Antitrust

written by Jaime Martínez | May 29, 2026

> *"The Nader Hayaux Goebel team's response is always immediate and accurate. I feel very comfortable working with them, as their advice always goes hand in hand with our business."*
> ***— Chambers & Partners 2025***

Antitrust Consulting

Antitrust law is increasingly complex, leading to the potential for severe financial penalties—even criminal penalties in some cases. Moreover, the Mexican Antitrust Commission (Commission) has taken a firm stance regarding compliance with the applicable laws. As a result, antitrust matters necessitate specialized attention and consulting to avoid negative exposure for companies carrying out their day-to-day activities.

Merger Control

Certain transactions must be cleared by the Commission or the Federal Telecommunications Institute (Institute) before they can take place. In addition to simply giving notice of a concentration and taking the necessary steps, adherence to antitrust legislation is mandatory throughout the negotiation and due diligence process (both for concentrations where notice is and is not required). This is especially true for transactions involving competitors.

Investigations and proceedings

Investigations conducted by the Commission and Institute into antitrust law violations elicit a need for legal counsel for both the party reporting the violation and the economic agent under investigation. The authorities are vested with the power to take a variety of actions resulting in serious repercussions for businesses. This occurs during inspections, where authorities may take extreme investigative measures. Injured parties may also claim damages as a result of an investigation, and whistleblower programs lend further complexity to investigations. Finally, proceedings require timely care to limit consequences once the potential liability of an economic agent is being considered.

> *"They are very meticulous and do not just solve problems for the here and now; rather, they take a longer-term view and leave nothing out in their responses. They have a solid technical and philosophical grasp of the law."*
> ***— Chambers & Partners Latin America, 2021***

Antitrust compliance Consulting

A fundamental aspect of complying with antitrust legislation is prevention through the implementation of internal company mechanisms that allow businesses to avoid penalties or mitigate liability in the event investigations are conducted. These mechanisms include policies and codes of conduct devised to ensure compliance with antitrust laws through the training of key officers and creation of systems for reporting anticompetitive behavior.

Licenses and market conditions

Various markets subject to specific regulations require the issuance of opinions or rulings by antitrust authorities before licenses, concessions, and permits can be granted. Our firm provides the relevant services. We also advise on proceedings where a ruling is sought on market conditions or dominance in both the telecommunications and broadcasting as well as in other sectors.

Government entity advising

We advise government entities regarding compliance with antitrust laws applying to their projects, policies, and programs, and we represent them before the authorities in certain cases.

Aviation

written by Jaime Martínez | May 29, 2026

The firm aviation practice group has consolidated its market-leading position representing aircraft financiers over the past years, has achieved an important penetration in the industry and has an excellent relationship with the Mexican aviation authority and other important players in the market.

> *"Nader Hayaux Goebel are adept at handling complex matters as they provide clear, prompt and efficient legal advice, offering client-focused solutions when required."*
> ***— Chambers & Partners 2025***

The group receives strong support from other groups within the Firm in key overlapping practice areas such as Banking and Finance, Insurance, Corporate/M&A, Workouts and Insolvency.

We have been involved in both commercial and corporate aircraft cross border finance transactions and related regulatory matters, helping our clients with registrations and dealings with local authorities, structure their transactions and tailor them for Mexico, and perfecting their security interests with Mexican and international registries and aviation authorities. We have also assisted airlines and lenders in the restructuring of financial obligations and other insolvency related matters.

Nader Hayaux Goebel has represented many important players in the Mexican market, such as Banc of America Leasing & Capital, ECN Capital (formerly, Element Financial Corporation), China Southern Airlines, DVB Bank SE, Avmax Aircraft Leasing, Natixis, SMBC Aviation Capital, NTT Finance Corporation, Crédit Agricole Corporate and Investment Bank, Falko Regional Aircraft, Infinity Transportation, Global Atlantic Financial Group (formerly Infinity Aviation Capital) and Export Development Canada, among others.

Banking & Finance

written by Jaime Martínez | May 29, 2026

Our Banking and Finance Practice Group is one of the largest groups of attorneys dedicated to banking and finance matters in Mexico. Our clients benefit both from a wealth of expertise in our financial practice and the support of other practices of the Firm, including M&A, tax, real estate, securities and infrastructure, among others.

Our Banking and Finance Practice Group advises leading financial institutions in the world, including commercial banks, investment banks, finance companies, export credit agencies, hedge funds, insurance companies, leasing companies, mutual funds, asset-based lenders, pension fund vehicles and other institutional investors.

> *"Nader Hayaux Goebel has a team which is efficient and can manage sophisticated and complex matters for international companies. The lawyers' responsiveness and solutions are excellent."*
>
> ***— Chambers & Partners 2025***

We play a prominent role in all areas of the banking and finance industry, including capital markets, securitization, structured finance, equity offerings, equity funds, leveraged buy outs, insurance, leasing, corporate lending, real estate finance, project finance, workouts, insolvencies and restructurings, among others. We also regularly advise clients in a variety of regulatory matters.

Throughout its more than 30 years of existence, our Banking and Finance Practice Group has earned recognition for its depth, creativity, affinity for product marketability, and handling of cutting-edge financial structures.

Our Securitization Practice Group has played a prominent role in the Mexican securitizations market since its inception in the mid-eighties, pioneering credit card receivables securitizations. We have ample experience in securitizations of both existing assets and future flows with respect to a diversified base of underlying assets, including credit card, tollroads, governmental fees, PPP payments, mortgage and construction loans, car loans, retail, consumer, trade, maritime freight and airfare receivables, and equipment and real estate rental streams, in which we have achieved an unparalleled command of the interplay of dissimilar tax, legal and accounting treatments.

