

# **Nader, Hayaux & Goebel is pleased to announce that Santiago Medina Zavala is a Partner of the Firm as of January 1, 2020**

Category: Firm news

written by Adrián Trejo Santiago | January 6, 2020

Santiago's practice focuses on the structuring and financing of infrastructure and energy projects, government procurement, public-private partnerships and related corporate matters, including joint ventures, mergers and acquisitions.

He has worked in a number of industries including water projects, toll roads, renewable energy, social and cultural infrastructure, where he has advised financial institutions, governmental entities, national and multinational companies and private equity funds.

Santiago is also active in representing financial institutions in the leasing and secured financing of private and commercial aircraft, as well as in different types of asset-based and commercial lending transactions.

He worked as a Visiting Attorney at the New York office of Gibson, Dunn & Crutcher LLP (2013-2014); he graduated from Universidad Iberoamericana, attorney at law (2009) and received his LLM from Harvard Law School (2013).

The Firm is proud of Santiago's partnership. We are certain that in his new endeavours he will further strengthen the Firm's capabilities in some of the Firm's core practices, including projects, aviation and banking & finance.

For more information, please contact:

**Santiago Medina Z.**

Partner / Socio

[smedina@nhg.com.mx](mailto:smedina@nhg.com.mx)

T. +52 55 4170 3019

[Read online biography >](#)

---

## 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 Adrián Trejo Santiago | January 6, 2020

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.