



ABOGADOS
ARAOZ & RUEDA

THE LEGAL 500 EMEA 2020

**THE LEGAL 500 EMEA 2020 RECOMIENDA A
ARAOZ & RUEDA EN:**

PROJECTS AND ENERGY



A B O G A D O S

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BANKING AND FINANCE

(Tier 4)

Araoz & Rueda advises on a range of finance matters, debt restructuring, leasing, and the acquisition and sale of distressed debt. The firm is also active in litigation against credit institutions, investment services companies and collective investment schemes. **Rafael Bazán** leads the practice and has particular expertise in transactions involving the acquisition and sale of NPLs and asset portfolios, representing sellers and buyers in major NPL transactions.

Testimonials

'Proximity and flexibility'

'Very nice and easygoing people'

'Availability with senior partners involved'





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COMMERCIAL, CORPORATE AND M&A

(Tier 3)



The 'engaged, motivated and committed' **Araoz & Rueda** is a 'boutique and specialised firm that provides very unique M&A and corporate services'. The practice handles the spectrum of transactional and corporate work, across sectors including pharmaceuticals, construction, media, logistics and renewable energy. The team is co-led by **Pedro Rueda**, who has experience advising industrial and financial clients on behalf of the buyer and the seller; **Israel de Diego**, who is active in domestic and cross-border matters; and M&A and capital markets specialist **Alejandro Fernández de Araoz**.

Testimonials

'Quick understanding of customer needs. Very good management of equipment and resources'

'True attention to details regardless of the size of the deal'

'Good understanding of what metrics are important for the sector and for the deal itself'

'The firm has good knowledge and vast experience in capital markets and M&A'

'They prove to be fast, responsive, and provide valuable advice and excellent negotiation skills'

'**Alejandro Fernandez de Araoz** is a responsive, persuasive and multi-skilled lawyer. Over the years he has shown ample experience and a broad knowledge in a different number of fields related to M&A and capital markets'

'The team is extremely committed and results oriented'

'They are really committed, extremely efficient and very knowledgeable lawyers to rely on'



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DISPUTE RESOLUTION

(Tier 4)

Traditionally known as an M&A boutique, **Araoz & Rueda** has particular experience in the energy sector, as well as in post-acquisition disputes and shareholder or joint venture conflicts. In addition, the firm acts in a range of corporate and commercial litigation, as well as international arbitration.

Eduardo de León advises in disputes before the Spanish courts and in domestic arbitrations, specialising in matters involving administrative law.

Testimonials

'Deep knowledge of energy law in Spain, especially renewable energy'

'Best price and quality in the energy sector'

'Reputed law firm recognised by public administrations, utilities, developers and banks'

'High success ratio in the disputes managed by this law firm'

'**Eduardo de León** is a key person for dispute resolution'





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EMPLOYMENT

(Tier 4)



The employment practice at **Araoz & Rueda** covers a wide range of work, including the hiring and dismissal of workers, the implementation of workforce restructuring plans, negotiating collective bargaining agreements and strikes, and contentious labour matters. The team has experience advising on the employment aspects of corporate transactions; recent highlights include advising Avanza on the acquisition of Basque coach company Transportes Pesa. The 'highly experienced' **Alfonso Suárez** leads the practice.

Testimonials

'The team has an excellent ability to adapt Spanish labour legislation for use in other jurisdictions.'

'The team has a highly experienced partner in **Alfonso Suarez**. We work with **Araoz & Rueda** only on complex cases or labour matters related to M&A. The analysis is always very complete and detailed and the focus is always very intelligent.'



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PROJECTS AND ENERGY

(Tier 4)

The 'very commercial' **Araoz & Rueda** is 'highly skilled in energy projects' and 'able to grasp the important aspects of the deal'. The firm has particular expertise in the promotion, construction, financing, start-up and operation of renewable energy projects, especially photovoltaic plants. The 'exceptional' **Francisco Solchaga** leads the practice and has a 'good commercial understanding of the business that allows him to provide good legal technical solutions'. 'They work very closely with the client and ensure a good understanding of the legal questions'

Testimonials

'A&R manages to keep an excellent relationship with other counterparties involved in the transaction'

'An in-depth knowledge of the legal questions and able to bring about innovative solutions adapted to the needs of the company'

'They are able to suggest several solutions and alternatives in a very short period of time, adapting the legal advice to the rhythm of the client company'

'Deep knowledge of energy law in Spain, especially in relation to renewable energy'

'Reputed law firm well known by all key players in the sector, such as developers, utilities, banks and so on'

'As this law firm's strengths I would highlight their global, 360-degree understanding of the matters assigned to them, and their commercial approach to the negotiations, going beyond the pure legal and technical aspects of the discussion'

'Francisco Solchaga is on top of all the aspects of the transaction. He is very good at channelling and co-ordinating the different parts of the law firm working on a specific matter'



REAL ESTATE AND CONSTRUCTION

(Tier 5)



Araoz & Rueda specialises in matters with an urban planning component, particularly in the acquisition and sale of REOs and asset portfolios. The firm has experience advising investors, developers and financiers on a range of real estate matters in Spain and abroad. Practice head **Jesús Conde** is known for his expertise in the restructuring, negotiation and execution of international real estate transactions, as well as planning and administrative issues.

Testimonials

'Jesus Conde is always available and always delivers on time despite tight schedules, with a very practical and useful approach that takes into account the other party's potential point of view'

'Strong expertise in real estate and administrative law in both the senior and junior ranks'

'The analytical approach, availability, and long-lasting engagement of the Araoz team is superb'

'A detailed, analytical approach and a powerful strategic vision'

'They have raised topics in a timely manner and driven conversations and SPA drafts to limit our liability as the seller'

'They have done an excellent job'



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TAX

(Tier 5)

Araoz & Rueda maintains a strong client base including both domestic and international companies. Headed by **Javier Prieto**, the 'customer-oriented' tax team has a particular focus on M&A, real estate tax and litigation. Its additional expertise in international tax law

allows it to advise international clients, such as US logistics group Expeditors, which the firm advised on the implementation of tax incentives for the expatriation of employees. Other key clients include BBVA and Kefren Capital Real Estate.

Testimonials

'They are customer oriented, always giving advice on different scenarios. They tell us what they would do if they were us, which is invaluable.'

Javier Prieto is an exceptional professional. He is service oriented, with integrity and a sense of responsibility.'

'Personalised service, flexibility, punctuality'

Javier Prieto has a flexible and personal approach that is hard to find in other firms'

'Good communication within the team. Good understanding of the issues. Ability to adapt.'