Our securitization practice benefits from our expertise in secured lending, restructurings, bankruptcies and workouts, which has allowed us to deal with true sale and bankruptcy-remoteness issues with particular efficiency and safety. Also, our securitization practice is greatly enhanced by our intimate knowledge of the regulatory framework and investment rules applicable to institutional investors.

Our Group is the market leader in real estate financing. We have handled many of the largest real estate financings in Mexico. Our real estate lawyers have the skills and expertise in representing both lenders and borrowers in acquisition loans, land development loans, bridge and permanent loans, and construction loans involving the development, purchase, sale or lease of residential, commercial, office and industrial properties as well as hotels and resorts, and mixed-use properties.

For more information on our Real Estate capabilities, please refer to our Real Estate practice area page.

Our Securities Group regularly advises issuers, investors, broker dealers, credit enhancers and underwriters in a wide variety of international and domestic public and private offerings of debt or equity securities, as well as in tender offers and crafting innovative solutions for some of the largest and most complex transactions in the industry. We participate in all legal aspects of the issuance of securities and other debt instruments. In addition, we provide advice to clients on the periodic reporting requirements of the Mexican Securities Market Law (*Ley del Mercado de Valores*), on disclosure issues, insider trading and enforcement matters. We actively participate in the structuring and implementation of public funds, through the issuance of structures notes known as *"certificados de capital de desarrollo"* (CKDs) in the domestic Mexican market, in a variety of industries, including real estate and infrastructure.

For more information, please refer to our Capital Markets and Securitization & Structured Finance pages. Our Restructuring, Bankruptcy and Workouts Practice has been involved in every aspect of restructurings and workouts including strategic positioning and strategic alliances, structuring, coordination and litigation, documentation, asset divestitures, leveraged buyouts, debt repurchases, debt swaps, debt-to-equity swaps and refinancing through means ranging from take-out lenders, private equity, public offerings of commercial paper, notes and bonds and financial and leveraged leases. Our clients benefit from unparalleled workouts and insolvency related expertise derived from our involvement in over US$15 billion of cross-border restructurings, workouts and insolvency-related matters. Lessons learned in the workouts and insolvency field are "reversed-engineered" into our secured and structured finance transactions as a matter of course, without detracting from ease of use and product marketability.

For more information, please check out our Workouts & Insolvency practice area page.

The Firm's finance team regularly advises some of the world's major financial institutions on single lender and syndicated lending transactions, both secured and unsecured, single and multi-currency. Our lawyers also represent corporate borrowers and export credit providers, in senior or subordinated loans. We fully understand the syndication process and the particulars of agent and other parties' responsibilities.

Our syndicated lending practice includes both simple and complex secured financing structures in local and cross border deals. Deals on which we have advised include collateral as diverse as real estate, securities, aircraft, machinery and equipment, concession rights, intellectual property, receivables, minerals, telecommunications networks, etc. Our lawyers are amongst the very few Mexican attorneys familiar with Islamic financing structures.

We actively represent financial institutions in establishing mid- and long-term working capital facilities and granting import-export and short-term trade financing to Mexican corporate borrowers.

The Firm regularly acts as counsel for a number of foreign and domestic financial intermediaries in connection with this type of lending activity, including, among others, Banamex, Credit Agricole, Wells Fargo, Bank of America N.A., Bank of America México, Chrysler Financial Company, Bank of Tokyo Mitsubishi (México), Eximbank and Metropolitan Life.

Our Group is a market leader in structuring highly secured financings collateralized with all types of Mexican assets. Notwithstanding a sometimes cumbersome underlying framework with regard to the perfection of liens (especially liens on present and future intangibles and floating liens) we have, time and again for all types of collateral, set the Mexican structural benchmarks both as to the protection of secured lenders against competing interests as well as to overall efficiency.

In addition, we regularly advise financial institutions, operating and construction consortiums, equipment suppliers and public service concessionaires with regard to project, infrastructure, procurement and privatization financings that have included electricity generation plants, long distance telephony, television broadcasting, direct-to-home satellite services, digital cellular communications services, wireless local loop telephone services, electricity transmission lines, natural gas distribution, oxygen, nitrogen and other industrial gas generation facilities and pipelines, off-shore drilling rigs, port developments, toll-roads, toll-bridges as well as combined hotel/office and/or sports/residential facilities.

As with other of our specialties, our ability to add value in this field is enhanced by our knowledge of how to positively impact tax and accounting matters, the strength of our M&A Practice, our strong workouts background and our transactional focus.

We are leaders in ensuring optimal integration of legal structuring with tax and accounting objectives in strict accordance with applicable law, regulations, industry standards and best practices recommendations. Owing greatly to our sophisticated tax and structured finance expertise, as well as our extensive work on aeronautical and maritime matters, we have spearheaded the development of a significant number of transactions of this type.

These range from cross-border synthetic leases of both movables and real estate (complying concurrently with Mexican GAAP, U.S. GAAP, IAS guidelines and Federal and local tax statutes as confirmed in each case with Federal and local tax authorities), to multi-party, cross-jurisdictional depreciation of assets, to leveraged and single investor leases.

Our advice has encompassed equity participants, lessors, lessees and arrangers and we have developed important liaisons with most of the Mexican accounting professionals who are active in this specialty.

