, S.C.

What the team is known for Galicia Abogados is a renowned Mexican firm boasting a solid tax advisory and controversy department. Based in

Mexico City and Monterrey, the legal team brings recognised experience in the tax component of corporate and financial matters to bear on the design of efficient tax structures. The department is also noted for its experience handling tax controversies such as tax refund claims, administrative appeals, and tax audits.

Strengths

“Galicia Abogados are business oriented and always have our needs in mind. Their service is excellent, and they offer extraordinary levels of responsiveness, high-quality end products, and profound knowledge of the tax law.”

Notable practitioners

Based in Mexico City, partner **Gabriela Pellón Martínez** benefits from her solid expertise in assisting with tax structuring matters pertaining to transactions in Mexico. **Strengths:** “Gabriela Pellón Martínez is a very professional lawyer, who knows our business well and has a strong expertise in tax issues.” Noted partner **Federico Schefler** continues to garner solid recognition for his expertise in the tax advisory arena both in Mexico and internationally. **Strengths:** “Federico Schefler is a very professional lawyer, who is prudent and always keeps us up to date on potential risks.” Partner **Denise Lester** enters the rankings this year after garnering market appreciation for her expertise in tax controversy mandates in Mexico. **Strengths:** “Denise Lester is a very committed and extremely intelligent lawyer who has great expertise in Mexican tax legislation.” “She is always on the lookout for us and has become like a team member of our own company.”

Holland & Knight

What the team is known for Distinguished international firm Holland & Knight offers expertise in the application of domestic and international tax regimes in Mexico. The Mexico City-based legal team is routinely retained by clients to develop efficient tax structures. The tax department is also well versed in advising on tax policies and assisting with tax deduction matters.

Strengths

“The team at Holland & Knight think creatively and make complex solutions easy to implement. They foresee business advantages when presenting alternatives to us.”

Notable practitioners

Mexico City-based practitioner **Mario Barrera** remains active handling tax advisory mandates for significant clients. He is experienced in providing clients with regulatory tax analyses. **Strengths:** “Mario Barrera understands our business very well, and is able to communicate in an efficient and fluid way.” Partner **Eugenio Grageda Núñez** continues to be well placed to advise on a range of non-contentious tax matters in Mexico. He also has international tax expertise. **Strengths:** “Eugenio Grageda Núñez is outstanding, highly efficient, and always responsive to client needs.”

Jáuregui y Del Valle, S.C.

What the team is known for Jáuregui y Del Valle is an established Mexican firm that has an active tax practice. The Mexico City-based legal team boasts experience in assisting clients with tax structuring for investment funds and securities

issuances. Jáuregui y Del Valle acts for notable clients from the real estate industry, advising on the tax aspects of portfolio management and real estate finance.

Strengths

“The service provided by Jáuregui y Del Valle is an essential part of our strategies in Mexico. They are not just advisers; it's like they are part of the business.”

Notable practitioners

Significant partner **Luis Gerardo Del Valle Torres** (see p.2135) is recognised in the Mexican tax advisory space, especially in matters concerning the real estate sector. **Strengths:** “I hold Luis Gerardo Del Valle Torres in high esteem when it comes to tax consultancy work.”

Kuri Breña, Sánchez Ugarte y Aznar, S.C.

What the team is known for Kuri Breña, Sánchez Ugarte y Aznar is a well-regarded Mexican firm with a dynamic tax controversy practice. The legal team is regularly retained by national and multinational clients to act on a range of tax matters, such as tax audits and tax litigation, including administrative appeals and amparo trials. The department attracts clients from an array of industries such as energy and natural resources, finance, as well as media and entertainment.

Strengths

“The team at Kuri Breña, Sánchez Ugarte y Aznar have a customer service approach that always exceeds our expectations. They always deal with matters with technical precision as well as efficiency and timeliness.”

Notable practitioners

Up-and-coming partner **Julio Freyssinier Isoard** enters the rankings this year after receiving recognition for his activity in the contentious side of the tax space in Mexico. He handles controversies such as tax litigation and audits. **Strengths:** “Julio Freyssinier Isoard provides us with very well-focused tax services, and obtains excellent results thanks to his good judgement and analysis.” Associate-to-watch **Erika Wu** joins the rankings this year following commendation from clients and peers alike for her prowess in tax controversies in Mexico. **Strengths:** “Erika Wu is an extraordinary and intelligent lawyer. She is technical in her work, and understands the needs of her clients.”

Mijares, Angoitia, Cortés y Fuentes, S.C.

