



CRISTINA MASSA SÁNCHEZ

✉ cmassa@sainzmx.com

☎ (52) 55 9178 5052

🗨 Spanish | English

PRACTICE AREAS

- Antitrust and Competition

Cristina Massa Sánchez specializes in antitrust and competition, with particular focus on regulated sectors such as energy, infrastructure, financial services and telecom. She has 25+ years' experience in Mexico and abroad, both in the public and private sectors, and is a trusted advisor for major domestic and international companies.

Cristina was for ten years the leader of the antitrust practice at a top Mexican law firm, where she was the first female equity partner and the first woman to sit in the firm's executive committee. She is a former Commissioner of the Mexican Antitrust Commission (also the first woman to occupy that position), Ms. Massa advises and represents major public and private companies, as well as investment funds participating in the Mexican market. Her experience includes the handling complex merger control procedures, general antitrust advisory, the design and implementation of compliance and training programs for major companies, and providing advice and representation in antitrust investigation proceedings: cartel behavior (with or without leniency), abuse of dominance and barriers to entry.

She is an independent board member at FIBRA e MX, a publicly-traded investment vehicle holding more than MXP 6 billion in infrastructure assets.

Cristina is also actively involved in initiatives, organizations and networks to foster diversity, equity and inclusion of women and underrepresented groups to the workplace. She won Chamber & Partners' Gender Diversity Lawyer of the Year Award for Mexico in 2019.

She has been a lecturer at ITAM and CIDE at the undergraduate and graduate levels, and is consistently invited to speak at the most prominent antitrust events and seminars.

Cristina is admitted to practice law in Mexico and New York.

RELEVANT MATTERS

Obtaining unconditional pre-merger approval for:

- IFM in its successive acquisitions of stakes in the toll-road concession business of OHL (now Aleatica), worth over US \$2.6 bn.
- Abu Dhabi Investment Authority, in various portfolio transactions in sectors such as crop protection and infrastructure.
- Atlas Holdings, in various portfolio transactions in the automotive autoparts and editorial industries.
- Advent, in various portfolio sales and acquisitions, in sectors such as Pharma and IT services.
- DuPont, in its US \$132 bn merger-of-equals with Dow Chemicals.
- Allergan, in its US \$40 bn sale of its generic pharmaceutical portfolio to Teva.
- Ontex, a Belgian publicly-traded company, in its sale of its Mexican hygiene products business to Softy's.
- Macquarie, in its US \$1.3 bn acquisition of a stake to develop Norte III, a complex power facility.
- RIUSA, in various real estate purchases and sales, including hotels and commercial facilities.
- Grupo Alfar, in its acquisition of C&A operations in retail clothing in Mexico.
- Grupo Mariposa, in various industrial acquisitions in the food and beverage sector.
- KIO Networks, in its US \$400 million acquisition of MetroNet.

Advising and representing defendants and third parties in cartel behavior and abuse of dominance investigations and barriers to entry proceedings, including:

- Mastercard, in COFECE's probe into the market payments system, regarding barriers to entry for switching and other processing services in credit and debit card transactions in Mexico.
- A major shopping malls management company in an investigation for alleged coordinated discounts in commercial rents during the pandemic.
- A leading hygiene products company in an investigation for price fixing in diapers and adult incontinence products.
- A soccer club in an investigation for illegal salary caps and transfer restriction in the players' draft.
- The largest Mexican company in the clinical labs and blood banks market, in an investigation for market segmentation research by territory and product.
- A company that produces radiological equipment, in the investigation for alleged absolute monopolistic practices.

Antitrust and competition strategic advice and counsel to Google, Chevron, Mastercard, Diageo, Nike, AT&T, Philip Morris, HBO, Home Depot, Red Bull, Siemens Health, and Sony, among other transnational companies, and Mexican companies such as KIO, Instrumentos y Equipos Falcón, Tactiv Asesores Financieros, BIA Foods, Lodemo and Hidrosina.

AWARDS AND RECOGNITIONS

- Competition/Antitrust ranked lawyer, Chambers and Partners.
- Competition & Antitrust leading individual, The Legal 500.
- Competition & Antitrust recommended, The Legal 500.

- Recognized lawyer in Antitrust & Competition, Latin Lawyer 250.
- Thought Leader and Recommended in Competition, Who's Who Legal.
- National Leader in Competition, Who's Who Legal.
- National Leader in Investigations, Who's Who Legal.
- Leading in Competition & Antitrust: Merger Control, Leaders League.
- Excellent in Competition & Antitrust, Leaders League.
- Competition / Antitrust recognized lawyer, Best Lawyers.
- Energy recognized lawyer, Best Lawyers.
- Gender Diversity Lawyer of the Year, Chambers Diversity & Inclusion 2019.
- Woman in Antitrust 2016, Global Competition Review.

EDUCATION

- Instituto Tecnológico Autónomo de México, Law Degree (Gomez Morin scholarship, highest honors), Mexico City, 1996.
- Harvard Law School, Master of Laws (LLM), as a Fulbright Scholar, Cambridge, Massachusetts, 1999.
- Escuela Libre de Derecho, Diploma, Energy Law, Mexico City, 2018.
- EGADE & Chapter Zero, Diploma, Climate Governance for Board Members, Mexico, 2022.

MEMBERSHIPS AND OTHER ACTIVITIES

- American Bar Association, Antitrust Law Section.
- Board Member, Fibra e-MX's (also sitting in Best Practices, Nominations and Auditing Committees, as well as in the ESG Working Group).
- Founder of lima diversity & inclusion.
- Member of Voz Experta.
- Member of International Women's Forum.
- Member of Women Corporate Directors.
- Member of the 30% Club (also sitting in Steering and Best Practices Committee).

PUBLICATIONS

- Chapter "The Federal Judiciary as guarantor of competition in the power sector", in Judicial review in the energy sector, Tirant, Mexico, 2024. (Capítulo "El papel del Poder Judicial Federal como garante de la competencia económica en el sector eléctrico en Mexico" in the book El juicio de amparo y el sector energético, Tirant, Mexico, 2024.)
- Chapter in "Twenty years of competition policy in Mexico" (Veinte años de política de competencia en México), Comisión Federal de Competencia, Mexico, 2014.
- Regular columnist at El Economista.
- Invited columnist at Opinion 51.

MEXICO CITY OFFICE

Boulevard Manuel Ávila Camacho 24,
20th and 21st floor, Lomas de Chapultepec,
Miguel Hidalgo, 11000, Ciudad de México, México

QUERETARO OFFICE

Boulevard Bernardo Quintana 7001, Tower I,
Suite 1104, Centro Sur, 76090, Querétaro,
Querétaro, México

CANCUN OFFICE

Boulevard Puerto Cancún UPE 24-1-4
Port Marina, Office 21, 77500, Cancún,
Quintana Roo, México