

Iberian Lawyer's

50 LAWYERS OF THE YEAR IN SPAIN 2019

Winners Announced

IBERIAN LAWYER FORTY
UNDER 40 AWARDS

Coming of age?

DENTON'S JESÚS VARELA
ON SPANISH EXPANSION

Transfer Window

MORAIS LEITÃO'S PAULO
RENDEIRO ON SELLING
FOOTBALLERS

Trendsetters

VIEIRA ADVOGADOS' NUNO
DA SILVA VIEIRA – LAWYER
OF THE FUTURE?

In-house: Spain

INTERVIEW WITH GRUPO
FERROATLÁNTICA'S CLARA
CERDÁN

In-house: Portugal

TABAQUEIRA'S ALEXANDRA
REIS ON BEING PROACTIVE

Venture Capital

K FUND CEO IGNACIO LARRÚ
TALKS INVESTMENT

PULLING POWER

Abreu Advogados has been on a hiring spree in recent months as the firm seeks to build an institution that can be smoothly handed over to the next generation of lawyers – with other leading firms in Portugal facing issues with succession, Abreu managing partner Duarte de Athayde believes his firm is becoming an increasingly attractive proposition

A close-up portrait of a middle-aged man with short, dark hair, smiling slightly. He is wearing a dark suit jacket, a light-colored shirt, and a blue patterned tie. The background is a plain, light color.

MARKET LEADERS

ALEJANDRO ORTIZ

IBERIAN LAWYER'S
**50 LAWYERS
OF THE YEAR
IN SPAIN 2019**

For the first time ever,
Iberian Lawyer publishes
a list of the leading
players in private
practice in Spain

by ben cook

Welcome to Iberian Lawyer's 50 Lawyers of the Year in Spain 2019 list. For the first time, we have conducted an analysis of the leading lawyers working in private practice in Spain over the last 12 months. How have the Top 50 been evaluated? The list is based on a number of criteria, which includes: the amount of work the lawyers bring into the firm, in other words, their ability as rainmakers to generate substantial amounts of business; their level of specialism; their leadership qualities, that is lawyers who have played an important role in the management of firms, either through building effective teams, motivating lawyers, or driving growth at their firm; the reputation the lawyer has among clients – this refers to what clients say about their performance as lawyers and their client service; and finally, the lawyer's profile in the market, in other words, how frequently they advise on the major deals that win a lot of public, and media, attention and how well they have built their reputation and image in the market.

01. ALEJANDRO ORTIZ

Linklaters

On top of the pile is Linklaters M&A partner Alejandro Ortiz. When a major international corporation wants to complete a M&A deal in Spain, Ortiz is often the first person they call. One of the hardest-working lawyers in the Spanish market, his record speaks for itself. A highly dedicated professional who is known for the long hours he works, Ortiz's focus seems unshakeable. He also has a reputation for being extremely well-connected. And the perceptions are backed up by hard evidence. In the last 12 months, he has advised on Spanish M&A deals with a total value of more than €16 billion. Highlights in the last year included advising The Carlyle Group on its acquisition of a €3 billion stake in Spanish energy company Cepsa. In addition to being a rainmaker extraordinaire, Ortiz is also renowned for his leadership qualities, which have helped to foster a strong team spirit in Linklaters' Madrid office.

02. IÑIGO DEL VAL

Allen & Overy

Despite only being appointed a partner at Allen & Overy in 2015, Iñigo Del Val has quickly built an outstanding reputation and is widely acknowledged as one of the top M&A lawyers in Spain. The incisiveness that

enables him to quickly get to the heart of the matter has impressed clients and he has been entrusted to handle some of the biggest deals in Spain in the last year. Notable matters included advising Banco Sabadell on the sale of Solvia Desarrollos Inmobiliarios (SDIN) Residencial to Oaktree Capital for €882 million, as well as being part of the team that advised Intermediate Capital Group on the €700 million acquisition of Grupo Konectanet. An accomplished networker, Del Val now stands out as one of the most skilled dealmakers in the Allen & Overy corporate team in Spain – advising on around 20 deals with a total value of approximately €8 billion in the last 12 months

