

**ALBERTO G SAAVEDRA O**

Partner

**Santamarina y Steta SC**

Mexico City

Age: 39

**Practice area(s):** Securities, real estate, finance, asset securitisation, corporate finance, structured lending.**Education:** Universidad Iberoamericana AC – law degree (1987).**Employment:** Santamarina y Steta SC, law clerk (1983-87), associate (1987-91), partner (1992-); he has also been on the board of directors or a statutory auditor for several companies, including John Deere SA de CV (1986-91), Grupo Embotelladoras Unidas SA de CV (1988-96), the Fundación Mexicana para la Calidad Total (1988-2002) and the British American Chamber of Commerce AC.**Track record:** Represented several financial and stock market projects, among others those involving the creation of Invex Casa de Bolsa SA de CV (Invex brokerage firm); the arbitration of several conflicts such as that between the stockholders of Real Turismo SA de CV; representation of the Federal Government and the company when Telefonos de México SA de CV became a private

company; representation of the group purchasing Mexicana de Cobre SA de CV and Mexicana de Cananea SA de CV; the public investment of Grupo Televisa SA de CV; the association between Price Club and Controladora Comercial Mexicana SA de CV; as advisor of the Spanish bank BBVA in the acquisition of Bancomer and advising efforts in the public and private sector for the launch of microlending programmes. Represents Santamarina y Steta on the Pacific Rim Advisory Council, an organisation of 23 firms from around the Pacific Basin.

**Q1:** The leadership of Agustín Santamarina V, who is an exceptional lawyer and human being.**Q2:** To contribute to the well-being of my clients and to work in the service of Mexico.**Q3:** Being able to transmit values to students as a law professor.**Q4:** Service of the highest quality based on ethical standards is the only professional ambition I look for. This constitutes a continuous challenge.**What others say:** "I head a Mexican financial group that was formed 10 years ago, the first of the new groups created as the result of the changes in the financial laws. Mr Saavedra played a key role in the

achievement of the project, including negotiations with the authorities, and obviously has an excellent knowledge of the law. He continues to be our secretary of the board and outside counsel. I think highly of him. He is smart, knows the law very well and has good judgement. He is now one of the main partners of the traditional law firm of Santamarina y Steta, even though he still is very young" – Juan Guichard, Invex; "Every time I worked with Alberto he was always smart, profound, wise and helpful, with a splendid sense of humor and goodwill" – Javier Mondragón Alarcón, Telmex; "He is a well-focused and creative lawyer" – Bernardo González-Aréchiga, Instituto para la Protección al Ahorro Bancario (IPAB)

**Peers:** "Very professional and competent"; "He is without question one of the most outstanding young lawyers in Mexico. Negotiating and dealing with him has been a privilege and a pleasure. He meets the highest standards of professionalism in Mexico and his work is of outstanding quality"**ALEJANDRO SAINZ ORANTES**

Partner

**Cervantes, Aguilar-Alvarez, Sainz y Verdusco**

Mexico City

Age: 32

**Practice area(s):** Corporate, financial and commercial law, including antitrust, mergers & acquisitions, foreign investment, joint ventures, infrastructure projects, and energy and telecommunications transactions.**Education:** Universidad Panamericana – attorney at law (1993); Escuela Libre de Derecho – postgraduate studies in Corporate, Banking and Finance Law (1995); Universidad Panamericana – Diploma in the North America Legal System; Harvard University – postgraduate studies in US Law and Business Transactions (1996).**Employment:** Hale and Dorr, Boston, foreign associate; Universidad Iberoamericana, teaching Business Law and Commercial Contracts; Grupo Dixon, SA de CV, director; Jáuregui, Navarrete, Nader y Rojas, partner; Cervantes, Aguilar-Alvarez, Sainz y Verdusco, founding partner; certified Mediator of the Instituto Mexicano de la Mediación AC; secretary of the boards of directors of various Mexican companies.**Track record:** Represented Alliant Energy International Inc in its association with Mexican and US investors in the development, structuring, financing, construction and implementation of the largest tourist development in the state of Sonora, and among the top five projects underway in the country; represented Grupo Dixon, a public company, in various M&A deals and complex corporate and financing restructures; advised Kidde Group in M&A transactions and on the full corporate reorganisation of its operations in Mexico; advised the state of Querétaro, Mexico, in the analysis of the legal structure of its water distribution system, the feasibility of its restructuring and the participation of private investors; represented various foreign finance institutions, as well as borrowers, with respect to the implementation of financing deals and the creation of complex security structures over assets located in Mexico; advised Telesystem of Canada in the various corporate and regulatory issues relating to its participation in a Mexican company with a nationwide concession to render telecommunication services throughout Mexico.**Q1:** The complexity of finance and transactional work and the involvement with the business aspects thereof.**Q2:** To be able to meet the needs of clients, and help them to achieve their objectives, as well as to develop solutions to the issues and challenges our clients face. Working closely with our clients to develop the required strategies.**Q3:** Having the opportunity to successfully found, with other well-

