

Corporate

Fintech; Import/Export; M&A



Fernando Cordoba Garcia
Managing Partner
Lex Legal Mexico
Tel: +521 5575001124
contacto@lexlegal.com.mx
lexlegal.com.mx

One of the youngest, yet highly requested lawyers in Mexico City, at only 32 Fernando has managed to successfully represent and advise more than 200 companies. He has studied in three of the best universities in Mexico (UIA, ITAM & U. Anahuac), as well as in two of the best universities in the USA (HBS & Cornell).

Since the firm's foundation, Fernando has amazingly introduced what he calls the Lean Law philosophy, which consists in identifying technical from basic and standard work, letting the client know what services and activities are better done in the firm and which ones are better done directly by the client (such as copies, the filling of determined forms, drafting letters, etc) which has a major impact in the legal fees and bring more transparency to the attorney-client relationship.

Fernando has an outstanding business formation. He got his MBA from EUDE Business School (Madrid, Spain), and he has always been interested in finance, sales, business administration and negotiation. That is why Fernando enjoys working closely with entrepreneurs and the new generation businessmen and businesswomen.

In this sense, he came with the idea of creating Lex Legal's "Equity Program", which consist in advising and counselling for the most disruptive companies in exchange for a small portion of equity. The firm receives more than 50 applications per year, but the Equity Program Committee only accepts the best two.

Fernando has developed key relations and alliances with multiple law firms across North America and LATAM, offering his international clients a privileged and integral advice.

"What my clients look for is simple, yet special: they want to benefit from Mexico's proximity to the USA, as well as its strategic position towards LATAM, what makes this country an excellent hub for millions of businesses. That is why they need sophisticated lawyers, with plenty notion of international law and USA's commercial and corporate practices, with the ability of negotiating in different countries, different languages, and always understanding and protecting what is most important for the client."

There is no doubt Fernando Cordoba is one of the most remarkable revelations of Mexican and Latin-American advocacy, nevertheless, for him this is just the beginning.