

# CERVANTES SAINZ



## Alejandro Sainz

Partner

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Alejandro Sainz leads the Insolvency & Restructurings practice group and leads the Mergers & Acquisitions Practice Group of Cervantes Sainz S.C. He represents and provides legal advice to national and multinational clients in a broad range of transactional matters, providing legal advice in the areas of corporate, finance and commercial law, including reorganizations, restructurings and work-outs, bankruptcy and cross-border insolvency procedures (*concurso*), sale & acquisition of distressed assets and securities, corporate finance, mergers & acquisitions, foreign investment, joint ventures, infrastructure, real estate, and telecommunications transactions.

### Significant Representations

With respect to the restructuring & insolvency area, in domestic and cross-border transactions, Alejandro has:

- Represented the ad-hoc committee of U.S. noteholders in the cross-border restructuring procedures of Satmex in 2005 and 2011, including the issuance of a new note, and on the M&A transaction implemented in 2013;
- Represented Grupo Iusacell and Iusacell Celular in the cross-border restructuring and *concurso* procedures;
- Represented Grupo Sare and Copamex in their out-of-court restructuring proceedings;
- Advised various creditors in the Mexican legal aspects of the U.S. insolvency procedure of Tower Automotive;
- Advised certain creditors in the cross-border insolvency procedures of *Majapara*, *Compañía Mexicana de Aviación*, and *Urbi*;
- Represented the ad-hoc committees of noteholders in the cross-border insolvency procedures of *Corporación Durango*, *Cementos Chihuahua*, *Comercial Mexicana*, *Vitro*, *Maxcom*, *Hipotecaria Su Casita*, *Homex*, *Geo* and *Oro Negro*, among others.;

Likewise, among other restructuring and insolvency matters, Mr. Sainz is currently representing (i) the ad-hoc committees of bondholders in the cross-border insolvency and restructuring procedures of *Oceanografía*, *Cozumel Caribe* and *Latina offshore Holding* (ii) *ICA* in its restructuring and reorganization procedure, and (iii) and various creditors in the *concurso* procedure of *Fadesamex*.

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## Awards and Recognitions

He was selected by Latin Lawyer as one of Mexico's top lawyers and by The International Who's Who of Insolvency & Restructuring Lawyers as one of the world's pre-eminent insolvency & restructuring lawyers. Mr. Sainz was also appointed by Chambers and Partners as one of Mexico's premier insolvency and restructuring lawyers. Chambers quoted that he *"has a solid grounding in M&A work and is active in some of the major restructurings underway in Mexico"*.

He handles cross-border insolvencies both in and out of court, and is widely praised by sources as *"an astute commercial lawyer - he has an excellent knowledge of the Mexican legal system, and he really speaks his client's' language"*.

Mr. Sainz is the author of multiple articles and publications in transactional, corporate and insolvency matters. Among others, he was selected by Latin Lawyer and Chambers and Partners to contribute with the chapter of "Mexico: Restructuring".

## Background

- Cervantes Sainz, (Founder), Partner
- Jáuregui, Navarrete y Nader, Partner
- Santamarina y Steta, Associate
- Wilmer Cutler Pickering Hale and Dorr (Boston, Massachusetts), Foreign Associate.

## Education

- Universidad Panamericana, Postgraduate Studies in Tax Law, 2009
- Harvard Business School, Executive Education, Diploma Programme in Negotiation, 2004
- Harvard University, Postgraduate Studies in U.S. Law and Business Transactions, 1996
- Escuela Libre de Derecho, Postgraduate Studies in Corporate, Banking and Finance Law, 1995
- Universidad Panamericana, Diploma Program in North American Legal System, 1993
- Universidad Panamericana, *Licenciado en Derecho* (J.D. equivalent), 1993.

## Memberships / Professional Activities

Member of the Mexican Bar Association, International Bar Association, American Bar Association, and Iberoamerican Institute of Insolvency Matters. Former professor of business law and commercial contracts at Universidad Iberoamericana. Active speaker in international conferences and seminars on Mexican business legal issues, particularly on matters dealing with restructurings, insolvency procedures and foreign investment. Certified Mediator of the *Instituto Mexicano de la Mediación, A.C.* Board member of a prominent private financial group and several public and private corporations.

## Languages

- Spanish
- English