

# NHG recognized as Capital Markets Law Firm of the Year 2018 by Best Lawyers

Category: Awards, Capital Markets, Firm news, Infrastructure, PPPs and Government Procurement, Insurance and Reinsurance, Partners

written by Nader, Hayaux & Goebel | diciembre 18, 2018

Nader, Hayaux & Goebel is pleased to inform that Best Lawyers, a publication that gathers information from other firms and lawyers, has recognized NHG as **Law Firm of the Year 2018** in the practice of [Capital Markets](#). This recognition is determined based on certain factors including comments from other attorneys, coverage and scope of the firm in this area of practice, historical analysis of the winners in **Lawyer of the Year** and the reputation of the firm as an expert in this area.

Likewise, we are pleased to inform you that [Michell Nader](#), [Yves Hayaux](#) and [Hans Goebel](#) have been recognized as **Lawyer of the Year**, in the practices of *Project Finance & Development*, *Insurance Law* and *Structured Finance Law*, respectively.

For the full rankings of Nader, Hayaux & Goebel, visit [Best Lawyers](#).

---

## Two new partners promotions mark NHG's solid growth path

Category: Banking & Finance, Capital Markets, Firm news, Mergers and Acquisitions, Project Finance, Securities and Capital Markets, Securitizations & Structured Finance

written by Nader, Hayaux & Goebel | diciembre 18, 2018

Nader, Hayaux & Goebel is pleased to inform that [Ana Paula Telleria](#) and [José Humberto Rocha](#) have been named Partners of the Firm as of January 1, 2019.

Ana Paula's practice focuses mainly on securities and capital markets, with significant expertise in secured transactions, including joint ventures, mergers and acquisitions and corporate related matters. She is regularly involved in cross-border transactions in connection with the structuring, development and financing of projects in Mexico.

Ana Paula also specializes in real estate finance and investment. She has a strong background in relevant real estate transactions including business, commercial, industrial and residential developments, tourism and leisure projects (hotels, time-share regimes and mixed-use developments). She has substantial experience advising clients on structuring of CKDs (development capital certificates) and FIBRAs (the Mexican equivalent of a U.S. REIT), private funds and other financial investment vehicles for the real estate sector. Chambers and Partners Latin America has ranked Ana Paula two years in a row as an *Associate to Watch* in the area of Capital Markets. Ana Paula graduated from Universidad Panamericana, attorney at law (2007) and received her LL.M. from New York University School of Law (2012) with special focus on Corporate Law.

José Humberto is an expert in finance law, counseling domestic and foreign credit institutions and other financial organizations in domestic, cross-border and global transactions, as well as large-scale companies in structuring and restructuring their debt.

As an associate of NHG, he has been the lead attorney in a variety of credit transactions, including innovative and traditional credit facilities secured by different kinds of collateral such as real estate mortgages, security trusts, ship mortgages, tangible and intangible pledges and other corporate guarantees.

José Humberto has strong experience in banking law, corporate finance, mergers and acquisitions, private equity and debt and corporate restructures. He graduated as attorney at law from Universidad Anahuac in 2009 and holds a Master in Corporate Law and a Post-Graduate degree in Corporate Law (summa cum laude) both from Universidad Anahuac. In 2014, he completed his LL.M. at the University

of Chicago Law School, and worked as a foreign associate at Proskauer Rose, LLP's New York office from 2014 to 2015.

The Firm is proud of Ana Paula and José Humberto's appointments. We are certain that in their new endeavors they will further strengthen the Firm's capabilities in some of the Firm's core practices, including capital markets, banking and finance and M&A.

---

# **NHG has won the 2018 Mexico Client Service of the Year Award by Chambers Latin America**

Category: Awards, Firm news

written by Nader, Hayaux & Goebel | diciembre 18, 2018

We are pleased to inform you that Nader, Hayaux & Goebel has been awarded the 2018 Mexico Client Service of the Year Award by Chambers Latin America.

We are honored by the opportunity of serving our clients every day, which makes this achievement possible. We are committed to continue developing our areas of practice and maintain our standards of service to our clients and our position as leader in the Mexican legal market.

