



ETCHEGARAY  
ABOGADOS

## A Boutique Law Firm

Etchegaray Abogados, is a Boutique Law Firm based in Mexico City with a liaison office in Aguascalientes, well-positioned to represent international and national clients.

**We assist companies seeking to expand and consolidate their operations in Mexico.**

INTERNATIONALLY QUALIFIED

GLOBALLY CONNECTED

LOCALLY INFORMED

# Firm Overview

Like many emerging countries, Mexico presents a complex environment with exceptional opportunities and daunting challenges. For national and international private businesses, foreign missions, international organizations, non-governmental organizations, and defense contractors, navigating this unfamiliar legal landscape can be perilous.

Etchegaray Abogados has the expertise and experience to provide a broad range of services to assist you in establishing and managing your operations on a sound legal foundation and to guide you successfully in dealing with challenges and obstacles that may arise.

Our comprehensive grasp of laws and regulations pertaining to conducting business in Mexico enables the firm to offer exceptional, specialized legal services to a broad range of clientele. This deep knowledge base, coupled with our close engagement with Mexican and international institutions, enables us to help our clients conduct Mexican commercial affairs confidently and safely.

We assist our clients in a comprehensive set of services across many sectors, ranging from simple tasks such as setting up or restructuring corporate entities, secretarial corporate services, to advice on complex projects such as power purchase agreements, commercial contracts, family business and high-profile litigation. Etchegaray Abogados experience encompasses Mergers and Acquisitions, Energy, Real State, Automotive, Labor and Employment, Project Finance, Intellectual Property, Public Procurement, Agribusiness , Retail and tax matters.

**At Etchegaray Abogados clients come first.**  
We work hard so that you focus on your core businesses and responsibilities.



Our business model is based not only on assisting clients with their investments in Mexico, but also on getting to know their business and the sector in which they operate, in order to offer an effective service, tailored to their particular needs. This approach enables us to create solid, long-lasting client relationships.

# Practice Areas

## Agribusiness

Mexico is a leading world player in the agribusiness sector which has always been a pillar in Mexico's economy and development. Due to its competitiveness, the agribusiness sector in Mexico has been one of the most dynamic areas of the economy and has attracted material foreign investments in the past decades. Agribusiness clients have been a cornerstone of Etchegaray Abogados since its inception and the Firm takes pride of its track record advising market leaders in crop production, as well as crops processing plants companies, distributors, importers, exporters and producers associations.

## Commercial and Digital World

We focus on acting for clients being changed by technology or the digital world and are at the forefront of the legal market when it comes to advising on strategically significant agreements and transactions. Clients come to us to act not only as expert technical lawyers but as 'trusted advisors' who support the business as a whole and help them to achieve their objectives.

## Companies Law

We provide advice on matters related to: (i) the design of efficient legal structures to streamline foreign investments, reorganizations, startups, statutory agreements, mergers and acquisitions, joint ventures and commercial agreements, among others; (ii) The assistance on the organization and management of family companies, for the purpose of preventing corporate conflicts at the transitions of generation and in the development of companies' protocol; (iii) The permanent advice to local and foreign companies related to the day-to-day business, acting jointly with their in-house advisors.

## Corporate

Our Firm advises clients in some of the most complex local business transactions on a diverse range of corporate matters, including mergers and acquisitions and financing transactions in general. We also counsel shareholders, companies and boards of directors, on general corporate matters, corporate governance and policy issues, incorporation of companies, joint ventures, and corporate and shareholder conflicts. Of particular note is our advice on company incorporation, negotiating shareholder agreements and share covenants, advice to company directors and audit committees, in the preparation and handling of shareholder meetings, mergers, and in corporate dissolutions and liquidations.

## Energy

Etchegaray Abogados provides legal counseling to electric power generators, transporters and distributors in terms of regulatory, contractual and financial issues, including conventional and non-conventional renewable energy, advising domestic and international clients. The legal assistance includes regulatory matters, M&A, Joint Ventures, negotiation of energy commercialization deals (particularly purchase power agreements), project development and financing. Our team, following its in-depth experience in the power sector, is highly qualified to attend the new challenges in this sector.

