



Gerardo Soria



Education and Admissions

Attorney at-law admitted in Mexico in 1990. He obtained his J.D. Degree, summa cum laude, from the Universidad Iberoamericana Law School.

Master in Law. He received his Master Degree, from the Center of Postgraduate Studies in Law.



Practice Areas and Industry Sectors

Gerardo Soria's practice focuses on the industries of technology, media and telecommunications, aviation, agribusiness, defense and space, governments, infrastructure, insurance, media entertainment, pharmaceutical, private equity, real estate, retail and trucking and railroad; specifically focused on banking and finance, competition and antitrust, corporate, corporate governance, customs and foreign trade, environmental, government contracts, government procurement, hotels, intellectual property, labor, litigation and dispute resolution, mergers and acquisitions, privacy and cybersecurity, project finance, and venture technology and emerging growth companies.



Affiliations

Founding member and Chairman of the Institute of Telecommunications Law (IDET).
Member of the Mexican Bar Association Law Institute, and of its Telecommunications Law Committee.



Recognitions and Publications

Columnist in "El Economista" newspaper.

Recognized as a leading expert in telecommunications law in various publications, including Chambers Latin America and The Legal 500.



Representative Transactions

Telecommunications and Technology

Represented and advised companies that offer long-distance, local and mobile telephony services, with respect to their interconnection agreements with other national and foreign carriers; furthermore, assisted companies in international negotiations regarding interconnection, proportional exchange of traffic, and net settlement rates.

Rendered legal considerations and advice regarding the legal and regulatory framework for the commercialization of BPOS for one of the largest multinational technology companies, ensuring all legal aspects of a fully optimized communications system with high availability, comprehensive security and simplified IT management.

Assisted and counseled Mexico's dominant carrier for investment in telecommunication services in different territories of Latin America including Brazil, Ecuador, Argentina, Peru, and Uruguay, among others; represented Mexican investor before the relevant local regulators.

Assisted Mexican companies engaged in the mobile services provision, in public bidding processes to grant a concession to use and exploit frequency bands of the spectrum.

Assisted a global management consulting firm and provided a legal analysis of vehicles, financing models, including private-public associations, real estate trusts and legal proceedings concerning the implementation, conditions and implications of a national backbone telecommunications network.

Renegotiated, for the most important telecommunications company in Mexico, agreements for the provision of services considering charges and rates with CPP mode with telecommunications companies in different regions of Latin America, with a major focus in Argentina.

Advised a Mexican mobile services provider in negotiating and closing a financing agreement with American and Canadian investors.

Assisted in the negotiation and drafting of a dedicated Internet access agreement for one of the most important electronic commerce and cloud computing companies, achieving clauses and terms under even conditions.

Successfully participated in assisting with the securitization of receivables arising from long distance interconnection with U.S. carriers.

General Counsel and Commissioner of the Federal Telecommunications Commission in 2002, appointed by the President of Mexico at that time, Vicente Fox.

Advised an important telecommunications and international operating company in Mexico analyzing the terms and conditions to provide microwave point to point links service.

Designed and implemented for different home developments at Los Cabos, Mexico, a legal strategy to install and operate

fiber optic networks, protecting property and network usage, and avoiding and preventing legal risks in connection with the operation of private telecommunications networks.

Permanently representing clients before Mexican authorities in the telecommunications sector of the government, in administrative law matters such as the construction and operation of telecommunication towers, equipment procurement, public bidding processes, government concessions and authorizations, due diligence reports, attending to the regulator's requirements and providing legal opinions.

Counseled a multinational communications and information technology company on the provision of messaging services in the Mexican territory pursuant to the local regulation, providing all legal issues in connection with legal provisions applicable to value added services suppliers.

Currently advising foreign investors looking to be engaged in the telecommunications industry in Mexico, according to the recent Telecommunications and Broadcasting Reform, as well as local carriers in adapting their business models in order to align them to the new regulatory policies, adopted by Mexican government after the Reform.

Assisted the dominant carriers in telecommunications and broadcasting markets regarding antitrust and asymmetrical regulation, protecting their best interest within the legal framework.

Assisted a Spanish headquartered mobile operator in Mexico in the due diligence process and acquisition of a company holding a concession to use and exploit frequency bands of the spectrum to provide fixed or mobile wireless access service.

Broadcast and Media

Collaborated favorably assessing, advising, and participating in the negotiation and elaboration of the Joint Venture Agreement for co-productions of television programs for the Mexican territory, such as Big Brother.

Assisted one of the most important global television broadcasters, by designing its contents policy, according to the new Mexican regulations concerning children and disabled audiences, religious contents, health, governmental and political publicity, rights of the audience and other such as the right to reply and to a proceeding before an audience protector, among others.

Assisted the most important broadcaster in Mexico identifying strategic business opportunities and handling mergers and acquisitions. Drafted all related documentation and obtained the necessary authorizations in order to fulfill such transactions.

Represented and assisted in the procurement of the authorization to use and exploit modulated frequency bands to provide broadcasting services by installing and operating a radio station with cultural and educational purposes in Mexico.

Advised one of the most important radio broadcasting groups in Mexico, in performing regulatory due diligence, and restructuring its corporate model and its concession titles authorizing the operation of radio stations.

Other practice areas

Satisfactorily participated advising in the negotiation of the acquisition and leasing of a Boeing aircraft, drafting all necessary documentation including purchasing agreements, engine warranty agreements, aircraft leasing agreements and certifications.

Advised an important trucking and railroad company in all matters related to its concession title, and further administrative proceedings before the Ministry of Communication and Transportation.

Advised in all legal aspects related to representation of a company engaged in the development of construction and infrastructure, and drafted the necessary documents in order to enter an agent agreement with respect to business and operations development, sales, commercialization and promotion for the territory of the Republic of Yemen considering exclusivity and noncircumvention.

Assisted one of the most prestigious pharmaceutical laboratories, with main office in Switzerland, in the resolution of patents disputes, bidding processes before Mexican authorities, and representing it before Mexican health authorities.

Recently advised an Italian company engaged in the provision of technological and fire weapons for military use, high-tech security and defense solutions, in their plans to initiate operations in Mexico.