We would like to thank all of you for making this possible and we look forward to continue working with you.

For more information, please visit [Chambers' website](#).

---

# Nader, Hayaux & Goebel sponsor 6th edition of LexMex Conference in London

Category: Events, Firm news, Practices Areas

written by Nader, Hayaux & Goebel | diciembre 18, 2018

For the 6th consecutive year, the Mexican Chamber of Commerce in Great Britain, in partnership with The Law Society and The Bar Council hosted the Lex Mex Conference, which took place on 2 October 2018 at Bernard's In Hall, Gresham College in London. Nader, Hayaux & Goebel, which is one of the founding member and a strong supporter of the Chamber, was proud to sponsor the event.

LexMex was conceived to foster closer relations between English and Mexican legal professionals to discuss legal developments in Mexico, opportunities of collaboration within legal professionals, and exchange innovation and best practices within the legal profession. LexMex has become the ideal platform for UK barristers and solicitors to meet with their leading Mexican colleagues .

After five successful editions of LexMex, this year for the first time The Law Society, the Bar Council and the Mexican Chamber of Commerce in partnership with ANADE, BMA and INCAM organised a very successful English Legal Week in Mexico City.

Initiatives such as LexMex and the British Legal Week in Mexico are contributing to help English and Mexican lawyers in working together across a range of practices, such as fintech, oil and gas, maritime, international arbitration, corporate governance, anti-money laundering, and financial regulation, and in the development of the international practice of English and Mexican lawyers. In this 6th edition, LexMex managed to have as guest of honour Justice Luis Maria Aguilar Morales, President of the Mexican Supreme Court of Justice.

Participating as speakers in LexMe included H.E. Julian Ventura Mexican Ambassador to the United Kingdom and Northern Ireland, Nigel Baker OBE MVO Head of the Latin Americas for the Foreign and Commonwealth Office, the Presidents of the three main Mexican bar associations (colegios de abogados) ANADE, Barra Mexicana, and Ilustre y Nacional Colegio de Abogados de México, Amanda Pinto QC, Chair of the International Committee of the Bar Council, and representatives of Mexican Law firms such as Guerra González y Asociados, Marván González Graf y González Larrazolo, Malpica Iturbe, Buj y Paredes and Nader Hayaux and Goebel.

Simon Davis, Vice president of the Law Society, The Hon. Justice Mac Gowen, and Lord Brennan QC Senior associate member of Matrix updated the English and Welsh solicitors and barristers on legal developments in Mexico in sectors such as litigation, insolvency and bankruptcy, employment and social security, project finance, capital markets and financial services, as well as the expectations on the upcoming administration of President elect Andrés Manuel Lopez Obrador, challenges to the rule of law and international judicial collaboration.

LexMex concluded with a dinner at the Grange City Hotel.

### **On the Mexican Chamber of Commerce in Great Britain**

The Mexican Chamber of Commerce in Great Britain (MexCC) was formed in 2011 with the support of key stakeholders in the bilateral relationship to represent the Mexican private sector in the UK, support Mexican investors, businesspeople and traders enter the UK market, and UK investors, businesspeople and traders interested in doing business in Mexico and raise Mexico's profile as a business partner, promoting Mexico as an investment and trade destination. The MexCC is a non-for-profit private sector organization funded by its members and sponsors consisting of businesses from entrepreneurs to multinational corporations across a range of sectors like, energy, financial services, food & drinks, infrastructure, insurance, etc. The MexCC works in coordination with both Governments, their respective Embassies and promotion agencies, as well as with other private sector organisations in Mexico and the UK, and is the authoritative voice of the Mexican

private sector before the international business community in London. For more info please visit: <http://www.mexicanchamberofcommerce.co.uk/>

---

# **Alejandro Mendiola Díaz appointed as Chairman of the Best Practices Committee of the Economic Competition Commission of the ICC Mexico**

Category: Antitrust, Events, Firm news

written by Nader, Hayaux & Goebel | diciembre 18, 2018

We are pleased to announce that Partner Alejandro Mendiola Díaz, head of Nader, Hayaux & Goebel's Antitrust practice, was appointed as Chairman of the Best Practices Committee of the Economic Competition Commission of the International Chamber of Commerce México (ICC México). We wish him the best of luck in this new endeavour.



