

# **NHG Named “Mexico Capital Markets National Firm of the Year” at the IFLR Americas Awards 2025**

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

Mexico City, May 15, 2025 - Nader, Hayaux & Goebel (NHG) is pleased to announce that the firm has been honored with the title of “Mexico: Capital Markets National Firm of the Year” at the IFLR Americas Awards 2025, held in New York City. This prestigious recognition is one of the most respected distinctions in the legal and financial industries, celebrating law firms and professionals who have demonstrated innovation, impact, and excellence in complex cross-border transactions and legal practice.

This award is a testament to NHG’s leadership and deep-rooted expertise in the capital markets arena. Over the past year, our Capital Markets team has been at the forefront of some of Mexico’s most significant and innovative transactions, advising clients on landmark debt and equity offerings, securitizations, structured finance matters, and regulatory developments. With a commitment to technical precision and a client-centric approach, our lawyers have navigated complex legal frameworks to deliver solutions that drive value and support market growth. Our work continues to shape the evolving landscape of capital markets in Mexico and across Latin America.

We are truly honored to receive this recognition from International Financial Law Review (IFLR), a global authority on financial and corporate law. The award reflects the hard work, dedication, and collaborative spirit of our professionals, whose passion for excellence continues to raise the bar in legal services. We extend our heartfelt gratitude to our clients for their trust and ongoing partnership, and to IFLR for acknowledging our efforts in such a meaningful way. As we look ahead, NHG remains committed to delivering innovative legal counsel and maintaining our position as a market leader in capital markets law.

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# Nader, Hayaux & Goebel Recognized at The Legal 500 Mexico Awards 2025

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

**Mexico City, April 2025** — Nader, Hayaux & Goebel (NHG) is proud to announce that we have been recognized in multiple categories at **The Legal 500 Mexico Awards 2025**, one of the most prestigious events in the legal industry celebrating excellence among Mexico's leading law firms and practitioners.

NHG was honored with the following distinctions:

- **Insurance Firm of the Year**
- **Corporate and M&A (High-End) Lawyer of the Year** - *Hans Goebel*
- **Insurance Lawyer of the Year** - *Yves Hayaux du Tilly*

These accolades reflect the firm's continued leadership and outstanding capabilities across key practice areas, as well as the individual achievements of its partners.

The Legal 500 Mexico Awards celebrate the work of law firms, in-house teams, and individual lawyers who set the standard in the Mexican legal market. Winners are selected based on extensive market research and client feedback conducted by The Legal 500's editorial team.

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# Nader, Hayaux & Goebel welcomes Pedro Isaac Alcalá Berhouague as Of Counsel

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

Nader, Hayaux & Goebel is pleased to announce the addition of Pedro Isaac Alcalá Berhouague as Of Counsel. With over 15 years of experience in legal and regulatory affairs, Pedro specializes in antitrust, digital markets regulation, and strategic compliance for technology-driven industries.

A graduate of King's College London (LL.M.) and Universidad Panamericana, Pedro has held leadership roles in key regulatory bodies, including serving as Director General of Digital Markets at the Mexican Federal Economic Competition Commission (COFECE). His expertise spans digital economy regulation, market analysis, and cross-border competition strategies.

Pedro has also been an active academic and speaker, lecturing on competition law at top institutions, including Universidad Anáhuac, Universidad Panamericana, and Escuela Libre de Derecho. His thought leadership is reflected in publications on digital economy challenges and competition law enforcement.

Reflecting on Pedro's arrival, NHG Chairman Hans Goebel stated:

"We are delighted to welcome Pedro to Nader, Hayaux & Goebel. His profound expertise in competition law and digital markets, combined with his strong regulatory acumen, will enhance our firm's ability to navigate the dynamic legal landscape of the digital economy and antitrust matters more broadly".

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# NHG lead unprecedented USD 820.7 million exchange offer

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

Total Play Telecomunicaciones (Total Play), a leading provider of triple-play services in Mexico, has successfully completed an international exchange offer of its outstanding Senior Notes due 2028 (Existing Notes) for newly issued Senior Secured Notes due 2032 (New Notes) and new money, for an aggregate principal amount of USD 820.7 million through a private placement under Rule 144A and Regulation S of the U.S. Securities Act of 1933.

## **The collateral of the New Notes includes:**

- An Irrevocable Payment Trust in Mexico, which receives funds from a designated portfolio of receivables under Total Play's Master Trust.
- A Master Security Fiber Trust in Mexico, to which Total Play has contributed its fiber optic transport network.

The Master Security Fiber Trust created by Total Play represents the first ever master trust of this type in Mexico, allowing the company and its affiliates to secure multiple indebtedness over time, including the repayment of the New Notes.

The Bank of New York Mellon acted as indenture trustee, paying agent, transfer agent, registrar, offshore collateral agent, and financial institution for the transaction. The New Notes are listed on the Singapore Stock Exchange Securities Trading Limited (SGX-ST).

