

Nader, Hayaux & Goebel contribute to the sixth edition of The Government Procurement Review.

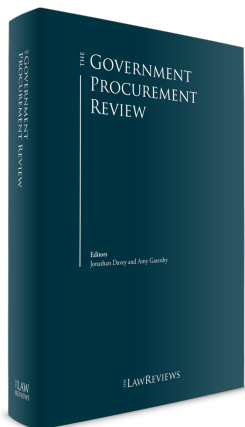
Category: Infrastructure, PPPs and Government Procurement, Practices Areas, Publications

written by Nader, Hayaux & Goebel | June 27, 2018

Partners [Javier Arreola](#) and [Vanessa Franyuti](#) wrote the Mexican chapter of the sixth edition of The Government Procurement Review.

They gave an update on the legal framework governing how the Mexican government and state-owned enterprises acquire goods, services, contract public works or otherwise partner with the private sector has undergone considerable amendments and additions in recent years to improve procurement practices and processes, combat corruption and bid rigging, and to introduce new mechanisms facilitating the implementation of projects in conjunction with the private sector.

The entire publication can be downloaded [here](#).



Guide to equity and debt capital markets law in Mexico: regulatory overview.

Category: Capital Markets, Practices Areas, Publications

written by Nader, Hayaux & Goebel | June 27, 2018

Hans Goebel and Monica Ramos have published a regulatory overview of equity and debt capital markets in Mexico in cooperation with Thomson Reuters.

The Equity Q&A guide gives an overview of main equity markets/exchanges, regulators and legislation, listing requirements, offering structures, advisers, prospectus/offer document, marketing, bookbuilding, underwriting, timetables, stabilisation, tax, continuing obligations and de-listing. The PDF of this article can be downloaded [here](#). This Q&A is part of Thomson Reuters' global guide to equity capital markets law. For a full list of jurisdictional Q&As visit www.practicallaw.com/equitycapitalmarkets-guide. To compare answers across multiple jurisdictions, visit the equity capital markets Country Q&A tool.

The Q&A gives an overview of legislative restrictions on selling debt securities, market activity and deals, structuring a debt securities issue, main debt capital markets/exchanges, listing debt securities, continuing obligations, advisers and documents, debt prospectus/main offering document, timetables, tax, clearing and settlement, and reform. The PDF of this article can be downloaded [here](#). This Q&A is part of Thomson Reuters' global guide to debt capital markets law. For a full list of jurisdictional Q&As visit www.practicallaw.com/debtcapitalmarkets-guide.

The Insurance and Reinsurance Law Review

Category: Insurance and Reinsurance, Publications
written by Nader, Hayaux & Goebel | June 27, 2018

Yves Hayaux-du-Tilly, head of our Insurance and Reinsurance practice, contributed to the 6th edition of “The Insurance and Reinsurance Law Review”, a title published by Law Business Research. Editor of the publication is Peter Rogan of Ince & Co.

The PDF of the Mexican chapter can be downloaded [here](#). More information on the publication can be found on The Law Reviews’ [website](#), and the entire book can be downloaded as a [PDF here](#).

For more information on NHG’s Insurance and Reinsurance practice, please [visit our practice profile page](#).

Fundraising for the Private Equity sector in Mexico

Category: Mergers and Acquisitions, Publications
written by Nader, Hayaux & Goebel | June 27, 2018

Nader, Hayaux & Goebel have contributed the chapter on “Fundraising” in the seventh edition of “*The Private Equity Review*”, a title published by Law Business Research. Editor of the publication is Stephen L. Ritchie, Partner at Kirkland & Ellis LLP. The entire book can be downloaded as PDF [here](#). The Mexico chapter authored by Hans P. Goebel C., Héctor Arangua L., Adalberto Valadez H. and Lorenza Molina Sanchez can be downloaded [here](#).

Mexican minimum wage unconstitutional, arguments Yves Hayaux-du-Tilly

Category: Publications

written by Nader, Hayaux & Goebel | June 27, 2018

In a prolific op-ed on [HuffPost](#), partner [Yves Hayaux-du-Tilly](#) argues that the current minimum wage in Mexico violates the rights granted by the Mexican constitution.

The article, written in Spanish, is available [here](#).

Insurance team contributes to the 2nd edition of The Legal500 Comparative Guide

Category: Insurance and Reinsurance, Publications

written by Nader, Hayaux & Goebel | June 27, 2018

Partners [Yves Hayaux-du-Tilly](#) and [Luciano Pérez](#) contributed to the 2nd edition of The Legal500 Comparative Guide on Insurance & Reinsurance.

