

M. Jorge Yáñez V.

Partner

Monterrey

Mexico City

Biography

M. Jorge Yáñez uses his considerable experience to counsel clients on their corporate concerns, including mergers and acquisitions, project financing, international trade, real estate, renewable energy, environmental and natural resources, entertainment (gaming regulation), and immigration.

Jorge negotiates joint ventures and acquisitions of private and public companies. He has led teams in complex transactions, from the due diligence phase to the negotiation of transactional documents and post-closing actions. Jorge guides clients through the process of establishing a presence in Mexico through the acquisition or creation of startup subsidiaries. Due to his successful transactional practice, Jorge was named lead counsel for the day-to-day operations of numerous clients.

He also has a deep understanding of custom matters and trade remedies and has defended the interests of international clients who were investigated in Mexico for international unfair trade practices. He defended clients in NAFTA Panel appeals, and has been a frequent researcher of WTO disputes.

Jorge has authored the Mexican chapters of the *International Due Diligence* and *International Joint*



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Languages

English

Spanish

Practices

Mergers and Acquisitions

Joint Ventures

International Trade and Investment

Real Estate

Environment and Natural Resources

Immigration

Infrastructure, Energy, Resources,
and Projects

Ventures manuals published by the American Bar Association (ABA) and participated in an upcoming ABA publication on public company takeovers.

Representative experience

Led team in the negotiation of the joint venture of Lafarge and Elementia for the development of cement plants in Mexico.

Represented Vice Media in the acquisition of Mexican licensor to start direct operations in Mexico.

Represented Del Monte Corporation in the sale of food industry assets in Mexico.

Led legal team representing Innergex in the negotiation of a joint venture with Comexhidro for the establishment of a 65MW plant in Puebla, Mexico.

Acted as counsel for a subsidiary of Rich Products Corporation in the negotiation and subsequent dissolution of a joint venture with Grupo Bimbo.

Represented Pfizer in the sale and divestitures of assets in Mexico.

Represented Fairmount Santrol in the acquisition of chemical plants in the Monterrey area.

Represented Aweco in the sale of assets and real estate properties in Monterrey for the production of parts for home appliance brands.

Acted as co-counsel for Pilgrim's Pride in the antitrust clearance for the acquisition of the Mexican operations of Tyson Foods.

Lead counsel representing Pilgrim's Pride in the anti-dumping investigation in Mexico against imports of U.S. chicken leg quarters.

Acted as co-counsel of Honeywell in the anti-dumping investigation in Mexico against imports of U.S. ammonium sulfate.

Gaming Law

Latin America Regional Practice

Industries

Automotive

Consumer

Energy and Natural Resources

Real Estate

Technology & Telecoms

Life Sciences and Health Care

Lead counsel for Valspar in the sale of decommissioned plant in Monterrey.

Lead counsel of Valspar's Mexican subsidiary in the anti-dumping investigation in Mexico against imports of U.S. ether solvent.

Acted as co-counsel in the strategy implemented by Bacardi for maintaining water rights, including the release of liability to pay punitive fines.

Lead counsel for Cushman & Wakefield in the termination of the joint venture with Grupo Accion and full takeover of its operations in Mexico.

Co-counsel for Pfizer in the strategy for remediation of industrial sites in Mexico.

Represented shfl Entertainment (a Bally Technologies subsidiary) in the negotiations for the supply of equipment for gaming locations in Mexico.

Lead counsel representing the Chinese steel industry in the anti-dumping investigation in Mexico against imports of Chinese Steel Plate.

Team leader for Mexico in the cross-border transaction where Bacardi acquired Patron Spirits AG.

Acted as Hogan Lovells team leader in the acquisition by Repsol Downstream International S.A. of a joint-venture participation in Bardahl de México, S.A. de C.V.

Awards and rankings

- International Trade/WTO (Mexico), *Chambers Latin America*, 2011-2020
- Acritas Star, *Acritas Stars Independently Rated Lawyers*, 2019-2020
- M&A & Governance, *Who's Who Legal*, 2018-2020
- Environment, *Latin Lawyer 250*, 2018
- Trade, *Latin Lawyer 250*, 2018
- International Trade/WTO (Mexico), *Chambers*

Areas of focus

Anti-dumping and Countervailing Duty Investigations

CFIUS and Foreign Investment Reviews

Corporate Occupiers

Food and Beverages

Retail and Consumer Goods

Power: Renewable Power

Mining and Resources: Mining Water

Public Company Mergers and Acquisitions

Cross-border Mergers and Acquisitions

Carve-outs, Spin-offs, and Split-offs

Hostile Takeovers and Takeover Defense

Special Committee and Independent Director Representations

Education and admissions

Education

Postgraduate Degree, Escuela Libre de Derecho, 1995

Master of Laws, Columbia Law School, 1993

J.D., Universidad Nacional Autónoma de México, 1991

Global, 2015-2020

- Corporate/M&A (Mexico), *Chambers Latin America*, 2011-2012

Latest thinking and events

- Published Works
 - New national environment and natural resources policy *International Law Office*
- Hogan Lovells Publications
 - USMCA's rapid-response labor mechanism
- Analysis
 - USMCA vote imminent after agreement on changes to enforcement, labor, environment, pharmaceuticals
- Hogan Lovells Publications
 - USMCA vote in U.S. Congress appears imminent after agreement to change provisions on enforcement, labor, environment, and pharmaceuticals *International Trade Alert*
- Hogan Lovells Publications
 - AFTA NAFTA: USMCA and the path forward *International Trade Alert*
- Webinar
 - The U.S. Election Results Are In: A Look at What the Outcome Means for Mexico/U.S. Relations

Memberships

Member, American Bar Association

Member, Mexican Bar Association
