

LATIN LAWYER

Mexican firms make new partners

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Firms in Mexico have kicked off 2018 with promotions and hires, with several promoting talent in their disputes groups, alongside other additions across tax, labour and infrastructure.



Von Wobeser's Manzano and Saez; and Hogan Lovells' Valdes , Fuertes and Fernandez

Von Wobeser y Sierra SC takes its total partner count to 15 with the promotion of two lawyers to partner. The firm has one of the best disputes offerings in Mexico. It is especially well-known for international arbitration, and has opted to fortify its strongest practice area. Arbitration lawyer Montserrat Manzano's promotion will address the rising number of arbitration cases the firm is handling, according to managing partner Claus von Wobeser. Manzano, 37, has experience advising on public works contracts in the construction and energy sectors, and is the first female partner at the firm.

The firm also promoted real estate lawyer Pablo Saez, 37. Real estate is a growing area at Von Wobeser. Until recently it was led by several corporate partners, but Saez now takes over leadership of the seven-strong real estate practice. Saez is also a member of the 20-lawyer corporate group, which is led by Luis Burgueño.

Another firm adding weight to its arbitration practice is [Hogan Lovells \(Mexico\)](#). As part of an annual global promotions round that saw the firm make 31 new partners and 38 counsels worldwide, the firm promoted Jorge Valdes King, 33, to partner in the Mexico City office. Valdes began his career with Hogan Lovells back in 2006, moving up the ranks to become counsel in 2016. He specialises in international arbitration, litigation and bankruptcy. Fellow Mexico City lawyer Mary Carmen Fuertes, 33, becomes counsel, having joined the firm in 2011 as an associate. She is a member of the firm's labour practice. Hogan Lovells has also promoted Miami-based Gaston Fernandez, 37, to partner. He focuses on Chinese-Latin American investment, project development and finance. Fernandez previously worked in the Beijing office of Chinese firm DeHeng and the Beijing office of Hogan Lovells, before transferring to Miami in 2011. There are now 16 partners in Hogan Lovells' Miami office and 17 in Mexico City.



Martínez Algaba's Cordero; Rico Robles' Bonnett; De La Vega's González; and González Calvillo's Mancera and Becerra

Other firms promoting disputes lawyers are specialist litigation firm Martínez, Algaba, de Haro y Curiel and Rico, Robles, Libenson y Bernal SC. Martínez Algaba has promoted Ricardo Cordero, 34. Like Von Wobeser y Sierra, the firm expects the number of commercial litigation and commercial and investment arbitration cases it is handling to increase over the coming year. Cordero joined the firm in 2008 and has experience in litigating before local and federal courts. He also mentors junior lawyers and trainees.

Rico Robles promoted Andres Bonett, 33, to partner. He strengthens the firm's administrative and regulatory litigation practice, and brings the firm's total partner count to six. Founding partner Gustavo Robles predicts the infrastructure projects launched in Mexico over the last two years will "start breaking ground" in 2018, which will become exposed to third-party

opposition. As such, client demand for regulatory and administrative advice is expected to increase.

Mexican disputes firm Malpica, Iturbe, Buj y Paredes, SC has opted to reinforce its international links by welcoming Peruvian firm Estudio Rodríguez Angobaldo Abogados into its Association of Correspondents in Litigation and Arbitration (ACLA). This follows the departure of former firm Reggiardo & Grau Abogados. Malpica established the disputes referral programme in 2016. It now comprises four firms from Peru, Chile, Colombia and Mexico.

The programme has some 80 lawyers across the four jurisdictions, and aims to provide an alternative for cross-border disputes counsel. Name partner Carlos Malpica Hernandez notes the programme's big plans for 2018: "We want to invite additional members from other countries – Argentina is the next target; Uruguay and Paraguay could follow too."