This country-specific Q&A gives a pragmatic overview of the law and practice of insurance & reinsurance law in Mexico. It addresses topics such as contract regulation, licensing, penalties, policyholder protection, alternative dispute

resolution as well as personal insight and opinion as to the future of the insurance market over the next five years.

You can download the PDF version of the article [here](#).

This Q&A is part of the global guide to Insurance & Reinsurance.

<http://nhg.mx/wp-content/uploads/2018/05/Nader-Hayaux-Goebel.mp4>

For a full list of jurisdictional Insurance & Reinsurance Q&As visit <http://www.inhouselawyer.co.uk/index.php/practice-areas/insurance-reinsurance>

London calling: reflections on bilateral trade between the UK and Mexico

Category: Banking & Finance, Capital Markets, Energy, Infrastructure, PPPs and Government Procurement, Insurance and Reinsurance, Mergers and Acquisitions, Publications, Uncategorized

written by Nader, Hayaux & Goebel | June 27, 2018

In an extensive interview with Christina Mckeeon Frutuoso of Latin Lawyer, Nader, Hayaux & Goebel's resident partner in London, Yves Hayaux-du-Tilly Laborde, reflects on how far bilateral relations between the UK and Mexico have come and whether Brexit and the election of Donald Trump in the US will make that relationship stronger.

A transcript of the interview, which was first published on Latin Lawyer's website on 23 April 2018, is rendered below:

Latin Lawyer: Where is UK-Mexican trade currently looking positive?

Yves Hayaux-du-Tilly: The food and drinks industry is growing on both sides: whiskey is being exported to Mexico - it represents around 8% of exports into Mexico - and tequila imported to the UK. There's a massive consumer market now in Mexico, a country with a huge demographic and an increasing number of young consumers. Mexican restaurants are also growing exponentially in the UK. There's a lot of appetite for these kinds of projects.

Insurance investment has also been positive on both sides. There's currently only two Latin American investors into Lloyd's of London, both of which are Mexican, which is both a recent and important development.

LL: What makes Mexican investors more attractive than other Latin American insurance investors, using Lloyd's as a case study?

YH: I think the fact that the only two Latin American investors are both Mexican has to do with the sophistication of Mexican insurance companies; the appetite that Lloyd's and the London market has for Mexican risk; the volume [of risk] is also quite attractive; and the reputation of Mexican insurance companies which is very good.

LL: Which other sectors have seen strong relations between the two nations?

YH: Fintech is going to grow in a very important manner. The UK government has been extremely helpful and engaged in sharing best practices with Mexico in relation to the recently passed fintech law, especially concerning the sandbox concept and how the FCA has been dealing with it. Mexican companies [in London] are now looking forward to bringing some of the best practices they have learnt here over to Mexico.

LL: Where do you see room for improvement in UK-Mexico trade?

YH: We have all heard about UK Expert Finance (UKEF)'s £5 million pound facility [pledged to help UK businesses looking to export to Mexico] which is very important, but not enough has been done to employ that £5 million in actual loans to British companies. There's only really been one project so far, the Metrobus project, funded

by Santander, which will see the export of British double decker buses to Mexico City. But considering the sum available, I think there is more to be done.

LL: In what industries can we expect this UKEF money to be invested?

YH: I think a lot will go into energy, as was discussed at UK Mexico day last month, and the UK is already leading investments into Mexico's oil and gas sector. The number of British companies that have been successful in their bids exceeds any other nationality in general terms. You have the big companies like BP and Shell, but other lesser-known companies like Capricorn and Premier Oil are finding great ground to develop with the opening of Mexico's oil and gas industry.

LL: Where has investment been disappointing between the two nations?

YH: What's been most disappointing is the number of infrastructure projects in Mexico in general terms. There has only really been the one major project - the Mexico City airport - which of course has been very successful: a number of British companies have been involved in the project, including [British design and engineering firm] Foster and Partners, as well as others involved in the construction, supervision and engineering side of things.

A lot was said [by the Mexican administration] about doubling the capacity of ports and more social infrastructure at federal level but really, we haven't see this materialise. I wanted to see more major projects aside from hospitals or highways. There is the train project between Mexico City and Toluca currently underway, but there are question marks over the benefits of such a project. There was also the high-speed train to Guadalajara project, which was cancelled.

LL: A number of UK law firms have opened up offices in Latin America recently [Kennedys, Clyde & Co LLP and DAC Beachcroft]. Do you think we can expect to see more opening in Mexico?

YH: I don't really think many other firms are interested in opening up an office in Mexico. Most English firms we work with have not contemplated this and are quite happy working with Mexican independent firms. The only thing that might bring about this change would be a tremendous increase in capital markets and energy

work. But for now, everyone seems happy to continue working on a cross-border basis and relying on local counsel for the Mexican components. Of course, there are firms like Hogan Lovells and Norton Rose Fulbright [expanding in Mexico] that have decided not to work like that, but it's debatable whose approach is best.