Given the outstanding reputation of our Group in the Restructuring, Bankruptcy and Workouts field and our distinctive drive for efficient tax structuring, we have been actively sought by sellers and purchasers of distressed financial assets. Our role in this field has included the rendering of advice regarding the appropriateness of the documentation representing or giving rise to the financial assets in question, the suitability of the selling and purchasing vehicles, non-payment risk by underlying obligors, off-loading strategies, collection methodologies and overall structure.

We are experts in the regulatory and transactional aspects of establishment, mergers, spin-offs, acquisitions, joint ventures and divestitures of financial intermediaries in Mexico. Our representation has included that of shareholders, bidders and targets, and has been distinctively bolstered by the Firm's expertise in mergers and acquisitions, bank regulatory and antitrust matters.

We have built significant credibility and routinely deal with all relevant regulatory and surveillance governmental agencies. Representative transactions in this field include establishment, M&A and divestiture work for, among others, Rabobank, The Royal Bank of Scotland, Bank of America, DaimlerChrysler Financial Company, General Electric Capital Corporation, Metropolitan Life Insurance Company, Banco Azteca, Prudential Seguros, Transamerica Commercial Distribution Finance and the World Bank. The Firm routinely advises and represents regulated financial intermediaries of all types with regard to compliance with Mexican regulatory requirements, a field which requires a high degree of specialization and sophistication given the disperse and at times even contradictory nature of existing laws, regulations, and individually applicable administrative rulings.

Our involvement in regulatory matters covers a wide range of subjects, including corporate governance, capital adequacy, reserve requirements, investment guidelines, lending regulations such as interest rate regulations, regulations regarding transactions with affiliates and transactions with other financial intermediaries, permitted and restricted transactions and services and specific product requirements such as those applicable to foreign exchange and derivatives products.

We have provided advice to banks doing business or established in Mexico and prepared documentation in connection with a wide variety of derivatives, bank treasury, cash management and trading floor products, including interest rate, currency and total return swaps, other derivative products, foreign exchange futures contracts, “repos”, account pooling, zero-balancing, foreign exchange sweeps, daylight and overnight overdraft facilities and netting arrangements.

Capital Markets

written by Jaime Martínez | May 29, 2026

Our Group advises on all legal aspects of the issuance of securities and other debt instruments and supports clients in periodic reporting requirements under the Mexican Securities Market Law (*Ley del Mercado de Valores*) and on disclosure issues, insider trading issues and enforcement matters.

> *“Nader Hayaux Goebel has profound knowledge of the Mexican market and expertise in complex structured financings. The team consistently exhibits unparalleled skills in sophisticated matters.”*
> ***— Chambers & Partners 2025***

We have advised numerous Mexican companies in equity and debt offerings and in tender offers on the Mexican Stock Exchange. We have also participated in some of the largest acquisition financings for publicly traded companies under the Mexican Securities Market Law, and helped clients in the issuance and public offering of structured notes (*certificados de capital de desarrollo*, or CKDs) to raise capital for private equity infrastructure and real estate projects, among others, as well as in the launch of real estate investment trusts (FIBRAs) and master Limited Partnerships (FIBRAs E).

We are very familiar with the Sarbanes-Oxley Act, resulting from our work on investigations by the Securities and Exchange Commission for alleged violations of U.S. securities laws and have worked closely with U.S. counsel on such cases. Also, we have significant experience in delisting Mexican issuers of securities in the United States. We have also participated in exchange of debt securities registered under the Securities Act of 1933 and 144A/Reg S offerings.

Our Capital Markets Group has advised both Mexican and international banks, broker dealers and private funds in the sale of foreign securities in Mexico involving exceptions for registration under the Mexican Securities Market Law, and represented clients on the implementation of compensation plans, design of exit strategies, incorporation of broker dealers, affiliate broker dealers and representative offices, and a wide range of other securities matters.

Compliance

written by Jaime Martínez | May 29, 2026

Our practice stands-out due to our extensive experience in international and cross-border matters. We work in collaboration with foreign legal firms in the design and implementation of legal instruments and actions within the Mexican legal framework and foreign regulation with extraterritorial application in Mexico.

> *"The lawyers at Nader Hayaux Goebel demonstrate pragmatism, professionalism, extensive knowledge and, above all, the capability to conclusively resolve highly complex issues."*
> ***— Chambers & Partners 2025***

The lawyers involved in our compliance practice have different type of specializations, which permits a multidisciplinary collaboration of practice areas for the benefit of our clients.

Our compliance practice covers the following services:

- ***Anti-corruption***. We advise on compliance of the regulatory framework of the National Anti-Corruption System (*Sistema Nacional Anticorrupción*), the Administrative Responsibilities General Law (*Ley General de Responsabilidades Administrativas*), and other statutory laws related to the prevention of corrupt practices in Mexico, and foreign laws with extraterritorial effects such as the Foreign Corrupt Practices Act (FCPA) and the UK Bribery Act.
- ***Due diligence***. We carry out specialized due diligence and reporting to detect risks and make recommendations on specific issues in operations related to mergers and acquisitions, corporate governance, internal compliance, among others.
- ***Antitrust***. We provide advice on the application of the Antitrust Federal Law (*Ley Federal de Competencia Económica*) through the implementation of programs and systems with the purpose of preventing that our client's operations affect competition or breach the antitrust legal framework.
- ***Corporate Governance***. We provide advice and develop training programs for board members, senior officials and other personnel on compliance of international corporate governance standards, including best corporate practices, the implementation of ESG (environmental, social and governance) principles, and the development of programs, manuals and policies of integrity, ethics and regulatory compliance appropriate to the nature, culture and profile of our clients.
- ***Internal investigations***. We provide services for the identification of illicit acts and conducts related to the company's operations, contingent of administrative or judicial procedures in Mexico or abroad by foreign authorities such as the United States Department of Justice or the Securities and Exchange Commission.
- ***Anti-Money laundering***. We advise on the identification of money laundering risks and implementation of measures to comply with the Federal Law to Prevent and Identify Operations with Resources of Illicit Sources (Ley