What the team is known for Esteemed Mexican law firm Mijares, Angoitia, Cortés y Fuentes benefits from its front-running tax controversy legal team and is recognised for its prowess in resolving disputes with the Mexican tax authorities. The legal department is also adept at assisting clients with complex tax planning and structuring. The Mexico City-based legal division boasts renowned practitioners who are well versed in tending to clients from the energy, natural resources, media, and consumer products sectors with tax audits, administrative procedures, and related tax litigation.

Strengths

“The team at Mijares, Angoitia, Cortés y Fuentes has a lot of experience in tax matters. They consider

long-term scenarios, and are very organised.”

“Mijares, Angoitia, Cortés y Fuentes’ lawyers always help us solve complicated situations that arise from our company’s operations. They always support us with important projects and give us prompt answers to urgent topics.”

Notable practitioners

Distinguished partner **Enrique Ramírez Figueroa** elicits solid recognition for his extensive experience advising on both controversies and non-contentious tax mandates in Mexico. He is widely recognised as a key tax litigator. **Strengths:** “Enrique Ramírez Figueroa has the ability to address complex issues and find practical solutions. He also has an excellent management of relations with the authorities.” “Enrique Ramírez Figueroa is an excellent professional, with a lot of experience and knowledge of tax matters. He is always willing to find the best solutions for our company.” Established partner **Nora Morales** continues to garner appreciation from market insiders for her practice as a tax litigator in Mexico. She enjoys solid expertise assisting with tax disputes and matters of international taxation. **Strengths:** “Nora Morales is an excellent professional with a broad and comprehensive business awareness. She seeks the fairest alternatives and mitigates risks without missing legal opportunities.” Associate-to-watch **Swad Marie Abbud Chávez** enters the rankings this year following client endorsement for her experience in tax controversies in Mexico. **Strengths:** “Swad Marie Abbud Chávez is an excellent lawyer who has advanced in her career greatly during the time we have known her. She has the potential for becoming one of the best tax lawyers in Mexico.”

Nader Hayaux & Goebel

What the team is known for Nader Hayaux & Goebel enjoys significant expertise in the Mexican tax advisory domain. The legal department is routinely instructed by national and international clients to handle an array of tax mandates, including tax structuring and day-to-day tax advice in the corporate sphere. The team also offers advice on the tax aspects of transactions, such as M&A, capital markets, and joint ventures.

Strengths

“The Nader Hayaux & Goebel team always provide prompt, high-quality and timely responses. They are able to balance their legal and tax advice with the commercial realities of the transaction.”

Notable practitioners

Well-regarded partner **Adalberto Valadez Hernández** is highly skilled at assisting clients with tax advisory matters in Mexico, particularly in the context of financial transactions. **Strengths:** “Adalberto Valadez Hernández is a great person to work with. He offers a high level of responsiveness and a complete knowledge of tax structures and legal implications.” Noted partner **Ana Paula Pardo Lelo de Larrea** benefits from her remarkable expertise in assisting clients with tax advisory mandates in Mexico, especially in matters arising from transactional deals. **Strengths:** “Ana Paula Pardo Lelo de Larrea is business-driven, sophisticated and knowledgeable. I am sincerely impressed by how she navigates complex negotiations involving several counterparts.”

Ortiz Abogados Tributarios

What the team is known for Ortiz Abogados Tributarios is a notable boutique firm that is recognised for its tax controversy expertise in Mexico. The legal division is well versed in advising clients on a vast array of contentious tax matters. The team assists Mexican and foreign clients with tax refund requests, administrative conflicts, and judicial litigation.

Strengths

“The team at Ortiz Abogados Tributarios are always diligent and professional. They know our business very well, as well as the fiscal reality of Mexico.”

Notable practitioners

Senior statesperson **Gabriel Ortiz Gómez** boasts a long-standing track record as a leading figure in the tax controversy domain in Mexico. Market commentators recognise his stature in the market and extensive experience as a litigator a serving significant clientele. **Strengths:** “Gabriel Ortiz Gómez is an experienced and reliable tax attorney.” Partner **Carlos Yáñez** joins the rankings this year following support from market commentators for his advice on contentious tax matters in Mexico. He receives recognition for his significant tax litigation capabilities. **Strengths:** “Carlos Yáñez is an experienced and solid professional who is also very empathetic. He is highly knowledgeable due to his track record advising diverse companies.”

Parás Asesores Fiscales, S.C.