LL: Going forward, how can the UK and Mexico make bilateral relations stronger?

YH: The only way we are going to be able to make this bilateral relationship work is through more engagement on a personal level from key stakeholders. This is something Nader Hayaux has previously considered, back in 2010 when we opened in London. We were in the midst of the financial crisis, coming from the boom of the 2000s when the problem at the time for lawyers was getting the work done, there was so much of it. That all then changed once the stock markets crashed. At the time, we were concerned over relying so much on the US, and we wanted to have more sources of work and relationships. Part of our decision to open in London was that we needed to divest our interest, and we saw that no Mexican firm was doing enough to develop relationships with European law firms and clients. By opening an office here, we were thinking long-term.

LL: Tell us about the role of the Mexican Chamber of Commerce, which you founded in 2011.

YH: When we [Nader Hayaux] opened our office in London, we also set our sights on helping to form a Mexican Chamber of Commerce to create a platform to permit private sector organisations and governments to collaborate with a mutual aim to grow trade and investment between UK and Mexico. Trade between the two countries is £3.6 billion, but more needs to be done. We hear a lot of rhetoric about the importance of Mexico for the UK, but the city of London is not pulling its weight in terms of allowing New York dominance over Mexican financial services. The UK would benefit from being more present, for example in areas like asset management, but I'm still waiting to see how long it will take London to put up a fight against New York to get more Mexican business. So far, New York dominates completely - there are currently only two UK banks and only one UK insurance company, Bupa, in Mexico.

LL: Why do you think London, until now at least, has been hesitant to put up this fight?

YH: My theory is that the UK has been very comfortable with Europe, and their presence in Southeast Asia, in former colonies, is stronger than in Latin America. There probably is this perception that the US dominates and controls Latin America, and the UK has a natural tendency to leave Latin America to the US. But Brexit and the Trump administration have pulled all of this into question. Today, nothing is to be taken for granted.

LL: How has Brexit and the Trump administration affected legal practice around the world?

You've probably heard Einstein's definition of stupidity - doing the same thing and expecting different results. But times have changed, and I think Einstein fell short - nowadays, it seems stupidity is doing the same thing and expecting the same results! If countries continue dealing with Trump's US as they have dealt with the US in the past, their expectations are going to fall short. This attitude applies to the legal industry also - lawyers can't expect to practise law in the same way they did even five years ago. The Trump administration and Brexit have caused Mexico, the US and the UK to rethink their relationships. As a result, the UK government has singled out and made clear the relevance and importance it now places on its relationship with Mexico in a post-Brexit era.

LL: So Nader Hayaux feels prepared to face the challenges that come in a post-Brexit era?

Nowadays, law firms have Trump and Brexit as sources of potential work and relationships; when we opened in London in 2010, the financial crisis was our backdrop amid concerns that we were relying on the US so much. I think we are in the right place at the right time, as a result of the long-term project we set out on when we opened here in London. But opportunities are like red buses - you might be waiting for a while, and then suddenly five come at once. What's important though, is to be standing in the bus stop, in order to see them coming.

A practical cross-border insight into mergers and acquisitions in Mexico

Category: Mergers and Acquisitions, Practices Areas, Publications

written by Nader, Hayaux & Goebel | June 27, 2018

[Yves Hayaux](#) and [Eduardo Villanueva](#) contributed the Mexican Chapter to the 12th Edition of The International Comparative Legal Guide (ICLG) to M&A.

The Guide provides a practical cross-border insight into mergers and acquisitions in Mexico. You can download the PDF of the article [here](#) or read the article on [ICLG's website](#).

Latin America and the United Arab Emirates: Closer than you think.

Category: Events, Publications

written by Nader, Hayaux & Goebel | June 27, 2018

We wanted to share an article [in Spanish] published by [Yves Hayaux du Tilly](#) in the HuffPost México on his participation in the “Global Business Forum LatAm 2018”, and the increasing linkages, connections and collaboration between Latin America and the United Arab Emirates.

You can read the article [here](#).



Héctor Arangua; César Gaviria, expresidente de Colombia; Michael Reid, editor para América Latina de 'The Economist' e Yves Hayaux du Tilly.

Capital Markets team contributes to Latin Lawyer Reference chapter

Category: Capital Markets, Publications, Tax
written by Nader, Hayaux & Goebel | June 27, 2018

Partners [Hans Goebel](#) and [Diego Sanchez](#) participated in the Latin Lawyer Reference chapter on Capital Markets. This country-specific Q&A provides [an overview of Capital Markets regulations in Mexico](#).