Federal para la Prevención e Identificación de Operaciones con Recursos de Procedencia Ilícita) and the regulation applicable to money laundering activities. We have lawyers certified by the National Banking and Securities Commission as compliance officers in the prevention of money laundering.

- ***Consumer protection***. We advise our clients on compliance with the regulatory framework for consumer protection and on preventing contingencies with the consumer protection authorities (CONDUSEF and PROFECO).
- ***Personal data protection***. We advise our clients on compliance with the regulatory framework for the protection of personal data, including drafting privacy notices and developing personal data protection policies to be implemented by each client according to its operation, advising on handling sensitive and biometric data, and assisting our clients on contingencies and administrative procedures derived from claims filed with regulatory authorities.

Data Privacy

written by Jaime Martínez | May 29, 2026

Our practice stands-out due to our extensive experience in international and cross-border data privacy, financial secrecy, and cybersecurity matters, including the implementation in Mexico of foreign regulations, such as the GDPR, and adapting strategies to evolving data privacy requirements and stringent privacy regulations.

In privacy, our services include:

1. Compliance with Personal Data Protection Regulations. Our lawyers advise on ensuring compliance with the regulatory framework for the protection of personal data in Mexico, helping clients understand and navigate applicable legal framework.
2. Drafting Privacy Notices and Protection Policies. Our lawyers advise in

drafting privacy notices and preparing personal data protection policies tailored to each client's operations.

3. Sensitive and Biometric Data. Our lawyers provide expert guidance on the classification and proper handling of sensitive and biometric data, designing the correct structures to obtain the consent to process such information in complex structures.
4. Administrative Procedures. Our lawyers support clients in addressing contingencies related to claims filed with the People's Transparency Authority of the Secretariat for
5. Anti-Corruption and Good Governance, the data protection authority.
   Financial Secrecy. Our lawyers advise regulated entities on maintaining compliance with financial secrecy regulations, ensuring the confidentiality of financial transactions and data

In cybersecurity, our lawyers advise on:

1. Developing and Implementing Cybersecurity Policies. Our lawyers guide clients in creating and implementing comprehensive cybersecurity policies, including incident response plans specifically tailored to their unique risks and operational needs.
2. Managing Security Incidents and Reporting Compliance. Our team supports clients in managing security incidents, ensuring compliance with Mexican data privacy regulations, including the timely reporting of incidents and the drafting of the corresponding documentation formats.
3. The lawyers involved in our data privacy and cybersecurity practice have different specializations, which allows a multidisciplinary collaboration of practice areas for the benefit of our clients. Our team includes two partners and three associates from diverse practices, providing comprehensive expertise in addressing complex data privacy and cybersecurity needs.

Recent experience

Recent representative transactions in which the Firm has participated include the following:

Advisory & Compliance

- We advised an international videogame company to comply with its data privacy obligations and conducted an analysis of GDPR implementation within their data processing activities.
- We advised an insurance company in drafting a privacy notice to meet Mexican data protection regulations, ensuring that personal data from suppliers is managed in compliance with Mexican standards.
- We advised an international insurance company in implementing an integrated compliance and risk management strategy, focusing on data protection to safeguard against regulatory penalties.
- We advised one of the biggest e-commerce companies on compliance with Mexican data protection regulations regarding the use of biometric data, including drafting the necessary documents and adapting the Privacy Notice to ensure the proper consent for processing biometric data was obtained.

Legal Audit & Training

- We performed a legal audit on data privacy and financial secrecy to an insurance broker of a large automotive group and provided recommendations to comply with Mexican data protection and financial secrecy under the insurance regulation.
- We regularly provide training for companies and their employees, on personal data protection and compliance with internal policies and regulations.

Cybersecurity Incidents

- We advised a global leader in technological innovation on the analysis of implications and compliance with Mexican data protection obligations following a data incident occurred abroad, which involved personal data of Mexican individuals.Our services included the preparation of protocols to mitigate the incident, and drafting notices to affected data subjects.
- We advised a Mexican insurance company of an international group in managing a data incident, including the drafting of the notices and documentation to support the incident, in compliance with the Mexican data protection regulations.

Energy

written by Jaime Martínez | May 29, 2026

For more than 15 years, with a solid team of experts, we have played a central role in complex transactions in the electricity sector, including one of the first and largest waste-to-energy projects in Mexico, as well as several project financings, mergers and acquisitions. We also have relevant experience in advisory for investments in the oil and gas sector after the energy reform.