known Mexican lawyers, Cervantes, Aguilar-Alvarez, Sainz y Verdusco, a medium-size law firm specialised in international business transactions and controversies.

**Q4:** Providing specialised legal services of the highest quality and effective client service; consolidation of our firm as one of the top-tier law firms in Mexico.**What others say:** "His abilities to think beyond the 'lawyer's box', thinking like the client, and providing the required advice were very well demonstrated. Working with my previous company I had the opportunity to establish relationships with several lawyers from different law firms in Mexico. I have found that none of them can be compared to the level of sound advice that I receive from Mr Sainz" – Luis Martínez, Alliant Energy**Peers:** "Alejandro Sainz is a very capable and hard-working attorney; I worked with him, representing a different party, for a period of two years on one of the most complicated transactions I have ever been involved in, with excellent results"; "He is very professional in his dealings with his clients, opposing parties and counsel. His drafting in both English and Spanish is impeccable and he works tirelessly to achieve his client's goals. He is personally delightful and I recommend him enthusiastically and without any qualification whatsoever"; "His research and analysis skills were of high quality, as was his academic work"; "My impression of his abilities, professionalism and dedication as a lawyer is of the highest"**FEDERICO SANTACRUZ GONZÁLEZ**

Partner

**Ritch, Heather y Mueller SC**

Mexico City

Age: 34

**Practice area(s):** Energy, securities and banking, aircraft finance, corporate**Education:** Universidad Nacional Autónoma de México CA (UNAM) – licenciatura (1993); Columbia University, New York – LL.M (1996).**Employment:** Bufete Rogers SC, legal trainee (1992); Ministry of Commerce and Industrial Development – General Directorate of Foreign Investment, legal analyst (1993); Ritch, Heather y Mueller SC, legal associate and associate (1993-95), associate (1998-2000), partner (2001-); Cravath, Swaine & Moore, New York, foreign associate (1996-97).**Track record:** Currently an alternate member of the board of Grupo Financiero Sotibank Inverlat, SA de CV; currently representing Iberdrola Energía, the major private electric energy producer in Mexico with more than 2,000 MW capacity installed or under

construction in different areas relating to its energy business, including negotiation of long-term energy supply agreements, gas purchase agreements, services and spare parts agreements, antitrust and corporate reorganisations; represented and currently represents DB Capital Partners (an affiliate of Deutsche Bank) and Mexhidro in respect of their joint investments in several hydroelectric projects in Mexico, including negotiation of joint venture agreements, long-term power purchase agreements, operation and maintenance and other related agreements; represented Occidental Oil &amp; Gas (Oxy) in respect of its investment in a Mexican gas transportation company and the related collateral package; represented American Electric Power in respect of proposed power-related investments in Mexico; represented JP Morgan Securities Inc and underwriters in connection with the rights offer of Grupo Iusacell, SA de CV, the second-largest mobile phone company in Mexico (approximately US\$400 million).