What the team is known for Parás Asesores Fiscales is a noteworthy tax boutique firm that houses a reputed team of experts in tax controversies and tax advisory mandates. The practice group is routinely called upon by Mexican and international clients to assist with tax audits, VAT refund requests, and administrative proceedings, as well as with the tax aspects of corporate restructurings, and M&A and banking and finance transactions. The law firm attracts clients from a range of industries, such as food and beverages, retail and telecommunications.

Strengths

“The team at Parás Asesores Fiscales possess experience and knowledge in the very complex matters that we deal with. The service they provide is of high quality, and they solve our doubts immediately.”

Notable practitioners

Seasoned practitioner **Jorge Covarrubias Bravo** benefits from his outstanding expertise as a tax consultant and litigator in Mexico. Market commentators regard him as a respected figure in the Mexican tax space. **Strengths:** “Jorge Covarrubias Bravo is one of the most knowledgeable and sophisticated tax lawyers in Mexico.” “Jorge Covarrubias Bravo is an excellent financial, legal and tax adviser.” Up-and-coming partner **Mariana Covarrubias** enters the ranking this year after receiving noted support from peers and clients alike for her prowess in both tax controversies and non-contentious matters in Mexico. **Strengths:** “It is always a pleasure to work with Mariana Covarrubias. Her empathy and her level of engagement with the needs of her clients make her trustworthy.” Up-and-coming partner **Alejandro Guizar** joins the rankings this year following endorsement for his tax practice in Mexico, which includes

both tax advisory and tax controversy expertise.

Strengths: “Our company has, in Alejandro Guizar, a highly trained tax adviser who is able to defend and represent our business interests in any type of negotiation, under the highest standards of quality and professionalism.”

Ritch Mueller

What the team is known for Ritch Mueller is an established law firm with a noted Mexico City-based tax practice. The legal department is regularly called upon by a range of Mexican and international clients to provide advice on a diverse array of non-contentious tax mandates, including tax structuring for M&A and financial transactions, and the tax aspects of corporate restructurings.

Strengths

“The team at Ritch Mueller are very professional and reliable. They have very solid technical knowledge, and we are very satisfied with their advice.”

Notable practitioners

Óscar López Velarde continues to elicit remarkable market recognition for his solid expertise as tax adviser in Mexico. **Strengths:** “Óscar López Velarde has a very practical view of the deals. He is able to handle complex matters and make them simple thanks to his abstract thinking.”

Sánchez DeVanny Eseverri, S.C.

What the team is known for Sánchez DeVanny Eseverri possesses a well-regarded department that offers solid tax advisory expertise. Based in Mexico City and Monterrey, its legal team boasts strong capabilities advising on tax issues related to domestic and cross-border M&A deals, joint venture agreements, and the establishment of operations in Mexico. Sánchez DeVanny Eseverri remains a popular choice for the design of tax-efficient structures as well as regulatory analysis. The firm’s clientele is drawn from the retail, automotive, energy, and food and beverage spaces.

Strengths

“The team at Sánchez DeVanny Eseverri are knowledgeable and provide tangible, useful and commercially aware advice. They are always very responsive and reachable.”

Notable practitioners

Monterrey-based lawyers and co-head of department **Ricardo León Santacruz** benefits from his solid experience assisting clients with the development of tax-efficient structures. **Strengths:** “I can ask Ricardo León Santacruz for advice on matters relating to Mexico as well as to international issues, and I can count on him to provide clear and accurate counselling.” “His availability to provide support really distinguishes him.” Mexico City-based partner **Guillermo Villaseñor Tadeo** co-leads the tax department, focusing his practice on significant contentious matters. **Strengths:** “Guillermo Villaseñor Tadeo is a very technical and professional lawyer, who is always attentive and available.” **Jorge Lopez** enters the rankings this year following market commendation for his experience in handling tax advisory matters in Mexico, especially those arising from transactional deals. **Strengths:** “Jorge Lopez is a very knowledgeable lawyer who is capable of tackling both simple and complex tax issues. He

also shows great availability." Mexico City-based department co-head **Mariana Eguiarte Morett** continues to attract particular praise for her experience in non-contentious tax mandates, such as tax structuring. She is admitted to practice in New York. **Strengths:** "Mariana Eguiarte Morett is a practical and thoughtful lawyer. She is very good at explaining complex issues and at reaching good solutions to problems."

SMPS Legal

What the team is known for SMPS Legal possesses a noted practice group in Mexico City and assists national and international clients with a variety of non-contentious tax mandates. The legal team advises on tax matters related to corporate transactions, including restructurings and M&A. SMPS Legal's clientele encompasses retail, technology, and food and beverages companies.

Strengths

"The lawyers at SMPS Legal have great experience in handling complex matters and transactions. The team is strong, diligent, and detail-oriented."