---

# Incorporation of Alejandro Mendiola as new Antitrust Partner and Jorge Siegrist as Of Counsel

Category: Antitrust, Banking & Finance, Capital Markets, Firm news, Mergers and Acquisitions, Of Counsel, Partners

written by Nader, Hayaux & Goebel | diciembre 18, 2018

Nader, Hayaux & Goebel is pleased to announce the incorporation of [Alejandro Mendiola](#) as Partner and [Jorge Siegrist](#) as Of Counsel.

Alejandro will lead the [Antitrust Practice](#) of the Firm, which has been involved in very large M&A transactions and investigations in sensitive industries. The expertise of Alejandro will raise this practice to a new level. Alejandro has more than 20 years of experience with merger control proceedings, investigations and complex antitrust matters. He was formerly a partner of an independent law firm in Mexico City and before then, he was an official of the Mexican Antitrust Commission.

Alejandro has worked for national and international clients in high profile cases and has developed antitrust compliance programs for multiple companies.

Jorge has more than thirty years of experience. He is a consummate M&A, securities and banking lawyer. He was previously the General Counsel of Grupo Modelo and Grupo BAL. Jorge will strengthen the offering of the Firm in corporate finance matters and he will have the responsibility of expanding the compliance and corporate governance practice of the Firm.

Michell Nader, Chairman of the Firm, indicated that the arrival of Alejandro and Jorge is part of the long-term strategy of the Firm with internal and external growth. The arrival of Alejandro and Jorge responds to our clients' needs for a broader scope of services.

---

## **“Mexico Day” held in London celebrates UK-Mexico bilateral relationships and investment links**

Category: Awards, Banking & Finance, Energy, Events, Firm news, Infrastructure, PPPs and Government Procurement, Insurance and Reinsurance

written by Nader, Hayaux & Goebel | diciembre 18, 2018

Nader, Hayaux & Goebel's London office participates in the “Mexico Day”, hosted by the UK Mexican Embassy, the government institution [ProMexico](#) and the [Mexican Chamber of Commerce for Great Britain](#).

The event, held in London on 21 March 2018, celebrated its third edition. The Mexico Day had opening remarks by Ambassador Julian Ventura and the Department of International Trade's Minister for Investment, Graham Stuart who highlighted the broadening and deepening of trade and investment links, as well as some of the main initiatives carried out by both governments to strengthen the bilateral

relationship.

Successive panels and keynotes by senior government officials and business leaders showcased opportunities in key sectors, including energy, infrastructure, insurance and technology in financial services. ProMéxico, Mexico's trade and investment promotion agency, offered an overview of the country's main structural strengths, including its macroeconomic stability and the ongoing implementation of various structural reforms; Mexico's Development Bank CEO highlighted the strengths of the economy in the context of the complex global situation; the President Commissioner of the National Hydrocarbons Commission presented the progress achieved in the bidding rounds on hydrocarbons, and engaged in an interactive dialogue with some of the key players in the British energy industry, including British Petroleum, Ernst and Young and the firm Norton Rose Fulbright.

Furthermore, "Mexico Projects Hub", a digital platform with information on tenders for infrastructure projects was presented by a representative of Mexico's Infrastructure Bank, Banobras, which will foster deeper bilateral synergies, taking advantage of financing tools such as the credits granted by the UK Export Finance. The segment dedicated to the new Special Economic Zones in Mexico, emphasized opportunities for British firms and their importance as drivers of regional growth and development.

The seminar also included a presentation of the recently enacted Law to Regulate Financial Technology Institutions in Mexico ("Fintech Law"), generating an interesting dialogue between experts from both countries on opportunities and potential of the respective FinTech ecosystems. The Mexican Association of Insurance Institutions identified recent developments in the Mexican insurance industry and its growing complementarity with the Lloyd's market in London.