Like Hogan Lovells, other firms are boosting their labour practice. De La Vega & Martínez Rojas (which was founded in 2016 by the former founder of boutique labour firm Littler's Mexico branch, Oscar de la Vega, and fellow ex-Littler partner Ricardo Martínez-Rojas) has increased its partner count to four after it poached labour associate Nadia González Elizondo, 41, from Santamarina y Steta. González is the only partner based in Monterrey, with the firm's head office in Mexico City. González heads the consulting practice and specialises in labour and employment law affecting both international and multinational companies in Mexico. "Due to the huge amount of new international clients, we needed to bring in talented lawyers with significant skill and experience in labour matters related to global companies," says partner Oscar de la Vega of the decision to hire González.



Baker McKenzie's Morales-Chavez, Vela, Hoyos-Robles and Pasalagua-Ayala

Meanwhile, [Baker McKenzie \(Mexico\)](#) has promoted three to partner and one to counsel. Tax practitioners Victor Morales-Chavez and Allan Pasalagua-Ayala were promoted to partner and counsel respectively. Morales-Chavez specialises in corporate tax, non-resident taxation and international tax treaties, while the firm's newest counsel will use his expertise in transfer pricing, advance pricings agreements and audits.

José Hoyos-Robles has become partner in the international commercial practice. He focuses on foreign trade, customs matters and trade compliance. Carlos Vela Treviño becomes partner in the intellectual property practice, heading the firm's privacy and data protection efforts in Mexico.

Elsewhere, full-service firm [González Calvillo, SC](#) has promoted two to partner. Luis Mancera, 51, joined the firm in 2014 as counsel and now leads the constitutional, administrative, regulatory and telecoms practice. He brings extensive in-house and governmental experience to the role, having formerly been chief federal tax prosecutor, general counsel to the Ministry of Finance, chief of the banking and savings unit at the same ministry and vice president of legal and regulatory affairs at Grupo Televisa.

Project finance and corporate lawyer Hernando Becerra de Cima, 37, has been an associate at the firm since 2010. He focuses on the infrastructure sector and did a three-year placement as international associate at the New York office of Milbank, Tweed, Hadley & McCloy LLP between 2011 and 2014. His promotion comes three months after the firm bolstered its transactional department with the [hire](#) of Antonio De Lisi, whose practice spans corporate, finance, infrastructure development and joint ventures.

Promotions in Mexico 2017

| Month announced | Law firm | Partners prior to promotions | No. new partners | Promotions as % of partnership | Names of promoted lawyers | Practice areas of promoted lawyers |
|-----------------|----------------------------------|------------------------------|------------------|--------------------------------|---|---|
| January | Chévez, Ruiz, Zamarripa y Cía SC | 16 | 5 | 31.25 | Enrique Cevallos, Roberto Padilla, Jose Mesta, Aurelio Aguilar and Jorge Diaz | Tax |
| November | Garrigues | ? | 1 | ? | Gabriela Pérez | Tax, Corporate and M&A, Banking & finance |

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|----------|--|----|---|------|---------------------------------------|--|
| January | González Calvillo, SC | 20 | 1 | 5 | Cristina Massa | antitrust, energy |
| January | Hogan Lovells BSTL | 20 | 1 | 5 | Miguel Ángel Mateo Simón | project, energy |
| January | Jones Day (Mexico) | 18 | 1 | 5.6 | Marcus Quintanilla | Arbitration, Energy, Dispute Resolution |
| January | Sanchez Devanny | 17 | 1 | 5.9 | Mariana Eguiarte | Tax |
| January | Santamarina y Steta | 22 | 2 | 9 | Carlos Argüelles and Pablo Laresgoiti | Corporate and M&A, Debt Capital Markets |
| January | SOLCARGO (Solórzano, Carvajal, González y Pérez-Correa SC) | 8 | 1 | 12.5 | Abimael Hernández | Bankruptcy |
| November | White & Case SC | 21 | 1 | 4.8 | Daniel González Estrada | Litigation, Corporate and M&A, Environment |
| January | Nader, Hayaux & Goebel | 13 | 1 | 7.7 | Diego Sánchez | Capital markets |

Practice area : Tax, Labour, Project finance & infrastructure, Arbitration, Real estate & tourism, Litigation, Administrative law, Intellectual property
Country : Mexico

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