This marks Total Play's second international exchange offer, with approximately 94.3% of noteholders tendering their Existing Notes for exchange. Additionally, Total Play secured noteholder consent to eliminate substantially all restrictive covenants and certain events of default under the Indenture of the Existing Notes.

## **About Total Play**

Total Play Telecomunicaciones is a leading provider of high-speed internet, television, and telephony services in Mexico, offering cutting-edge technology and

an extensive fiber optic network to millions of users.

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# Chambers Global Rankings 2024

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

Global Guide, 2024

Mexico

- Banking & Finance **Band 1**
- Capital Markets **Band 1**
- Corporate/M&A: The Elite **Band 1**
- Projects - **Band 1**
- Tax: Non-contentious - **Band 3**
- Energy & Natural Resources - **Band 4**
- International & Cross-Border Capabilities - **Spotlight**

Global Guide, 2024

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## Banking & Finance - Band 1

Mexico

- Michell Nader Schekaiban **Band 1**
- Hans P Goebel Caviedes **Band 2**
- Julian Garza Castañeda **Band 2**
- Javier Arreola Espinosa **Band 4**

## Capital Markets - Band 1

Mexico

- Michell Nader Schekaiban **Band 1**
- Hans P Goebel Caviedes **Band 3**
- Julian Garza Castañeda **Band 3**
- Gunter Schwandt **Band 3**

## **Corporate/M&A: the Elite - Band 1**

### **Mexico**

- Michell Nader Schekaiban **Band 1**
- Hans P Goebel Caviedes **Band 2**
- Julian Garza Castañeda **Band 3**

## **Projects - Banda 1**

### **Mexico**

- Vanessa Franyutti Johnstone **Band 1**
- Javier Arreola Espinosa **Band 3**
- Alejandro Rojas **Band 3**

## **Tax: Non-contentious - Banda 3**

### **Mexico**

- Adalberto Valadez Hernández - **Band 2**
- Ana Paula Pardo Lelo de Larrea **Band 4**

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**Nader, Hayaux & Goebel recognized  
for their strategic expertise in the**

# Murano Group bond issuance at the LatinFinance Deals of the Year Awards

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

Mexico City, February 2025 - Nader, Hayaux & Goebel (NHG) has been recognized during the LatinFinance Deals of the Year Awards for its advisory role in Murano Group's groundbreaking USD 300 million bond refinancing of the Grand Island Cancun project. This transaction, completed in September 2024, marked Murano's inaugural entry into international debt markets and set a new standard in structured finance within the region.

The Grand Island Cancun project is a significant development featuring a five-star, upper-scale resort with 3,000 rooms, located along the Nichupté Lagoon in Cancún. The bond issuance involved features of both secured financing and securitization of hotel-related receivables, underscoring NHG's expertise in navigating complex financial structures.

Proceeds from the offering were allocated to prepay existing construction and development debt, fund a debt service reserve, provide working capital, and cover remaining project completion costs. Additionally, net proceeds will be applied to Eligible Projects under Murano's Green Bond Framework, reflecting a commitment to sustainable development.

"This recognition is a testament to our team's dedication and strategic vision in structuring the Murano Bond," said Michell Nader, Partner at NHG. "We are proud to have played a key role in this transaction, which sets a new benchmark in the market."

These award series and the most coveted in the industry, with a 35-year history — identify excellence across the transaction markets (debt, equity, M&A) of Latin America and the Caribbean, picking out not only the most outstanding deals but also

the year's most exceptional institutions also underscores NHG's position as a leading firm in the financial sector, reinforcing its reputation for excellence in advising on sophisticated capital markets transactions.

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# NHG Advises FIBRAeMX on Strategic Acquisition and Follow-On Issuance

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

NHG advised FIBRAeMX on the acquisition of a significant stake in Grupo Autopistas Nacionales (GANa), a Mexican concessionaire of the Amozoc-Perote toll road which connects Mexico City with the Port of Veracruz. This strategic transaction involved the acquisition of shares from Aleatica and Invex, marking a major milestone in FIBRAeMX's portfolio expansion.

The transaction, valued at MXN 5,200 million, was funded through a combination of cash on hand, bank funds and it proceeds at a follow-on issuance by FibraeMX, and which NHG also advised.

**Regulatory Approvals:** Assisting FIBRAeMX with filings to secure approvals from the Federal Antitrust Agency (COFECE) and the Ministry of Infrastructure, Communications, and Transportations (SICT).

**Transaction Structure:** Structuring a deal that included an exchange of Invex's shares in GANA for CBFes issued in the follow-on issuance, while Aleatica's shares were acquired with cash.

**Shareholders Agreement:** Advising on the negotiation and execution of a shareholders agreement between FIBRAeMX and the existing shareholders of

ANA.

