



Felipe Mendoza-Vidal

PARTNER

Tax, Foreign Trade, Corporate, and M&A Specialist

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Felipe Mendoza is a distinguished legal practitioner with over 32 years of experience in Tax, Foreign Trade, Corporate Law, and Mergers & Acquisitions (M&A). His multidisciplinary expertise, combined with a comprehensive understanding of the Mexican legal and regulatory framework, has positioned him as a trusted advisor to Fortune 500 companies and multinational clients operating in Mexico.

Felipe Mendoza's unparalleled expertise, combined with his client-focused approach, positions him as a trusted partner for businesses navigating the complexities of Tax, Foreign Trade, Corporate Law, and M&A in Mexico.

Relevant Matters

Tax Planning: Designed and implemented tax and legal strategies for the world's largest manufacturing operation in Querétaro for a Fortune 500 client, leveraging IMMEX, VAT, and OEA benefits while mitigating Permanent Establishment risks.

Manufacturing Operations: Negotiated and structured shelter agreements for multinational clients establishing manufacturing operations in Mexico, addressing tax, customs, and contractual obligations, ensuring seamless integration with IMMEX programs and local regulations.

Agricultural Acquisition: Provided legal advice on the \$27 million acquisition of a hydroponic ranch in Jalisco for a leading U.S. tomato producer, handling tax, customs, and transactional implications.

Joint Ventures: Structured and negotiated joint ventures for multinational clients, including a textile manufacturing partnership and other industrial collaborations, ensuring balanced terms and strategic alignment.

Tax Disputes: Represented clients in high-stakes audits and litigation, including eliminating a \$20 million tax liability in a Tax Administration Service (SAT) audit.

Customs Savings: Negotiated a resolution in a customs audit with Sonora authorities, achieving savings of \$14 million pesos for a client.

NAFTA Litigation Success: Won a Federal Administrative Court case reinstating NAFTA origin status for a leading global cosmetics brand securing NAFTA origin status.

VAT Refunds: Secured multi-million-peso Value Added Tax refunds for multiple clients through strategic litigation and negotiation.

Corporate Divestitures: Successfully represented Fortune 500 companies in corporate restructuring and high-value divestitures, ensuring compliance and optimal outcomes.

Tax Treaty Exemptions: Facilitated tax treaty exemptions for a Fortune 500 company in two reorganizations involving Dutch and U.S.-Mexico treaties, leveraging treaty benefits to minimize tax liabilities.

Ongoing Support for Agricultural Leader: Provides comprehensive legal guidance to a leading U.S. tomato producer, overseeing its Mexican operations and ensuring regulatory compliance.

Recognitions

Legal 500 Latin America 2025: Leading lawyer in International Trade and Customs.

Legal 500 Latin America 2025: Recommended Lawyer in Corporate M&A and Tax Law.

Best Lawyers 2025: Ranked as a leading lawyer in International Trade.

ITR World Tax 2025: Highly Regarded practitioner in General Corporate tax.

Legal 500 2024: Shortlisted as Lawyer of the Year in International Trade & Customs.

Chambers Latin America: Leading practitioner in International Trade since 2013.

Who's Who Legal: Recognized in Tax & Customs since 2018.

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Memberships

Former Chairman of the Asociación Nacional de Abogados de Empresas, Sección Chihuahua.

Former Professor of the Maquiladora Industry course in the LL.M. program at the Universidad Autónoma de Ciudad Juárez Law School.

Member of the Foreign Trade Committee of the National Institute of Public Accountants, located in Mexico City.

Volunteers as Chairman of the Board of Centro de Audición y Aprendizaje A.C., a non-profit organization that provides therapy to children with hearing impairment.

Education

LL.B., Instituto Tecnológico y de Estudios Superiores de Monterrey (Summa Cum Laude).

Master of Laws in International Trade Law, University of Arizona.

Diploma in Mexican Taxes, Universidad Panamericana.

Languages

Spanish and English.

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