> *"Nader Hayaux Goebel are pragmatic in their analyses and provide accurate and specific advice when it comes to complex energy projects."*
> ***— Chambers & Partners 2025***

We have advised national and foreign clients in every aspect related to their energy projects, including power generation, transport and distribution of natural gas, financing, mergers, acquisitions, workouts, international and national public bids, joint ventures, insurance and reinsurance, foreign investment and regulatory matters, dispute resolution and administrative proceedings, involving Federal and State governmental agencies, including the Ministry of Energy, the Ministry of Economy, the Energy Regulatory Commission (currently the National Energy Commission), the Federal Electricity Commission (CFE), Petróleos Mexicanos (PEMEX) and its subsidiaries, the Federal Antitrust Commission (currently, the National Antimonopoly Commission), the National Commission of Foreign Investment, among others.

Our extensive experience in joint ventures and negotiations among partners, has allowed the group to participate in the creation of consortia and investment vehicles for energy projects, designing exit mechanisms, as well as minority rights when applicable.

Also, our ample expertise in financial matters has allowed us to provide comprehensive support to our clients in the financing of these type of projects, including the analysis of bankability aspects and negotiation of power purchase and other offtake agreements, EPC and O&M contracts, as well as in the implementation of collateral packages and source of payment mechanisms tailored for each project.

Our group has also advised clients with respect to the analysis of the legal framework regarding regulated activities in the sector and filings necessary to obtain required permits and authorizations.

> *"Nader Hayaux Goebel fields a ten-strong energy and natural resources team which is extremely well-versed, primarily, in major energy and natural resources investments (including complex financings for renewable energy projects), financings and transactions."*
> ***— Legal500 Latin America, 2021***

Environment and Water

written by Jaime Martínez | May 29, 2026

Environment & Water Resources Practice Group

We provide our clients with tailored, industry-leading legal advice grounded in a deep understanding of their unique environmental challenges and legal risks. Our client-centered approach emphasizes attention to detail and a thorough comprehension of our client's needs across various contexts, including project finance, mergers and acquisitions, debt and equity security offerings, tenders, real estate, and other transactions.

> *"Nader Hayaux Goebel are pragmatic in their analyses and provide accurate and specific advice when it comes to complex energy projects."*
> ***— Chambers & Partners 2025***

We serve diverse industries and sectors, particularly those with significant water resource usage and complex environmental, energy, social, and regulatory permitting requirements. We advocate for and guide our clients to understand emerging initiatives for changes in law and policies through the intricacies of the Mexican environmental legal framework, which involves municipal, state, and federal authorities and regulations. We help our clients comply with applicable laws and, when possible, exceed minimum standards to gain a competitive edge. Additionally, we assist in navigating the challenges and opportunities presented by technological advancements in environmental monitoring, the detection of emerging pollutants, and remedial actions.

Our practice is built on open communication with clients and counterparties, ensuring that discussions and negotiations focus on the most critical issues. Recognizing that every project, development, and transaction is unique, we offer innovative pathways and solutions to secure the necessary permits, meet deadlines, and achieve key milestones. We also add value by integrating synergies with other practice groups, such as our energy and tax teams, allowing us to provide bespoke, comprehensive services.

We play a pivotal role in advising public policy groups, leveraging our thorough understanding of the law and the practical challenges of its enforcement.

At the firm, we are proud to contribute to our Sustainability and ESG Transition Task Group, promoting sustainable business practices with integrity and consistency.

- Advised a significant beverage company on a comprehensive water resources due diligence process. This work included advisory for compliance with regulatory requirements, safeguarding critical water rights necessary for production forecasts, and identifying opportunities for administrative and tax benefits. We continue to assist with the implementation of recommended actions.
- Played a crucial role in advising a syndicate of 13 financial institutions in connection with a US$2.5 billion financing, governed by NY law, for Energía Mayakan (a subsidiary of ENGIE Group). The funding supports the

development of a 694-kilometer pipeline to be integrated with the existing Mayakan pipeline. Our environmental and regulatory team was instrumental in the due diligence process and in negotiating key environmental clauses.

- Contributed to the team advising on acquiring a stake in an ice production company, providing critical legal insight into the transaction.
- Counseled a pharmaceutical company on navigating new ecological tax regulations within their jurisdiction, including exploring legal alternatives and remedies available under the law.
- Currently advising a leading food sector company on all environmental aspects of their operations and business enhancements, focusing on water management and compliance.

Fintech

written by Jaime Martínez | May 29, 2026

The attorneys of our Fintech Practice Group are based in Mexico City and in London, which allows us to provide our international clients the flexibility and efficiency they need for their business. Our presence in the City of London places us in a unique position to access the latest Fintech developments.

> *"Nader Hayaux Goebel has a team which is efficient and can manage sophisticated and complex matters for international companies. The lawyers' responsiveness and solutions are excellent."*
> ***— Chambers & Partners 2025***

Our Fintech Practice Group advises not only multinational financial institutions including commercial banks, e-money and payment institutions, finance companies, insurance companies and broker dealers, but also SMEs, Fintech start-ups and entrepreneurial clients. The Law to Regulate Financial Technology Institutions (**"Fintech Law"**) was enacted in Mexico on March 10, 2018 and most of the implementing regulation has already become effective. The Fintech Law is a milestone for the development of the Fintech industry in Mexico. Our Fintech Practice Group has been actively advising our clients on the impact and implication that the new legislation and regulation has on their businesses, and the new business models that may be implemented under the new legal framework.

Our Group's unmatched strength and depth in corporate and financial legal matters, allows us to react quickly and adapt to the needs of our clients without compromising the quality of its legal services, ethical conduct and responsiveness of our lawyers. Our Fintech Practice Group is rapidly earning a solid reputation for its depth, creativity, affinity for product marketability, and handling complex and innovative structures and products.

