



## Luis A. González Sánchez

Chief Joint Partner

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Language      西班牙语 英语

### Practices

### Professional Experience

Luis A. González Sánchez obtained his Law Degree from the Universidad Autónoma de Nuevo León and earned a Master's Degree in Business Law from Universidad Regiomontana in 2019. He also completed a specialization course in International Taxation at the Colegio de Contadores Públicos de México. Since 2019, he has been a member of the National Association of Business Lawyers (ANADE), where he served as Coordinator of the Competition Law Committee of the Nuevo León Chapter in 2022, and has been a member of the Mexican Bar Association (BMA) since 2023.

He served for seven years as part of the legal team of a major national business group comprising more than 30 companies with operations across Mexico in sectors such as machinery distribution, lubricants, tires, hydrocarbons, and personnel administration. During this time, he led the group's Corporate Secretariat functions, providing legal support in corporate, contractual, and regulatory matters, while managing relationships with international distributors. His responsibilities included corporate governance, structuring and execution of mergers and spin-offs, negotiation of commercial contracts, compliance advisory, and trust structuring.

In 2020, Luis served as a Legislative Advisor at Mexico's Federal Congress, contributing to the drafting and assessment of laws

directly impacting the private sector. He also acted as Legal Counsel at the Government of Nuevo León for four years, where he advised on compliance and regulatory matters related to public administration and foreign investment projects.

Currently, Luis is Partner and Head of the Transactional & Corporate Practice at GRA Abogados, where he advises domestic and international companies on corporate structuring, mergers and acquisitions, international taxation, and foreign investment in Mexico. With more than 10 years of experience, he combines legal expertise with a deep understanding of Mexico's regulatory and institutional framework, providing comprehensive strategies for corporate clients.

#### Representative Cases

- Acquisition of a corporate group comprising eight companies, with a deal value exceeding USD \$30M, including restructuring, due diligence, and post-acquisition integration, ensuring seamless consolidation.
- Multi-entity spin-off exceeding MXN \$3B, resulting in the creation of three holding companies and optimized governance structures.
- Advised the Government of Nuevo León on foreign investment compliance for the establishment of a world-class automotive plant, including negotiation of investment agreements, tax incentives, and regulatory approvals.
- Advised more than 30 foreign companies from diverse industries on investing in Mexico, delivering tailored corporate structures, compliance strategies, and corporate planning for successful market entry.
- Counsel for the establishment of representative offices and a branch of Chinese state-owned enterprises in Mexico, securing regulatory approval and enabling effective operations.
- Legislative advisor to the Federal Congress, contributing to corporate-related regulation with direct impact on the private sector.
- Legal advisor to prominent Mexican companies on day-to-day corporate and transactional matters, strengthening governance and operational compliance.

#### Social Activities

- Lecturer and panelist in forums on corporate law, tax structuring, and foreign investment in Mexico and abroad.

- Former Coordinator of the Competition Law Committee of ANADE (Nuevo León Chapter, 2022).
- Active member of ANADE (since 2019) and the Mexican Bar Association (BMA) (since 2023).
- Contributor to academic and legal journals on corporate and fiscal matters.
- Collaboration with universities and business chambers in Nuevo León, providing training on corporate compliance and investment law.

## Honors

- Recognized as Coordinator of the Competition Law Committee of ANADE (Nuevo León Chapter, 2022).
- Selected as legal expert to advise the Federal Congress on corporate and tax initiatives (2020).
- Invited speaker at international business and legal forums.