In the closing session, the President of the MexCC and NHG partner, [Yves Hayaux du Tilly](#), underlined the importance of collaboration between governments and the private sector. That evening, the traditional Gala Dinner and Award of the MexCC took place. British and Mexican companies Bishopsgate Dental and Gringa Diary were awarded for their entrepreneurial leadership and British Petroleum and Mexichem received awards for their extraordinary contribution to the strengthening

of the bilateral economic relationship.

The event was covered by [The Latin Lawyer](#). The Mexican Chamber of Commerce issues a [press release](#) on the Mexico Day. A transcript of the speech by Graham Stuart of the UK Government can be consulted [here](#).

---

# Landmark Fibra E Project commended in FT's 2017 Special Report North America Innovative Lawyers

Category: Capital Markets, Firm news, Publications, Rankings  
written by Nader, Hayaux & Goebel | diciembre 18, 2018

A landmark project in which Nader, Hayaux & Goebel participated was recently commended in the 2017 Financial Times' Innovative Lawyers rankings in under the category 'Accessing New Markets and Capital'. A team lead by Michell Nader, Gunter Schwandt and Adalberto Valadez assisted investment vehicle CKD IM, as sponsor, in the creation, registration and approval by the the Mexican securities regulator of an innovative Fibra E securities programme, worth 50bn pesos (\$2.6bn), that will allow companies to use tax-efficient structured financing to fund purchases of energy and infrastructure assets.

*"This unprecedented matter will change the nature of the Fibra E market which had been primarily conceived as a monetization vehicle to allow new Fibras E to act as growth vehicles. This will give CKDIM an important advantage in the acquisition of assets in the future and the ability to harness business opportunities quickly and efficiently." -Michell Nader, Partner-*

For more information please consult the [report by the Financial Times](#). Additional coverage on the transaction is available on [Latin Lawyer](#).

---

## **Diego Sánchez promoted to partner**

Category: Firm news

written by Nader, Hayaux & Goebel | diciembre 18, 2018

Nader, Hayaux & Goebel is delighted to announce the promotion of Diego Sánchez to the partnership. Diego is a member of our capital markets practice.

Sánchez was part of the team that helped Mexican construction company APP Coatzacoalcos Villahermosa securitise collection rights from a toll road it is building, issuing notes worth US\$102 million last month. This was thought to be the first financing of a transport-related public private partnership (PPP) services agreement through a bonds issuance rather than a bank loan.

Sánchez joined the firm as an associate in 2012. He has international experience, having spent time as a foreign associate at Milbank, Tweed, Hadley & McCloy LLP's New York office in 2015.

---

## **Nader, Hayaux & Goebel is pleased to inform that Mónica Ramos has**

# been named Of Counsel of the firm.

Category: Banking & Finance, Capital Markets, Firm news, Mergers and Acquisitions, Practices Areas, Securitizations & Structured Finance

written by Nader, Hayaux & Goebel | diciembre 18, 2018

Nader, Hayaux & Goebel is pleased to inform that Mónica Ramos has been named Of Counsel of the firm. Monica has more than 13 years of experience in the mergers and acquisitions, capital markets, and banking and finance practice areas. She has developed a specialization in debt and equity public and private issuances, CKDs and regulatory affairs.

*According to Hans P. Goebel C., "Monica has consistently shown a great commitment throughout the 10 years that she has devoted to her professional career with this team. Her promotion as Of Counsel is a testament of how she has aided our firm and our clients through her hard work, and clearly positions Nader, Hayaux & Goebel as a firm that values the diversity that female talent bring to the table. We are delighted to continue growing side by side with her."*

Monica graduated from Law at the Instituto Tecnológico Autónomo de México and has a Master's degree in International Business Law (Paris II-Assas).

Some of the recent matters Monica has been involved with include the representation of Axis in the issuance of CKDs under the capital calls mechanism for a total of \$ 6,500 million pesos, as well as in the update of said CKDs; the representation of Prudential (insurance companies) in the acquisition of notes issued by different clients, either in secured or unsecured private placements and the advice to Bayer AG on the carve-out of its subgroup Bayer MaterialScience into Covestro.

This new position of Mónica will further strengthen the Firm's capabilities in capital markets, banking and finance and M&A work.