We have also developed a strong and professional relationship with the regulators and Mexico's Central Bank, which has allowed us to engage in productive discussions with them on behalf of our clients.

Infrastructure, PPPs & Project Finance

written by Jaime Martínez | May 29, 2026

We represent lenders, strategic and financial investors, sponsors, sellers and buyers, and numerous Mexican and non-Mexican government entities, including the Mexican Federal Government and several state governments and municipalities. We have handled the complete spectrum of projects, from PPPs, including prisons, hospitals, tollroads, transportation, ports and water projects, to major energy and natural resources projects, including renewables and oil and gas projects.

> *"The Nader Hayaux Goebel team offers fantastic responsiveness, availability and resources. They are technical yet business-sensible and clear."*

— Chambers & Partners 2025

PPPs and Infrastructure

In 2003, we started advising the Mexican Government in the structuring, negotiation and implementation of the first *Proyectos para la Prestación de Servicios* ("PPS") (Public Service Provision Projects) in the health and education sectors. As a result, several state government entities became interested in developing infrastructure work through these and similar vehicles. We have experience dealing with all stages and aspects of a project, from its inception through its full implementation and operation, including legislative matters, risk-related workshops, drafting public bid guidelines, preparing service, EPC and O&M contracts, coordinating with technical and financial advisors, sponsoring clarifications meetings, evaluating suppliers and investors under bidding processes, reviewing awarding mechanisms, and consulting on contract awards and appeals, administrative proceedings, and dispute resolutions. We have also participated in several unsolicited proposals under the Federal PPP Law, including the first one ever to be approved.

Project Finance and Infrastructure Financing Instruments.

Our Infrastructure, Public-Private Partnerships and Project Finance Group is a market leader in the provision of legal services for project finance transactions in Mexico. We have advised financial institutions, construction and management consortia, equipment suppliers and holders of concessions for the delivery of public services, in the financing of infrastructure and public and privatized projects, including power plants, telephony, communication facilities and services, power lines, natural gas distribution systems, gas pipelines, off-shore perforation projects and platforms, maritime ports, roads, and social infrastructure facilities.

We have pioneered and led the implementation and financing of infrastructure projects through public and private placements of debt, equity and hybrid instruments such as structured notes (certificados de capital de desarrollo, or "CKDs"), which were created to raise capital from Mexican pension funds and revitalize the investment by the private sector in public infrastructure projects.

Insurance & Reinsurance

written by Jaime Martínez | May 29, 2026

We are the only Mexican Firm with local presence in London, one of the world's most important insurance and reinsurance markets.

Our Firm has the most diverse insurance practice in Mexico, covering non-contentious matters, such as corporate, regulatory, transactional, compliance, product design and distribution, and contentious matters, such as claims coverage issues, arbitration and recoveries, both in day-to-day matters and in special projects. Our services include:

(i)Representation of Mexican insurance companies (including subsidiaries of major multinational insurers) in corporate, contractual and regulatory matters, including licensing, financial and solvency regulations, investments, corporate governance, anti-bribery and anti-money laundering requirements, data privacy, compliance and reporting, consumer protection, and general operational requirements.

(ii)Representation of foreign insurers in the establishment of their Mexican operations and in the acquisition of and joint ventures with Mexican insurance companies, including performing extensive due diligence work, obtaining necessary regulatory approvals, drafting and negotiating agreements and performing tax, real estate, labor, securities and other legal analysis required as part of an acquisition.

(iii)Advice on cross-border insurance and insurance-related services.

(iv)Product development including, among others, direct marketing arrangements with major Mexican credit card operators and retailers, implementation of reinsurance arrangements and broker incentive plans, drafting and negotiating agreements with hospitals for medical attention under health and accident insurance, implementation of foreign currency coverages, and, in general, development and registration of policy forms for all types of coverages.

(v)Advice in the development and implementation of new technologies and insurtech projects.

(vi)Advice on claims and coverage issues.

(vii)Participation in national and international insurance and reinsurance arbitration and litigation as arbitrators, Mexican counsel and experts on Mexican insurance laws.

(viii)General advice on regulatory, transactional and corporate work for foreign reinsurers and Mexican insurance-related entities.

> *"Nader Hayaux Goebel have complete mastery and experience in insurance and reinsurance. Their responses are quick and their advice is accurate."*
>
> ***— Chambers & Partners Latin America – Insurance, 2025***

We have plenty experience in representing clients in administrative proceedings before the authorities regulating and supervising the insurance and bonding operations in Mexico, such as, the Ministry of the Treasury and Public Credit (*Secretaría de Hacienda y Crédito Público*), the National Insurance and Bonding Commission (*Comisión Nacional de Seguros y Fianzas*) ("CNSF"), the National Commission for the Defense of Users of Financial Services (*Comisión Nacional para la Defensa de los Usuarios de Servicios Financieros*) ("CONDUSEF"), and the Ministry of Health (*Secretaría de Salud*).

Various members of the Insurance and Reinsurance Practice Group are:

(i)Certified legal experts by the CNSF to issue legal opinions (*dictámen jurídico*) and consistency opinions (*dictámen de congruencia*) required for the registration of insurance products with said Commission.

(ii)Active speakers in specialized insurance forums and Universities.

(iii)Regularly publishing legal articles on insurance and reinsurance and finance related topics in specialized publications.

(iv)Active members of the Mexican Chapter of AIDA, the *Asociación Mexicana de Derecho de Seguros y Fianzas* (Mexican Association of Insurance and Bonding Law) ("AMEDESEF").

