



## ALEJANDRO SAINZ O.

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🗣 Spanish | English

### AREAS OF PRACTICE

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- Domestic and cross-border Insolvency, Restructuring and Bankruptcy proceedings (both *out-of-court* and *in-court*)
- Corporate Reorganizations
- Liability Management, Refinancing and Special Situations Financial Transactions
- Sale and Purchase of Distressed Assets
- Domestic and cross-border Dip-Financing and Exit-Financing
- Compliance and Corporate Governance of debtors
- Mediation and Complex Negotiations

**Alejandro Sainz** is the Chairman of the Insolvency, Restructuring and Bankruptcy practice area, and is a member of the Finance, Corporate Reorganizations & Compliance, and Corporate Governance & Investigations practice groups at **Sainz**. He has more than 30 years of experience advising and representing clients (both debtors and creditors) in all the legal aspects related to complex domestic and cross-border insolvency and restructuring matters (both *out-of-court* and *in-court* proceedings in Mexico - *concurso mercantiles* - and on Mexican law aspects of Chapter 11 and Chapter 15 U.S. proceedings), as well as on legal matters involving aspects of finance, liability management, refinancing, corporate reorganizations, and in the purchase and sale of assets under special situations and distress. Throughout his career, he has represented corporate clients in various industries, both nationally and internationally, domestic and foreign companies (both public and private), and several ad-hoc committees of international bonds and notes issued abroad by Mexican issuers, as well as other domestic and foreign banks, key creditors, suppliers and vendors.

Mr. Sainz is also well known for his proactive service to the community, by providing pro-bono representation to various organizations. He is a Mediator certified by the Mexican Institute of Mediation and has participated in several complex negotiations as chief counsel. He has taught and spoken in several academic courses, seminars, postgraduate courses and lectures, in Mexico and abroad, on topics such as restructuring, commercial bankruptcy and cross-border restructuring and insolvency proceedings. He is an active member of several boards of directors and committees.

## RELEVANT MATTERS

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- Represented Grupo Iusacell, Iusacell Celular, Grupo ICA, MG Polimeros and Isolux de México in their complex cross-border restructuring and concurso proceedings.
- Represented the ad-hoc committees of bondholders or noteholders in the cross-border insolvency proceedings of Corporación Durango, Cementos Chihuahua, Comercial Mexicana, Vitro, Maxcom, Hipotecaria Su Casita, Homex, Corporación Geo and Grupo Idesa.
- Represented Grupo Sare, Copamex, and Grupo Javier in their out-of-court cross-border restructuring proceedings.
- Advised various creditors in the Mexican legal aspects of the U.S. insolvency procedure for Tower Automotive.
- Advised certain key creditors in the cross-border insolvency proceedings of Majapara, Compañía Mexicana de Aviación, and Urbi.
- Represented Grupo Aeroméxico and subsidiaries, as the leading Mexican counsel, in their cross-border restructuring (including a Chapter 11 filing).
- Represents TV Azteca in certain aspects of its cross-border restructuring procedure as third-party expert.
- Represented the ad-hoc committee of noteholders in the second out-of-court cross-border restructuring procedure of Maxcom.
- Advises the ad-hoc committee of bondholders in the cross-border restructuring procedures and *concurso mercantil* of AlphaCredit, Credito Real and Tangelo.
- Advises Unifin, as its Mexican leading counsel, on its cross-border restructuring procedure and *concurso mercantil*.
- Advises a key creditor in the *concurso* procedure of Altan.
- Advises the ad-hoc committee of banks in the restructuring procedure of Grupo Vasconia.
- Advises Grupo Mexoil in its restructuring and *concurso mercantil* procedure.
- Advises the ad-hoc committee of bondholders in the *concurso* and cross-border, multinational, restructuring proceedings of Oro Negro.
- Participates in multiple transactional proceedings of acquisitions, financing, liability management, corporate reorganizations, corporate governance, investigations, and compliance.
- Acts as counsel for parties in arbitration and mediation proceedings.

## AWARDS AND RECOGNITIONS

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- Chambers Latin America, Band 1 Lawyer for Bankruptcy / Restructuring, 2009-2024.
- The Legal 500, Hall of Fame Lawyer for Bankruptcy and Restructuring, 2009-2024
- The Legal 500 Mexico Awards, Bankruptcy and Restructuring Firm of the Year, 2023-2024.
- Latin America Corporate Counsel Association – LACCA Approved: Bankruptcy / Restructuring; Banking and Finance.
- Who's Who Legal, Global Leader for Restructuring & Insolvency, 2011-2023.
- Best Lawyer in Mexico, Insolvency and Reorganization Law, 2008 – 2023.
- World Finance Legal Award in the category of "Best Insolvency & Financial Restructuring Team in Mexico".

- Corporate International Magazine Global Awards as the Insolvency Legal Advisory Firm of the Year in Mexico.
- International Insolvency Law Firm of the Year in Mexico – Corporate INTL Global Awards.

## EDUCATION

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- Universidad Panamericana, Postgraduate studies in Tax law.
- Harvard Business School, Postgraduate studies in negotiations, Executive Education, Cambridge, 2004.
- Harvard University, Postgraduate studies in United States law and commercial transactions, Cambridge, 1996.
- Escuela Libre de Derecho, Postgraduate studies in corporate banking and finance law, Mexico City, 1995.
- Universidad Panamericana, Specialized Diploma in U.S. Law System, 1993.
- Universidad Panamericana, graduated from Law School, Mexico City, 1993.

## MEMBERSHIPS AND OTHER ACTIVITIES

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- Barra Mexicana de Abogados (former Chairman of the Insolvency and Restructurings Commission).
- International Bar Association.
- American Bar Association.
- Instituto Iberoamericano de Derecho Concursal.
- Instituto Mexicano de la Mediación A.C.
- International Insolvency Institute.

## PUBLICATIONS

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- Alejandro Sainz and Gabriela Avendaño; "[The Interplay Between Different Stakeholders in Mexican Restructurings – Equity versus Debt](#)" in *The Guide to Restructuring*, Edition 2; Latin Lawyer; 2022.
- Alejandro Sainz and Gabriela Avendaño, "[Mexico: Restructuring & Insolvency](#)" in *The Restructuring & Insolvency Country Comparative Guide – Q&A*; The Legal 500; 2022.
- Alejandro Sainz and Gabriela Avendaño, "[Mexico: Law and Practice](#)" in *Chambers Insolvency 2022 Guide*.
- Alejandro Sainz and Gabriela Avendaño, "[Mexico: An Introduction to Bankruptcy/Restructuring](#)", Overview for the *Bankruptcy/ Restructuring Chapter in Chambers Latin America 2024*.

### MEXICO CITY

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