## Guaranty Trust Services

Through our separate Guaranty Trust entity we provide services oriented towards supporting our clients in achieving their business objectives, with the development of required guaranty trust structures for the managing of their assets and rights. Our services include the guaranty, administration, entrepreneurial and "combined" trust agreements for properties along the coastline and northern frontier of Mexico (restricted zone trust agreements) and in the main industrial and retail developments across the country.

## Immigration

Our immigration group advises a broad range of local and foreign companies in different industries in their compliance with immigration regulations in order for foreign citizens, of any nationality, to be able to enter into our country for purposes of visiting it, doing business or reside, temporarily or regularly, in Mexico, including among others: registration of local companies and/or foreign companies' branches with the Immigration Office; obtaining temporary visas with the Immigration Office, such as, visas based on employment or nationality, among others.

## Intellectual Property Department

We advise on trademarks, commercial names, domain names, utility models, industrial designs, copyrights, software protection, agricultural varieties protection and other issues related to intellectual and industrial property rights, including: licensing, confidentiality, distribution, franchising, license, transfer of technology agreements, and other contracts related to the protection of intellectual property.

### Labor and Employment

We advise our Clients on all matters related to Labor Law, both individually and collectively. Regarding individual Labor Law, we provide personalized advice to address the different issues that arise, from hiring to the termination of an employment relationship. Additionally, we perform audits (Due Diligences) to assess compliance with current labor regulations and the detection of labor contingencies, or to determine contingent values in M&A processes. In matters of collective labor law, we provide advice for the management and strategy in collective negotiations and conflicts.

### Litigation

Etchegaray Abogados Litigation team encompasses a wide range of areas of expertise, where the main goal is to resolve current and potential judicial disputes which affect our clients, in all jurisdictions, as well as the Supreme Court. Etchegaray's litigators are equally strong in handling all types of litigations. The team also participates and assists clients in restructuring processes and complex arbitrations held in our country and abroad, under national and international rules.

### Mergers and Acquisition

We advise shareholders, companies and boards of directors in both hostile and amicable acquisitions, providing our clients the highest level of commitment, creativity, team work and business focus. Lawyers from a variety of practice groups within the Firm work closely to conduct the due diligence of the business and design solutions to minimize risk when representing a buyer and to provide practical alternatives to minimize the post-closing exposure to future liabilities when representing the seller of a business.

### Private Clients and Families

Our team works closely with successful Mexican families and entrepreneurs, structuring their assets in a way that allows them to preserve their wealth and distribute it to their future generations. To that end, we design tax-effective strategies through the use of revocable and irrevocable trusts, private foundations, and other asset protection and corporate structures. We also advise families and high net worth individuals in corporate governance matters with the implementation of family protocols and shareholders agreements.

### Real Estate

Etchegaray Abogados has delivered real estate counsel to clients in a range of areas including acquisitions, cross-border joint ventures, financing, investment structuring and workouts, commercial leasing, land purchases, land development and planning, condominium tower and residential/vacation community developments, hotel operations and management, and regulatory compliance and registrations. We have participated in the structuring of trusts and real estate investment funds particularly in the hotel industry and commercial projects.

### SoftLanding

We support our clients in every phase, from site selection to the opening of a new manufacturing operation in Mexico. Within this area of services, EA assumes responsibility to: (i) incorporate legal entities (i.e. corporations); (ii) prepare the necessary contractual framework, (iii) prepare corporate records and documents for the legal entities; and (iv) grant legal advice on permanent basis as required by the client. Etchegaray Abogados is your business partner, offering you a comprehensive solution to help you start your operation in Mexico.

We provide deep expertise to  
foreign companies investing  
and doing business in Mexico.

# Sectors

## Automotive

Etchegaray Abogados provides expert advice on the automotive industry, a sector that is going through difficult times and facing significant challenges and, therefore, must be in the vanguard of technological breakthroughs, adopting structures and business agreements that help it maintain its leadership in troubled times. We have participated in projects for the construction and enlargement of production plants, labor and regulatory issues, distribution of dealers, franchises and financing, among many other matters.

## Consumer, Food & Retail

The Consumer, Food and Retail sector faces constant challenges to respond to changes in customer demands and demographics, technological advances and shifts in economic power across the globe. Working with corporate clients of all sizes provides us with in-depth knowledge of the diverse Consumer, Food and Retail industry and an understanding of its legal and commercial drivers. We support our clients in proactively responding to these challenges for the benefit of their business. Our lawyers help clients navigate through these challenges, working across borders to find simple, creative solutions in response to local legal and commercial developments affecting their business in Mexico.