Download a Q&A on Insurance & Reinsurance law in Mexico

Partners Yves Hayaux-du-Tilly and Luciano Pérez contributed to 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.

International Trade & Customs

written by Jaime Martínez | May 29, 2026

We are distinguished by our commitment to protecting our clients' interests, ensuring a favorable competitive position in any foreign trade legal matter they face or may face in the future.

We advise all types of industries and companies, including automotive, steel, pharmaceutical, food, aerospace, electronics, textile, logistics, and oil and gas, among others.

Nader Hayaux Goebel assists clients, both domestically and internationally, in identifying and structuring efficient mechanisms that facilitate foreign investment and leverage the customs and tax benefits granted by the federal government to promote international trade.

> *"Nader Hayaux Goebel have a multidisciplinary and highly experienced team. They are very efficient and widely knowledgeable lawyers."*
> ***— Chambers & Partners, 2025***

Service Offering

Consulting

- We advise domestic and foreign companies on all types of legal matters related to their international trade operations.
- We support clients in complying with non-tariff regulations and restrictions, such as prior import or export permits.
- We conduct preventive advisory services regarding potential tax and customs liabilities.
- We accompany and represent clients during foreign trade audits conducted by tax authorities, including desk audits, on-site reviews, and origin verification procedures.
- We design and implement import and export strategies.
- We provide support with tariff classification, as well as registration in the importer and exporter registries.
- We advise and support compliance with Manufacturing, Maquiladora, and Export Services Industry Programs (IMMEX), Sector Promotion Programs (PROSEC), and companies registered under the Authorized Economic Operator Scheme (IVA-IEPS) approved by the Mexican Tax Administration Service (SAT).
- We address a wide range of inquiries, from general matters established in law to specialized issues not regulated under current legislation.

Litigation

- We represent domestic and foreign companies in litigation before the Federal Administrative Court and the Federal Judiciary, challenging acts initiated by tax, customs, and administrative authorities derived from international trade audits. We also represent companies in proceedings arising from desk audits, on-site reviews, and origin verification procedures under the various Free Trade Agreements to which Mexico is a party, including challenges against the SAT’s denials of duty refund requests, among others.
- We participate in litigation arising from resolutions issued by the International Trade Practices Unit (UPCI) of the Ministry of Economy in

antidumping and subsidy investigations, as well as corresponding sunset reviews of countervailing duties or export commitments.

Unfair Trade Practices (Dumping)

- We advise domestic and foreign clients as interested parties in proceedings initiated by the Ministry of Economy related to unfair international trade practices, and we are fully capable of successfully representing the domestic industry filing the petition, as well as importers and exporters of the products under investigation.

Mergers & Aquisitions

written by Jaime Martínez | May 29, 2026

We have extensive experience in corporate governance, including joint venture and minority share control arrangements.

> *"We have had a great experience with Nader Hayaux Goebel. The team is very comprehensive, professional, flexible, and showcases a good understanding of the market."*
> ***— Chambers & Partners 2025***

We have also developed an expertise on corporate and M&A for publicly traded companies and regulated entities, including financial, telecom, oil & gas, mining, metallurgic, agricultural, infrastructure and real estate companies. Our Group has participated in a number of privatizations of public companies, and has unique expertise in mergers and spin-offs of financial institutions.

Our Group has advised a wide variety of international investors in relation to their establishment and incorporation in Mexico, on their acquisitions and joint ventures with Mexican entities and on a wide range of corporate and operational matters.

Our Group is widely recognized and is instructed by leading companies and financial institutions for its experience, depth and innovation in all kind of corporate law matters. As a result of our M&A practice, we have also developed unique expertise advising parties in claims relating to price adjustments and indemnities and have helped our clients recover significant amounts in post-acquisition disputes.

Real Estate

written by Jaime Martínez | May 29, 2026

Our real estate practice group was one of the first teams in Mexico to focus on real estate as an independent practice area more than 20 years ago; few other firms in Mexico can offer the same depth of experience and range of expertise.

The firm´s real estate practice group is renowned for its innovative and creative approach. The team is known for handling novel transactions, testing legal theories in the process, and for having the experience and expertise to devise new ways of acquiring and developing real estate. Our Real Estate Practice Group is highly diversified. Our work includes advising different parties in all types of transactions including:

- (i) financings of real estate projects,
- (ii) development, construction and marketing of mixed-use real estate, including office buildings, shopping centers, hotels, resorts, industrial, hospitality and residential projects;
- (iii) structuring and creating investment trusts, such as Fibras (the Mexican equivalent of US REITs);
- (iv) structuring and creating national and international investment funds both privately and publicly traded, including Real Estate CKDs (structured equity securities);
- (v) issuance of debentures and securitization of mortgage backed securities and rent roll;

- (vi) structuring and implementation of time-share and fractional ownership systems,
- (vii) acquisitions, sales and sale-lease backs,
- (viii) joint venturing,
- (ix) dispositions,
- (x) private and public offerings of securities representing a real estate interest,
- (xi) acquisitions of industrial and commercial properties and facilities through debt-to-equity conversions,
- (xii) environmental and zoning regulations,
- (xiii) tax advice for real estate projects and resorts, and
- (xiv) privatization process of *ejido* land to common private property.

Our clients include lenders, funds, developers, borrowers, landlords and tenants. We have also advised State and foreign governments.