Notable practitioners

Noteworthy partner **Jorge San Martín Elizondo** co-leads the firm's tax department and earns plaudits for his non-contentious tax practice in Mexico, which includes advising on the tax structure for transactions. **Strengths:** "Jorge San Martín Elizondo has great technical knowledge and interpersonal skills." "He always advises us, having the best interest of our company in mind." Key partner **Luis Curiel Piña** continues to receive noteworthy praise from interviewees for his expertise in tax litigation. **Strengths:** "Luis Curiel Piña is an excellent lawyer with great experience in the tax controversy field. He provides a service of great quality."

Turanzas, Bravo & Ambrosi

What the team is known for Turanzas, Bravo & Ambrosi fields an established tax practice that benefits from its expertise in both advisory and contentious matters. Based in Mexico City, the legal team is adept handling tax structuring for cross-border transactions and transfer pricing matters. Turanzas, Bravo & Ambrosi is also frequently sought out by clients for its capabilities in handling tax controversy cases, particularly tax audits, administrative litigation, and matters handled by PRODECON.

Strengths

"Turanzas, Bravo & Ambrosi has lawyers for each type of tax matter and client. I have such a good relationship with the team."

Notable practitioners

Renowned founding partner **Mauricio Bravo Fortoul** benefits from an extensive experience in the Mexican market assisting with tax consultancy mandates, with a particular focus on tax structuring and international taxation. He is adept at advising clients hailing from a wide range of sectors, including banking, energy, telecom and media industries. **Strengths:** "Mauricio Bravo Fortoul has a long track record in the Mexican tax sphere. He is a great lawyer who is active in the market, and is deserving of recognition." Partner **Carl Koller** is recognised for his skills in both the advisory and tax controversy domains in Mexico. **Strengths:** "Carl Koller is very professional, objec-

tive and a team player. As a co-counsel, he never imposes his ideas over others, which I really value."

Founding partner **Mauricio Ambrosi Herrera** enjoys capabilities in advising clients on both contentious and advisory tax matters in Mexico, with particular prowess in international taxation, tax litigation, and transfer pricing mandates.

Strengths: "Mauricio Ambrosi Herrera is an excellent tax professional." Partner **Pedro Ramírez Mota Velasco** benefits from his solid experience in assisting clients with tax advisory mandates.

Strengths: "Pedro Ramírez Mota Velasco is a key lawyer at the law firm. He is great at handling tax structuring for investment funds, as well as tax planning."

Other Ranked Lawyers

Pedro Arias Garrido of Arias y Meurinne is held in high esteem by market commentators for his tax controversy practice in the Mexican market.

Strengths

"Pedro Arias Garrido is a very active professional. He is a great lawyer and is deserving of recognition."

Noted partner **Alejandro Calderón Aguilera** of Calderón, González & Asociados benefits from his significant experience within the Mexican tax controversy domain. Market commentators recognise his expertise in this area.

Strengths

"Alejandro Calderón Aguilera is an excellent and technical lawyer who is very active in the legal market."

Senior statesperson **Enrique Calvo Nicolau** of Calvo Nicolau y Márquez Cristerna boasts an outstanding track record in contentious tax matters in Mexico. He continues to be recognised by observers as an authority in this field.

Strengths

"Enrique Calvo Nicolau handles high-level tax matters. He is a hard worker."

Key partner **Ulises Castilla** of KPMG International boasts expertise in advising clients on contentious tax matters in Mexico.

Strengths

"Ulises Castilla is very insightful due to his past experience working for the authorities. He knows the ins and outs of the SAT, which gives him a competitive advantage."

"His advice is well founded and accurate."

Key partner **Santiago Chacón** of Alvarez & Marsal is recognised for his capabilities in non-contentious tax matters in Mexico.

Strengths

"Santiago Chacón is a very good lawyer and human being who is active in the legal tax market."

Up-and-coming partner **Ángel Escalante** of CMS Woodhouse Lorente Ludlow joins the rankings this year following noted market commendation for his tax practice in Mexico, advising on both controversy and non-contentious matters.

Strengths

"Ángel Escalante is flexible, committed and willing to assist. He has a strong knowledge of the commercial aspect of matters, and the solutions he provides are clear and efficient."

Associate-to-watch **Ricardo Fernández de Arel-**

lano of Garrigues comes into the rankings this year after obtaining recognition for his acumen in tax consultancy mandates in Mexico.

Strengths

"Ricardo Fernández de Arellano is a great professional who always understands the needs of his clients and seeks to offer the best solution to their issues."