## Family Business

At Etchegaray Abogados, we have provide multidisciplinary services, offering expert tax and legal advisory services to family businesses. To do so, a complete understanding of how the business works and a particular sensitivity to inter-family relations lie at the heart of our professional approach. Our close proximity to clients thanks to our extensive office network and our steadfast commitment to quality and client service further supports this. Among others, we actively assist our clients with the preparation of family protocols as framework agreements that establish the code of conduct that regulates family members' relationships with the business from the standpoints of governance, management and ownership.

## Hotels, Resorts & Tourism

Mexico is the seventh most important market in the world in terms of both size and revenue covering all the luxury brands like specialty-select and upper-upscale segments. Mexican hotel industry revenue is predicted to reach US\$5,700m in 2021, up 20% from annual revenues just five years ago. We help hotel developers, operators, financiers, investors and service providers capitalize on opportunities in the hospitality industry while complying with regulatory requirements and minimizing risks in Mexico.

## Industrials, Manufacturing & Transportation

New technologies, disruptive business models, uncertainty in the global economy and political landscape, and slow growth of global demand are the major challenges in the Industrials, Manufacturing & Transportation industries. All companies in Mexico are struggling with the digitization and the internet of things, and some have to reinvent themselves, because their current business model is under threat. Automated driving and electric mobility are just two illustrative buzz words for this phenomenon. We help leading organizations implementing their strategy by developing and delivering commercially effective and innovative solutions while doing business in Mexico.

## Power & Utilities

We have a market-leading power and utilities practice focused on delivering complex power, renewables, distributed generation, waste and water deals in Mexico. We advise clients (sponsors, energy operators and finance providers) on a wide range of transactions in the electricity, mining and renewable energy sectors, among others. Our multidisciplinary structure means that the energy group boasts lawyers specializing in corporate/commercial, regulatory, as well as litigation and arbitration. Etchegaray Abogados provides advice on the development, construction, operation and maintenance of power plants and facilities.



## In numbers:

15

Practice  
Areas

75%

International  
Clients

95%

Repeat  
Clients

65%

M&A  
Transaction  
Deals

# Added Value

- **Boutique Law Firm**

Assistance across multiple legal practice areas

- **M&A Transactional Deals**

Leading and closing 4 deals a week

- **Strong Local Expertise**

We become a strategic legal partner of our clients in significant transactions

- **Strengthening your business in Mexico**

Advise our clients in entering and expanding their operations in Mexico

- **Overcome the challenges**

We help clients competing in today's new world economic order

- **Fortune 500**

Many of our clients are listed as well in Dow Jones, DAX, and the Mexican Stock Exchange.

- **Hundreds of MW's of Solar Power Projects**

Full project lifecycle experience, unrivalled legal expertise and global best practice knowhow, nobody knows solar like we do.

We bring our market leading corporate and finance capabilities, as well as our experience to advise foreign companies on complex transactions in Mexico.

# Best Friends

Etchegaray Abogados maintains privileged relationship with leading independent law firms in North America, and key European jurisdictions, as well as in all other important jurisdictions worldwide. Our long-established relationships with top law firms in the United States of America, Canada, England, Germany and Spain, continue to be a local point of our international presence.

Visit [etchegarayabogados.com](http://etchegarayabogados.com) for learn more.

## Headquarters

### **Mexico City, Mex.**

#### **Etchegaray Abogados**

Paseo de los Tamarindos 400 A  
Suite 101 int. 4, Col. Bosques de  
las Lomas C.P. 05120 México, CDMX.

☎ +52 (55) 3683 5368

### **Aguascalientes, Ags.**

#### **Etchegaray Abogados**

Av. Ignacio Zaragoza 713  
C.P. 20000 Aguascalientes, Ags.

☎ +52 (449) 143 9449

## Corresponsal

### **Germany**

#### **Slopek Vonau Rechtsanwälte**

PartG mbB, Zippelhaus 6,  
20457 Hamburg.

---

#### **Görtz Legal**

Mittlerer Pfad 19,  
70499 Stuttgart.

### **Malaga, Spain.**

#### **Gómez-Villares & Atencia Abogados**

C/ Casas de Campos,  
4 · 1ª planta 29001.  
Málaga.