Closely cooperating with specialists from our Banking & Finance practice group, our Real Estate group is a real market leader in real estate financing. We have handled many of the largest real estate financings in Mexico. Our real estate lawyers have the skills and expertise in representing both lenders and borrowers in acquisition loans, land development loans, bridge and permanent loans, and construction loans involving the development, purchase, sale or lease of residential, commercial, office and industrial properties as well as hotels and resorts, and mixed-use properties.

> *"Nader Hayaux Goebel are always on top of the legal issues and anticipate potential problems that may arise. The lawyers are prompt in responding to my queries and explain things in layman's terms."*
> ***—Chambers & Partners 2025***

We have also worked closely with a number of governmental agencies to further changes in the legal framework for the real estate market, including:

- (i) the Ministry of Finance and Public Credit and the National Commission of Pension Savings (CONSAR) in connection with the creation of Real Estate Investment Trusts (REITs),

- (ii) the National Banking and Securities Commission with regard to the modernization of CKDs (i.e. private equity trust certificates for real estate investment placed in the Mexican Stock Exchange), and
- (iii) the Federal and State tax authorities to improve the tax treatment of conveyances of real estate to passive real estate trusts.

Tax

written by Jaime Martínez | May 29, 2026

Our team in the Tax Practice has a solid experience in providing advice to public and private companies in connection with federal taxation matters in Mexico, as well as in respect of a wide array of international taxation issues.

> *"Nader Hayaux Goebel's team is responsive, knowledgeable and well aware of the fast pace of our transactions. Their results exceed my expectations and I look forward to continue working with them."*
>
> ***— Chambers & Partners 2025***

Particularly, our team regularly advises clients in connection with the tax implications arising in Mexico in regard to their day-to-day operations, mergers and acquisitions, transactions in capital markets, structuring of investment funds, and cross-border transactions.

The members of our Tax Practice have advised clients on the issuance and placement of securities in the local markets. Specifically, they have actively participated in advising clients for the placement of Development Capital Certificates (commonly known as CKDs), Energy and Infrastructure Investment Trusts (commonly known as Fibra E trusts), as well as Exchange Traded Funds (ETFs).

They are also experienced in advising foreign pension and retirement funds in connection with their investments, particularly in the real estate sector.

> *"They handle the tax aspects of high-end transactions and projects, including M&A and capital markets -particularly CKDs, ETFs and Fibra Es-, as well as day-to-day tax matters and those relating to the recent reforms in the Mexican energy sector."*
>
> ***— Legal 500, Tax Latin America, 2021***

Telecoms

written by Jaime Martínez | May 29, 2026

Our Firm has handled some of the largest and most sophisticated transactions in the sector, such as the divestment of the Grupo Atento Mexican subsidiaries by Telefónica S.A., part of a USD$1.34 billion deal, and the headline Televisa – Grupo Salinas joint venture in Iusacell, and the ultimate sale of Iusacell to AT&T for USD$2.5 billion.

> *Our clients consider that the firm Telecoms Practice Group's service is "best known for its robust experience covering regulatory matters and corporate and finance transactions, across the telecommunications and broadcasting sectors, including satellite and fintech."*
>
> ***— Legal 500 TMT Latin America, 2021***

The Firm has represented major players in the sector, such as Grupo Salinas, along with certain key subsidiaries, including specifically Mexico's third largest wireless telecommunications company, Grupo Iusacell, and the second largest mass media company in Mexico, TV Azteca.

The Firm also represents, among others, the second largest mobile phone operator in Mexico, Telefónica Movistar México, as well as Eutelsat (Satelites Mexicanos or Satmex), Mexico's largest satellite operator.

Our Telecoms Group is led by three partners with increasing participation in the telecommunications and broadcasting sectors and highly active in corporate, financial and regulatory matters in such sectors.

Workouts & Insolvency

written by Jaime Martínez | May 29, 2026

Our restructuring, bankruptcy and workouts practice developed in the late seventies, significantly expanded in the early eighties as a consequence of the Mexican financial crisis and has remained a constant.

> *"The firm has a reputed, stand-alone practice, valued for its high level of experience in all aspects of restructuring and workout proceedings, as well as for its expertise in cross-border insolvency issues."*
>
> ***— Legal500 Latin America 2021 (Bankruptcy / Restructuring)***

We have been involved in every aspect of restructurings and workouts including strategic positioning and strategic alliances, structuring, coordination and litigation, documentation, asset divestitures, leveraged buyouts, debt repurchases, debt swaps, debt-to-equity swaps and refinancing through means ranging from take-out lenders, private equity, public offerings of commercial paper, notes and bonds and financial and leveraged leases.

Our restructuring, bankruptcy and workouts practice has generally represented banks including bank syndicates, investment funds, hedge funds and other financial institutions, bondholders and creditors' committees, and has seldom represented debtors.

In addition to our Mexican workout and insolvency expertise, over the years we have acquired an expertise in cross border insolvency issues which has allowed us to work in conjunction with US counsels in the Mexican aspects of matters relating to section 302 and Chapter 15 of the US Bankruptcy Code and securities registration exemptions under the 1933 US Securities Act.

> *Sources highlight the firm's "practical, concrete and valuable advice," adding: "They tell you the pros and cons and are very business-oriented lawyers with great experience."*
>
> ***— Chambers & Partners Latin America, 2021***

We have participated in most of the few Mexican pre-pack insolvency proceedings and have worked with US counsels in doing exchange offers of registered securities in the United States under the 310 exemption of the US Bankruptcy Code.