Rodrigo Gómez Ballina of Jones Day regularly acts on the tax aspects of corporate restructuring and the firm's most important transactions, including M&A.

Strengths

"Rodrigo Gómez Ballina gets highly involved in the commercial aspect of transactions, which is rare to see in tax lawyers. He mitigates risks and is oriented to closing the deal."

Revered partner **Ramiro González Luna** of González Luna, Moreno y Armida is held in high esteem by market commentators for his stature and experience in the tax advisory area in Mexico.

Strengths

"Ramiro González Luna is of great support and represents high-level clients."

Up-and-coming partner **Paul Kavanagh** of Kavanagh Gorozpe makes his entry into the rankings this year after garnering significant recognition from peers and clients for his experience in acting as counsel on tax consultancy matters in Mexico.

Strengths

"Paul Kavanagh is a very creative lawyer who is also open to listen to others, and always provides solutions to his clients."

Partner **Edgar Klee** of Haynes and Boone benefits from his expertise in assisting clients from the automotive, manufacturing and logistics spheres with their non-contentious tax mandates in Mexico.

Strengths

"Working with Edgar Klee generates great confidence as he has a command of tax matters not only in Mexico, but also he is adept at advising on cross-border deals involving the USA."

Partner **Manuel Llaca** of Garrigues joins the rankings this year after garnering endorsement from market onlookers who praise his capabilities in the tax controversy arena in Mexico.

Strengths

"Manuel Llaca provides both a high level of service as well as a good quality of output."

Up-and-coming partner **Luis Ignacio Martel** of Martel joins the rankings this year after receiving appreciation from market commentators for his tax consultancy expertise in Mexico.

Strengths

"Luis Ignacio Martel is a very diligent lawyer who stays up to date on tax issues. He understands our business well, and provides us with advice that helps us move forward."

Eduardo Medina Zapata of Greenberg Traurig is experienced in the non-contentious tax area in Mexico. He is particularly specialised in the tax implications of real estate deals in the country.

Strengths

"Eduardo Medina Zapata is a great lawyer who deserves recognition."

Partner **Carlos Monarrez** of PwC Legal Business Solutions joins the rankings this year after receiving market commendation for his experi-

ence in handling tax litigation matters before the Mexican tax authorities.

Strengths:

"Carlos Monarrez puts himself in his clients' shoes and understands our organisational needs and structure. He is always frank and objective when assessing our chances of success in a judicial proceeding."

Reginaldo Montaña Rodríguez of RMR Abogados continues to be recognised for his experience as a tax litigator in Mexico.

Strengths:

"Reginaldo Montaña Rodríguez is an intelligent, studious, eloquent and dynamic lawyer with a solid client roster."

Fernando Moreno of Von Wobeser y Sierra is well regarded for his skills as a tax consultant in Mexico.

Strengths:

"Fernando Moren helps us a lot in negotiations with authorities and is able to maintain good communication with other involved parties in a matter."

Mexico City-based founding partner **Christian Natera** of Natera Consultores leads his firm's tax practice, enjoying strong expertise as a tax adviser.

Strengths:

"Christian Natera provides us with consistent tax analyses in Mexico."

"Not only is he a lawyer but also he is an accountant, so he understands both worlds. His advice is always timely and it surpasses our expectations."

Senior statesperson **Luis Ortiz-Hidalgo** of Ortiz, Hernandez y Orendain continues to be recognised by market commentators for his long-standing experience as a tax litigator in Mexico. Market commentators consider him a solid practitioner in all the regulatory aspects of taxation.

Strengths:

"Luis Ortiz-Hidalgo remains active advising his clients and handling tax litigation mandates."

Esteemed partner **Arturo Pérez Robles** of Pérez Robles Abogados maintains a solid reputation as a market-leading tax advisory expert in Mexico.

Strengths:

"Arturo Pérez Robles is highly active and has noteworthy skills, expertise and qualities in the legal tax sphere."

"Arturo Pérez Robles is an excellent tax consultant and lawyer, and has taught a lot to newer generations. He is a great practitioner who is highly visible in the market."

Up-and-coming practitioner **Karina Robledo** of Santamarina y Steta comes recommended for her active practice in tax advisory mandates in Mexico, especially in matters relating to the tax implications of transactions.

Strengths:

"Karina Robledo is an excellent tax expert; she boasts a very strong knowledge of the tax field in Mexico."

Rafael Tena Castro of Acedo Santamarina elicits praise for his expertise in contentious tax mandates in Mexico, such as tax audits.

