



### Eduardo J. Gallástegui Armella

**Partner**  
MANAGING PARTNER, MEXICO CITY OFFICE

eduardo.gallastegui@dlapiper.com

**Mexico City**  
T: +52 55 5261 1807  
F: +52 55 1084 2610

Eduardo Gallastegui is a legal counsel for Mexican and foreign companies dealing with telecommunications law, corporate matters, mergers and acquisitions, arbitration, transportation, maritime trade, antitrust, international trade, foreign investment, health, legislative and governmental affairs, professional sports and pharmaceutical matters, among others.

Eduardo has also advised numerous major national and multinational companies on investigation carried out by government enforcement agencies, compliance and anti-corruption matters.

Eduardo has been ranked one of the top lawyers in Mexican Telecommunications and Media Law matters by Chambers & Partners.

Before joining DLA Piper, he was a practicing lawyer engaged in the rendering of legal consulting services to national and international companies regarding corporate matters in general, international trade, telecommunications, transportation, antitrust, national and international financing, pharmaceutical regulation and foreign investment.

Eduardo is member of the board of directors of Grupo Ferroviario Mexicano S.A. de C.V. y Ferrocarril Mexicano, S.A. de C.V. He is also member of the audit committee and of the board of directors of Grupo Mexico Transportes, S.A.B. de C.V.

### LANGUAGES SPOKEN

- English
- Spanish

### EXPERIENCE

- Roche, in (i) two successful "amparo" trials for Rituximab and Trastusumab against biosimilars. These are the two main products of Roche, intended for oncological purposes, (ii) the acquisition of Syntex, S.A. de C.V. and Syntex Química, S.A. de C.V. (iii) contesting several awards to public auctions related to the acquisition of drugs by public sector agencies and (iv)

### RELATED SERVICES

- Corporate
- Finance

### LANGUAGES SPOKEN

English Spanish

all antitrust related matters

- Roche, regarding the crisis management related to the apparent insufficiency of the product named "Tamiflu" during the flu epidemic occurred on 2009 and during the flu season 2015-2016
- Legal counsel to Sanofi Pasteur, in the development, manufacturing and commercialization of the first Mexican vaccine against the flu. The services included the implementation of an in-bond (maquila) scenario to allow the performance of certain secondary processes in France
- Legal counsel to Sanofi-Aventis de México, in connection with antitrust, intellectual property and compliance matters, as well as with all kind of regulatory procedures, specifically related to the obtainment and modification of the conditions of Sanitary Registration of drugs (marketing authorizations) from the competent health authorities and the Mexican FDA
- Bridgestone-Firestone (BF) in a crisis management case. Legal counsel in the negotiation of new working conditions with trade union under collective labor agreement. The trade union had previously sued BF for retaining union fees and protests derived into strikes. Our legal counsel resulted into a successful labor trial, in favor of BF
- Sanofi, S.A. regarding the negotiation of certain license agreement entered into by and between Protein Science Corporation (subsequently acquired by Sanofi, S.A.) and Laboratorios Liomont, S.A. de C.V., regarding the flu vaccine commercialized under the trademark "Flublok"
- Preparation, negotiation and lobbying of the amendments to the General Health Law in order to establish legislation to biosimilar drugs in Mexico
- Lobbying and draft of several provisions to the General Law on Credit Organizations and Ancillary Credit Activities in the early 1980's
- Vangent México, in the governmental investigation carried out by virtue of several actions by certain country top officer in connection with public tender processes with public entities
- Design and implementation of all kind of compliance programs for Sanofi-Aventis de México, Nielsen Ibope México and Unilever, among others
- Primary outside counsel of Fairmont Mexico, pioneer in the design of fractional ownership since 2002
- ViaSat, in the design and implementation of its business strategy in Mexico
- Primary outside counsel of Nextel from 1994 to 2014
- Primary outside counsel of Digital Equipment Corporation for more than 20 starting in 1980, second largest computer company at that time
- Nielsen Ibope México, in all matters related to TV ratings and audience composition services provided to major TV broadcasters in Mexico, including a major crisis management case in 2012
- Legal counsel to all cellular phone concessionaires in Mexico, except the dominant carrier, in connection with the implementation of the calling-party-pays mechanism, including defense in the "amparo" lawsuit filed by dominant carrier. The matter concluded in favor of the cellphone concessionaires
- Cerberus Business Finance, in the attempted acquisition of Telefonica Movistar

## CREDENTIALS

---

## ADMISSIONS

- United Mexican States

## Recognitions

- Latin Lawyer 250 – *Corporate and M&A: 2016-2017*
- *Who's Who Professionals – Featured Advisor of the Year: 2013*
- *Who's Who Legal, Mexico – Communications, Internet and e-Commerce: 2012*
- *Chambers Global 2009 – Corporate/M&A*
- *Chambers Latin America – Telecommunications and Media Law*
- Included in the 2020 *Best Lawyers* in Latin America for Administrative Law, Communications Law, Competition/Antitrust Law,

## Education

- Law Degree (Licenciatura en Derecho), Universidad Iberoamericana 1978

## Teaching Experience

- Professor of Constitutional Law, Universidad Iberoamericana
- Professor of Constitutional Law, Universidad Panamericana
- Professor of Foreign Investment and Labor Law, Escuela Libre de Derecho
- Professor of Introduction to Mexican Law, Centro Universitario Mexicano

## INSIGHTS

---

### Publications

#### **Mexico: 2020 tax reform proposal**

7 October 2019

The proposed reform aims to broaden the scope of activities subject to tax, as well as the reporting obligations of Mexican and foreign taxpayers.

---

#### **Mexico: Anti-money laundering rules / self-correction program**

8 MAY 2019

Mexico's new rules aim to encourage non-compliant taxpayers to meet their reporting obligations.

---

- Mexico: 2020 tax reform proposal, October 7, 2019
- Mexico: Anti-money laundering rules / self-correction program, May 8, 2019
- Mexico: Anti-money laundering rules / self-correction program, May 8, 2019

## NEWS

---

### BOARD OF DIRECTORS

- 2005 – to date, *Chairman of the Board of Directors of Club de Golf Malinalco*
- 2013 – to date, *Chairman of the Board of Directors of Fundación Dondé Banco*
- 2010 – 2016 *Independent Member of the Board of Directors of GAP – Grupo Aeroportuario del Pacífico, S.A.B. de C.V., a public company that is owner and operates 12 airports throughout the Pacific region of Mexico*
- 2016 – to date, *Member of the Board of Directors of Grupo Ferroviario Mexicano, S.A. de C.V.*
- 1999 – 2016 *Chairman of the Board of Directors of Corporación Financiera de Arrendamiento, S.A. de C.V.*
- 2006 – 2009 *Chairman of the Board of Directors of the Asociación de Propietarios de Residencias Acapulco, A.C. (Fairmont Heritage Place)*
- 2016 – to date *Independent Member of the Board of Directors and Audit Committee of Grupo México Transportes, S.A.B. de*

C.V. (publicly traded company)