**Q1:** The challenge involved in each particular transaction and the complexity of their structuring.**Q2:** The possibility of contributing to transactions of major importance to Mexico's development.**Q3:** Having made partner at Ritch, Heather y Mueller.**Q4:** To continue providing professional advice to our clients and keeping my firm in the forefront of our clients' minds.**What others say:** "I'm not surprised to see that Federico is considered as one of the brightest young Latin American lawyers as I can only say good things about him. Federico is an extremely professional lawyer with a deep and broad knowledge of corporate law. Not only is his genuine spirit of service most valuable for us but the great accuracy and quality of his advice and mandated work has made a tremendous contribution to the business success of HVB Group here in Mexico" – Son Vu, director, HVB Group; "An exceptionally brilliant and creative legal counsel. He has been instrumental in guiding our firm through the intricate and complicated Mexican legal environment, specifically in the realm of mortgage and aviation law" – David Casal, manager, Bombardier Corporation**Peers:** "One of the most reputable young lawyers within Ritch, Heather y Mueller SC"**LUIS D SANTOS JIMÉNEZ**

Partner

**Von Wobeser y Sierra SC**

Mexico City

Age: 34

**Practice area(s):** Competition, arbitration, M&A.**Education:** Escuela Libre de Derecho – law degree (cum laude); Escuela Libre de Derecho – postgraduate courses on Obligations and Contracts and Tax Law.**Employment:** Attorney General of the Republic, assistant to the Assistant Attorney General of Process Control (1991); Rubio Villegas y Asociados SC, associate (1992); Von Wobeser y Sierra SC, associate (1993-95; 1996-97), partner (1997-); International Court of Arbitration, Paris, legal clerk in International Commercial Arbitration (1995); Instituto Tecnológico Autónomo de México (ITAM), assistant professor of antitrust law and International Commercial Arbitration.**Track record:** Has represented: Duhamel in cable TV joint venture with a US company (COX) invested in a Mexican cable group; Motorola, which has acquired several cellular regions in northern Mexico; NBC in an arbitration case against TV Azteca; MVS in a pioneer monopoly case in which the client fought for radio frequency bands against a cable company; Thyssen-Krupp on antitrust matters

in the international merger between Thyssen and Krupp; Valeo, regarding a joint venture with Osram for a lighting business in Mexico; Henkel, for the acquisition from Colgate of a landmark trademark in the detergent sector; Project Nappa, on the competition, corporate and financial aspects of an international restructuring of chemical business (Stahl companies); Diageo, on the acquisition of the liquor and spirits business of Seagram Company.

**Q1:** My preference for civil and commercial law subjects during my studies led me to choose corporate work in my professional life. I began my career dealing with general corporate matters and then began to handle more complex M&A work.**Q2:** I find the most satisfying aspect is the fact that my skills can help people establish a good, clear relationship, which contributes to the general health of the business environment and eventually contributes to achieving justice in the solution of any legal problems that may arise. Additionally, there is a considerable need for human interaction, so there is every opportunity to get to know other people. International work extends this characteristic in that the relationship is with people from other countries, with different languages and diverse cultures. Furthermore, a high degree of responsibility is often linked to a high degree of satisfaction and no more so than when the work requires a high level of sophistication because of the requirement for clear understanding of the needs and problems of the business world, which in turn imposes a good deal of responsibility on the professional.**Q3:** The privilege of becoming an arbitrator in an ICC case, between a US plaintiff and a Hong Kong defendant, at the age of 28. At that

point I felt I had become a true player in the international legal community, handling a real case in which I was a key element. My decision would determine the fate of real businesses and would be binding as the final word among international entrepreneurs. As I say, I think responsibility is somehow linked to satisfaction, and I enjoyed the satisfaction of fulfilling my responsibilities in this case.

**Q4:** I am a strong believer in day-to-day effort. I think that the longest journey not only begins with the first step, but more importantly is also made step by step; sometimes taking one more step is harder when it is the millionth step than when it is the first. I believe that perseverance is the quality lying at the core of success and consequently my goals are based on hard and continuous work. I would like to be recognised as one of the leading lawyers in my fields of expertise. My ambition is to achieve prestige based on nothing more than hard work excellently undertaken. To the extent I achieve this, my preeminence as a partner in my firm will also grow, and I will continue to progress to the top of my profession.**What others say:** "I have always found Luis to be professional, very capable, enthusiastic and client-focused" – Joshua Sherbin, Valeo; "Friendly, intelligent, and a pleasure to work with" – Gregory Gaglione, associate general counsel and assistant secretary, Henkel Corporation**Peers:** "An uncommonly brilliant and sharp lawyer who is always involved in the most important corporate deals in Mexico, and never fails to provide great solutions in matters where everybody else gets stuck"; "My professional relationship with him has concerned delicate antitrust matters. In this regard he displays high degree of professionalism, and the quality of his work is very fine"