Strengths:

"Rafael Tena Castro is committed, professional, devoted, and has a high sense of responsibility."

Renowned practitioner **Alejandro Torres Rivero** of Von Wobeser y Sierra assists clients with disputes before the tax authorities in Mexico. Market onlookers recognise his expertise in this field.

Strengths:

"Alejandro Torres Rivero is a very good lawyer who is able to handle complex matters and provide a high level of client service."

Eminent practitioner **Manuel Tron** of ZG MANUEL TRON CONSULTORES is known for his long-standing practice assisting clients with non-contentious tax mandates in Mexico. He is also noted for his noteworthy private wealth practice.

Strengths:

"Manuel Tron is a very capable tax lawyer."

"As a tax lawyer, Manuel has reached a whole other level."

Leaders' Profiles in Mexico

AMARO, Juan Carlos

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Featured in Intellectual Property (Mexico)

Practice Areas: Intellectual Property Litigation. Amparo. Administrative Litigation. Intellectual Property Consulting. Commercial Contracts. Foreign Trade. Privacy and Data Protection.

Career: Juan Carlos is an attorney with a specialization in Amparo Law from Universidad Panamericana. He obtained the ILEC from Panamericana. He has more than 20 years of experience in the practice of Intellectual Property, Administrative Litigation, Amparo and Foreign Trade. He is currently a Senior Partner of the firm and leads the Intellectual Property Litigation group, the Trademark and Copyright group and the Corporate and Commercial Law group. Juan Carlos represents clients in global IP and commercial strategies, and has represented national and international clients in over 500 litigation cases. He leads the IP Litigation, Trademark & Copyright and the Corporate & Commercial Law Groups of the firm since 2010. He represents clients in their IP and Commercial global strategies and has represented domestic and international clients in more than 500 litigation cases. He has been invited to

participate in several forums on IP and Administrative matters and has contributed to different domestic and foreign associations with opinions relating to the legal IP framework.

Professional Memberships:

Mexican Association for the Protection of Intellectual Property (AMPRO) (President of the Litigation Committee) International Chamber of Commerce (ICC) (President of the IP Litigation Committee of the Mexican Chapter) Mexican Bar Association (BMA) Intellectual Property Owners (IPO) (Member of the International Trademark Law and Practice Committee) International Trademark Association (INTA) (Member of the Trademark Administrators Committee) American Intellectual Property Law Association (AIPLA).

Personal: Juan Carlos has been invited to participate in several national and international forums on IP and administrative matters and has contributed to different national and foreign associations with opinions related to the IP legal framework. He has also been invited by the Japan External Trade Organization (JETRO) and the Japan Patent Attorneys Association (JPAA) to participate in Tokyo and Osaka as a lecturer in different seminars on Mexican Litigation Practice.

BOLLAND, Marcela

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Featured in Intellectual Property (Mexico)

Practice Areas: Trademarks

Career: Partner of the firm's Trademark Practice with more than 24 years of experience in Intellectual Property. Marcela began her practice at Uhthoff in 1987 and became partner on 2007.

Professional Memberships: •The Mexican Association for the Protection of Intellectual Property (AMPRO) •The International Trademark Association (INTA) •The Mexican Bar Association •Abogadas MX Cohost of the show Abogacia Trabajando. Hablando con Propiedad Intelectual aired at the TV channel of the Mexican Bar Association. Member of the Editorial Committee of the BMA Magazine (Mexican Bar Association)

CASTILLO, Eryck

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Featured in Intellectual Property (Mexico)

Practice Areas: Trademarks

Career: Senior Partner at Uhthoff, Gomez Vega & Uhthoff, S.C. with more than 36 years' experience in intellectual

property portfolio management for Mexican and international companies. He is proficient across all areas of intellectual property law but works most closely with the firm's Trademark Group.

Professional Memberships: Eryck Castillo is former President of the Mexican Group of the International Association for the Protection of Intellectual Property (AIPPI), and enjoys assisting this organization having been designated as Chair of the Study Question "Registrability of Trade Marks against Public Order or Morality" during the AIPPI Virtual Congress 2021 and Plenary Chair for the Study Question 281 "Trademarks and the Internet and Social Media" during the 2022 Annual Congress in San Francisco, California, U.S.A..