03. SALVADOR SÁNCHEZ-TERÁN

Uría Menéndez

Sánchez-Terán hit the heights in the last year when he took on what is arguably the Spanish legal sector's top job: managing partner of the prestigious Uría Menéndez. He was the overwhelming choice among the firm's partnership, which demonstrates the high esteem in which he is held among some of the finest lawyers in the country. Despite having a very agreeable character, those who know him well say he is more than able to play the tough guy when necessary. These are qualities that will be much in need as he settles into what is



IÑIGO DEL VAL



SALVADOR SÁNCHEZ-TERÁN

a four-year term in the top job. His reputation as a top-notch M&A lawyer, as well as also having expertise in banking and securities law illustrates the versatility that made him the number one choice for the role.

04. VÍCTOR VIANA

Uría Menéndez

Víctor Viana is seen by many as the foremost authority on Spanish tax law. However, he has also impressed many in the market with the depth of his knowledge of international tax matters. Despite being highly in demand among many of the most prestigious companies, he



VÍCTOR VIANA



FERNANDO TORRENTE

also has a reputation for being permanently available to clients who may have concerns that need addressing quickly. High profile deals in which Viana provided tax advice included TPG Real Estate Partners' recent purchase of 75 per cent of the shares of Spanish real estate investment trust *Témpore Properties Socimi* for €247 million. In total, Viana has provided tax advice on deals with a total value of €5 billion in the last 12 months.

05. FERNANDO TORRENTE

Allen & Overy

One of the leading rainmakers



ALEJANDRO TOURIÑO

in the Spanish market, Allen & Overy partner Fernando Torrente is not only a leading M&A lawyer, but also has a reputation as a top-class capital markets lawyer. His in-depth knowledge often makes him the top pick for clients looking to finalise megadeals in Spain. It consequently came as no surprise when he was instructed by Cepsa when the business needed guidance on the sale of a 30 per cent stake in the energy company for €3 billion. In the last 12 months, Torrente has

advised on deals with a total value of around €22 billion.

06. ALEJANDRO TOURIÑO

Ecija

Managing partner of *Ecija* and the firm's head of information technology, Touriño is widely regarded to be not only one of the most innovative lawyers in Spain, but in the whole of Europe. One such innovation that has earned plaudits at an international level is its app "Data Forecast", that predicts "with a percentage close to 90 per cent" the risk of sanctions related to data protection. The algorithm, in addition to analysing and processing the information, estimates the size of the penalty and the estimated resolution period. However, in addition to being a tech whizz, Touriño has also led an astonishing expansion drive, which has seen the firm merge with a staggering 12 firms (in Spain, Portugal and Latin America) in the last two years, including five in the last year alone. Touriño has made no secret of his belief that "size matters" with the result that *Ecija* has 420 lawyers and an annual revenue of €44.5 million, which represents a 12 per cent increase in billing when compared to the previous year.

07. JAVIER AMANTEGUI

Clifford Chance

A prolific dealmaker, charismatic Clifford Chance partner Javier Amantegui is reputed in the market for his considerable technical ability, while his commercially minded approach has won many plaudits with clients. His straightforward, 'no nonsense' style has resulted in him gaining enormous respect as a negotiator with clients also being impressed with his focus on finding solutions. In the last year, Amantegui advised on deals with a total value of around €6 billion. In one of the biggest deals in Spain in the last 12 months, Amantegui led a team of Clifford Chance lawyers advising EQT on the financing of the €1.2 billion acquisition of Parques Reunidos.

08. CHRISTIAN HOEDL

Uría Menéndez

The man who leads Uría Menéndez's M&A and private equity practice, Christian Hoedl regularly advises national and international funds on deals and has been a key player in all the private equity deals in Spain involving quoted companies. Financing and re-financing are also areas in which Hoedl excels, with the result that clients widely praise him for his versatility. His multi-faceted career marks him out as one of the key figures in the Spanish legal market.



JAVIER AMANTEGUI



CHRISTIAN HOEDL



IÑIGO BERRICANO



JAIME VELÁZQUEZ

09. IÑIGO BERRICANO

Linklaters

Linklaters' Madrid managing partner Iñigo Berricano has a well-earned reputation as one of the most perceptive lawyers in the Spanish market, as well as having one of its sharpest minds. His ability to quickly distil the key issues involved in a particular matter make him an invaluable partner to the most prestigious clients. His client-centric approach to legal advice has also won him many admirers in the market. He has also proved to be a highly effective leader too, overseeing a 15 per cent increase in revenue for the Madrid office in the last year, with billing rising to €15 million.