This high-profile transaction underscores NHG's expertise in handling complex deals in the infrastructure and financial sectors.

### **NHG's Legal Team**

The transaction was led by partners Gunter Schwandt, Adalberto Valadez, Alejandro Rojas, Alejandro Mendiola, and Jenny Ferrón. They were supported by Of Counsel Gabriel González and a dedicated team of associates, including Fernando Castillo, David Arguedas, Alfonso Díaz, Diana Torres, Bibiana Barrera, Luis Felipe Santana, Mario Herrera and Regina Ortega.

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# **Nader, Hayaux & Goebel welcomes Thomas E. Heather F. as Of Counsel**

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

Nader, Hayaux & Goebel is pleased to announce the addition of Thomas E. Heather F. as Of Counsel, effective as of the date hereof. With a distinguished legal career spanning over 19 years, Tom specializes in mergers and acquisitions, joint ventures, project finance and infrastructure transactions.

A graduate of Northwestern University School of Law and Escuela Libre de Derecho, Tom has held influential leadership roles in prominent organizations. His extensive experience includes leading complex cross-border transactions, advising on high-stakes infrastructure projects, and driving strategic initiatives on global matters.

Fluent in English, Spanish and German, and with a proven track record of advising multinational entities, Tom's expertise is set to further enhance Nader, Hayaux & Goebel's Finance, Infrastructure and M&A practices. Tom has also served as a professor of international arbitration at Universidad Panamericana and is an active

contributor to leading industry publications and prestigious conferences.

Reflecting on Tom's arrival, NHG Chairman Hans Goebel, stated:

"We are delighted to welcome Tom to Nader, Hayaux & Goebel. His expertise, international perspective, and commitment to excellence align perfectly with our values and vision and will undoubtedly bring immense value to our clients and team."

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# **Nader, Hayaux & Goebel's FinTech Practice Achieves Top Ranking by Chambers**

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

Mexico City, January 6, 2025 — Nader, Hayaux & Goebel (NHG) is proud to announce that its FinTech practice has been recognized as a top-tier firm in the Chambers FinTech Legal Guide 2025. This prestigious acknowledgment underscores NHG's commitment to excellence and innovation in the rapidly evolving FinTech sector.

Leading this distinguished practice is Partner Adrián López, who has been individually ranked in Band 2 for FinTech Legal by Chambers. Adrián's extensive expertise encompasses banking law, regulatory matters associated with blockchain, the FinTech industry, and digital assets. He has been instrumental in advising a diverse clientele, including financial entities, entrepreneurs, neobanks, and digital asset operators, navigating the complex regulatory landscape of the FinTech industry.

Clients have lauded Adrián for his profound knowledge and professionalism. One

client remarked, “Adrián López is a great financial lawyer. He has a lot of knowledge about financial regulations and FinTech matters, and participated in significant projects in Mexico with success.”

These accomplishments reflect NHG’s dedication to providing innovative legal solutions in the FinTech arena.

Adrián’s academic contributions further bolster his standing in the field. He has participated in various forums related to the FinTech regulatory landscape in Mexico and has authored several specialized articles on his practice areas. His academic credentials include a law degree from Universidad Panamericana, an-LL. M. in Banking and Financial Law from Boston University Law School, and postgraduate diplomas in FinTech law and regulations.

NHG remains committed to delivering exceptional legal services, adapting to the dynamic FinTech environment, and supporting clients in achieving their business objectives.

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# **Nader, Hayaux & Goebel welcomes Miguel Ángel González as Partner**

Category: Firm news

written by Nader, Hayaux & Goebel | May 15, 2025

Nader, Hayaux & Goebel (NHG) is delighted to announce the promotion of Miguel Ángel González to Partner, effective January 1, 2025.

With over 15 years of experience, Miguel has exceptional mergers and acquisitions, banking and financial law expertise. His distinguished practice includes advising on complex transactions, corporate disputes, restructurings and cross-border securities matters. Miguel has served various Mexican and international clients, including financial institutions, private equity firms and funds.

Miguel's appointment as Partner underscores NHG's commitment to delivering exceptional legal service and fortifies its reputation as a leader in the legal industry. His deep knowledge and innovative approach will further enhance the Firm's ability to provide tailored, forward-thinking solutions to meet the evolving needs of its clients.

Reflecting on Miguel's promotion, NHG Chairman Hans Goebel stated:

"Miguel's appointment as Partner reflects our persistent dedication to fostering top talent and growing our team organically while maintaining our focus on delivering exceptional legal counsel to our clients. We are excited to see his contributions continue to elevate our practice."

This milestone also marks NHG's 20-partner team, a testament to the Firm's sustained growth and excellence. It highlights NHG's position as a trusted advisor to leading clients and reinforces its standing as a benchmark for legal innovation and excellence in the industry.