Publications: •"New Reforms Concerning Geographical Indications in Mexico (ECTA - Athens 2018)" •"Anti-Counterfeiting Practices in Latin America (AIPLA - Washington 2018)" •"Hot Topics in IP (AIPPI - Cancun 2018)" •"Cancellation and Proof of Use of Trademarks (ABPI - Rio 2019)" •"Madrid Protocol - The Mexican Experience (ASIPI/ABPI - Sao Paulo 2019)" •"Social Media and IP Firms (AAAI - Buenos Aires 2019)" •"Experiences in the Application of Madrid Protocol (ASIPI - Lima 2019)"

•“Intellectual Property Offices’ Practices during the Pandemic (ABPI –2020)”
•“Promoting AIPPI in Latin America (AM-PPI –2020)” •“Position Marks in Latin America (AIPLA –2022)” •“Enforcement and Anticounterfeiting: Buying Online is Not a Safe Harbor Anymore (INTA –Washington DC 2022)”

DEL VALLE TORRES, Luis Gerardo
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Featured in Tax (Mexico)

Practice Areas: Tax Consultancy, including Domestic and Cross-border Transactions; Structuring of Real Estate Funds, Infrastructure and Private Equity Funds, Private Clients, Tax Litigation and Tax Policy.

Career: Universidad Nacional Autónoma de México, Attorney at Law, Magna Cum Laude, 1999, University of Cambridge, Faculty of Law, Master of Commercial Law, British-Cheltenham Scholarship, 2001, New York University, School of Law, Master in International Tax Law, 2002. Mr. Del Valle received from the Universidad Nacional Autónoma de México authorities the Eduardo García Maynez and Gabino Barreda medals for obtaining the highest academic achievement in his class. He has also been awarded with the first place in the National Contest of Administrative Justice organized by the Federal Tax Court. In addition, Mr. Del Valle received the “Ernesto Flores Zavala” award and “Antonio Carrillo Flores” Professorships at the Mexican National Autonomous University Faculty of Law in 2015 and 2021. Furthermore, in 2021 Mr. Del Valle was awarded a Doctor Honoris Causa degree by the Mexican Institute of Leaders of Excellence and he is a Definitive Professor by Examination in Tax Law at the National Autonomous University of Mexico.

Professional Memberships: Mr. Del Valle is also the Managing Partner of Jáuregui y Del Valle, S.C. President of the Board of Directors of Pueblo Hacia Arriba Foundation (Fundación Pueblo Hacia Arriba). He is a National Board Member of the American Chamber of Mexico and a Member of the International Fiscal Association, the International Academy of Trust and Estate Law, the Ilustre y Nacional Colegio de Abogados, the Mexican Bar Association (Barra Mexicana, Colegio de Abogados), the Academy of Professors and Researchers of Tax Law and Public Finance (Colegio de Profesores e Investigadores de Derecho Fiscal y Finanzas Públicas), the National Association of Business Lawyers (Asociación Nacional de Abogados de Empresa) and the STEP México (Society of Trust and Estate Practitioners). Mr. Del Valle is a Member of the National Legion of Honor of Mexico, Chairman of the Board of Trustees of the Faculty of Law of the Mexican National Autonomous University, President of the Board of Trustees of The Aspen Institute México, A.C., for the period 2019–2023, Board member of the International Tax Specialist

Group “ITSG,” Member of the Young Presidents Organization “YPO,” Member of the Oxford and Cambridge Club and Member of the Chief Executives Organization “CEO”.

Publications: Mr. Del Valle is the Author of several Tax Law and Litigation essays published in Law Reviews and Journals. He also wrote the book “The Mexican Federal Tax System –Its Review under Economic and Legal Principles” (Sistema Fiscal Federal Mexicano – Su Revisión ante los Principios Jurídicos y Económicos).

Personal: Mr. Del Valle is currently Tax Law Professor at the National Autonomous University of Mexico.

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Featured in Intellectual Property (Mexico)

Practice Areas: Trademarks

Career: Senior Partner and the head of the Trademark Department at Uthoff, Gomez Vega & Uthoff, S.C.. She has extensive experience advising clients on the selection, use, and protection of trademarks, which also extends to legal opinions, preparation and prosecution of domestic and foreign trademarks, portfolio management, and contractual matters such as licenses, transfer coexistence and collaboration agreements.

Professional Memberships: •The Mexican Association for the Protection of Industrial Property (AMPPI) •Mexican Bar Association (Barra Mexicana, Colegio de Abogados) •The Inter-American Association of Industrial Property (ASIP) •The International Trademark Association (INTA) •Pharmaceutical Trademark Group (PTMG) •International Association for the Protection of Intellectual Property (AIPPI) •International Bar Association (IBA) •American Bar Association (ABA) •Union International Advocates (UIA) •The Law Society of England and Wales •Ibero American Arbitration Center (CIAR)

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Featured in International Trade (Mexico)

Practice Areas: International trade (including antidumping and countervailing duties), customs law, competition & antitrust, commercial law and foreign investment regulations.

