



**The strategic legal partner for  
powering your business in Mexico**



## Felipe Mendoza Vidal

PARTNER

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

Ciudad Juárez

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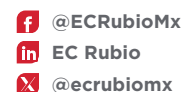
**[felipe.mendoza@ecrubio.com](mailto:felipe.mendoza@ecrubio.com)**

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.



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- **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.

## Memberships

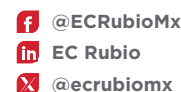
- Former Chairman of the Asociación Nacional de Abogados de Empresas, Sección Chihuahua.
- Former Professor of the Maquiladora Industry course in the LL.M. program at the Universidad Autonoma de Ciudad Juárez Law School.
- Member of the Foreign Trade Committee of the National Institute of Public Accountants, 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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