Career: Mr. Hurtado has been partner of JDV for 25 years, with vast experience in international trade, economic competition and administrative law, mainly, in which he is nationally and internationally recognized. He has an outstanding experience advising a wide variety of industries, including: pharmaceutical, automotive, farming, food & beverages and electronics, among others). Mr. Hurtado has a Law degree from the Escuela Libre de Derecho, Mexico City and an L.L.M from the University of Texas. He is listed in the roster of Mexican Panelist of NAFTA.

Professional Memberships: Mr Hurtado is a member of the Mexican Bar Association (Barra Mexicana, Colegio de Abogados), the National Association of Corporate Counsels (Asociación Nacional de Abogados de Empresa), the American Chamber of Commerce of Mexico, A.C. (Chairman of its Trade Policy Committee, 2008-2016), Vice President of the Committee on Trade and Investment and member of the Board of the International Chamber of Commerce (Mexico) and Appleseed México, A.C. (Chairman 2015-2018)
Personal: He was Professor of Administrative Law at the Escuela Libre de Derecho for 25 years and lecturer in postgraduate courses at the Universidad Panamericana.

LEDESMA MELÉNDEZ, Israel
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Featured in Intellectual Property (Mexico)

Practice Areas: Intellectual Property including expertise on Administrative, Civil and Criminal Litigation related to Nullity, Infringement, Lapse and enforcement Actions related to Trademarks, Patents, Plant Varieties and Copyright, supporting international and national companies in front of Mexican authorities. Data privacy and Advertising and Consumer Law.

Career: Mr. Ledesma is highly skilled in Intellectual Property Litigation, highlighting the organization and execution of anti-counterfeit / piracy campaigns for national and foreign companies for all kind of products (medicines, entertainment, stationery, consumer products, luxury products, electronics, etc.). Also, he is an expert on Internet Infringements related to IP Rights and he advised numerous clients on successful UDRP and LDRP proceedings before the World Intellectual Property Organization (WIPO).

Professional Memberships: Member of the International Trademark Association (INTA), Active participant on the conferences of the International Anti-counterfeiting Coalition (IACC) since 2014, Member of Communications and Information Technology Committee of the Mexican Association for the Protection of Intellectual Property (AMPPI). Member of the Intellectual Property Committee of the AMCHAM MEXICO.

Publications: Mr. Ledesma has written articles on various Intellectual Property publications, including IAM Magazine, IPPro The Internet and Managing IP.

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Featured in Intellectual Property (Mexico)

Practice Areas: Litigation

Career: Senior Partner and the head of the litigation department at Uthoff, Gomez Vega & Uthoff. His practice focuses on IP litigation and enforcement, anti-piracy and anti-counterfeiting issues, domain names disputes and

counselling. With extensive experience handling complex IP litigation, he has particular expertise in transcendental disputes involving patents. Saul Co-chairs the Firms Entertainment Law and Copyright. He holds a Law Degree from the Universidad La Salle Faculty of Law, Mexico City, and has completed postgraduate studies in Intellectual Property, International Commerce and Internet Law.

Professional Memberships: Saul holds leadership positions in several professional and industry associations and is a member of numerous others; he also regularly attends the meetings of the International Anti-Counterfeiting Coalition (IACC), the International Trademark Association (INTA), the Mexican Association for the Protection of Intellectual Property (AMPPI), the Brazilian Association of Intellectual Property (ABPI) and MARQUES.

Publications: He is the author of “Well-Known Trademarks” (1997); coauthor of the Mexican chapter of the book “Global Patent Litigation: How and Where to Win”, Edited by Bloomberg Press and now in its third edition. Saul is also the author of several articles on IP-related topics.

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Featured in Intellectual Property (Mexico)

Practice Areas: Patents

Career: Senior Partner of Uthoff in Mexico since 1989, where he heads the Patent Department. Javier has an important experience in the representation of numerous clients, mainly in advising multinational companies, protecting different types of innovations. He has advised a wide variety of industries in Europe, North America, Asia and Latin America. Javier has established a significant international reputation for Intellectual Property.

Professional Memberships: •The International Association for the Protection of Intellectual Property (AIPPI) •The Mexican Association for the Protection of Intellectual Property (AMPPI) •The American Intellectual Property Law Association (AIPLA) •The International Trademark Association (INTA) •The Inter-American Industrial Property Association (ASIP) •The International Federation of Intellectual Property Attorneys (FICPI) •The Mexican Bar Association