10. JAIME VELÁZQUEZ

Clifford Chance

An accomplished networker with considerable personal charm, Clifford Chance Spain managing partner Jaime Velazquez has demonstrated assured leadership of the firm in the last 12 months. The firm is nurturing a dynamic young team of M&A lawyers that is starting to make waves in the Spanish transactional market. But unlike some managing partners whose legal work starts to diminish when they get the top job, Velazquez has also turned on the gas with regard to his own dealmaking in the last 12 months – he has been one of the firm's top performers in 2019, being part of the teams that advised on Forestalia's sale of a wind farm

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portfolio to Repsol and Corporación Financiera Alba's acquisition of a 7.5 per cent stake in Verisure Securititas from Hellman & Friedman.

11. CARLOS DE CÁRDENAS

Uría Menéndez

Head of Uría Menéndez's corporate and commercial group, Carlos de Cárdenas has considerable M&A expertise, but is particularly renowned for his banking and finance expertise, a field in which he is widely considered to be one of the leading experts in Spain. The multi-talented De Cárdenas also built a highly regarded restructuring practice, demonstrating his reputation as one of the most versatile lawyers in the market. Clients have been particularly impressed with his expertise in multi-jurisdictional matters.

12. FERNANDO VIVES

Garrigues

Managing partner of Spain's biggest law firm, Fernando Vives is renowned for being an intensely driven leader. Known for his careful, considered approach to management, Vives also has a reputation for a sharp, analytical mind and an ability to effectively identify and address the key issues facing the firm. Under his leadership, the firm has spent a massive €50 million on a range of innovations in the last five years, including artificial intelligence. It is a long-sighted viewpoint that is expected to reap dividends for the



CARLOS DE CÁRDENAS



FERNANDO VIVES



PEDRO PÉREZ-LLORCA



CARLOS RUEDA

firm. Indeed, in the first three months of this year, revenue was higher than it had been for the same period in the previous ten years.

13. PEDRO PÉREZ-LLORCA

Pérez-Llorca

Managing partner of the firm that bears the name of his father, and Spanish legal legend, José Pedro Pérez-Llorca, who died earlier this year, Pedro Pérez-Llorca has proven himself to be a more than able successor to the Pérez-Llorca throne. The firm has prospered hugely under his leadership and is now regularly competing with the Spanish market heavyweights for the most prestigious clients. Over a period of time, Pedro Pérez-Llorca has put together a highly capable team of accomplished young lawyers and the future of the firm looks to be in very good hands. This strategy paid-off handsomely in the last 12 months when the firm closed the 2018 financial year boasting a massive 30 per cent increase in revenue to €52 million. Symbolic of the firm's success was its opening of a second Madrid office in the city's Torre Foster in the last year.

14. CARLOS RUEDA

Gómez-Acebo & Pombo

Turning around underperforming organisations is never an easy task, but this

was the challenge Gómez-Acebo & Pombo managing partner Carlos Rueda faced three years ago when he first assumed the role. The firm was contracting and revenue was falling back in 2016, but Rueda has succeeded in getting the firm back on track. It has been a long road and some tough decisions have had to be made, including reducing the size of the partnership by 12 per cent. Rueda's affable nature and charm have made him a popular figure in the market – however, beneath the agreeable exterior is the steely determination that is needed to make decisions that may be unpopular with some members of the firm. And, ultimately, Rueda's bold plan has worked. Revenue has increased for the second consecutive year, meaning that overall billing has gone up by a total of 11 per cent in the last two years.

15. JOSÉ MARÍA ALONSO

José María Alonso Abogados

One of the most widely respected litigators and arbitrators in the market, José María Alonso has had a distinguished career in the Spanish legal market. Currently dean of the Madrid Bar Association (ICAM), he was formerly managing partner of Garrigues, and later managing partner of Baker McKenzie's Madrid office. Now running his own boutique, Alonso is known as one of the best arbitrators in Spain. Highly regarded for his in-depth knowledge, he is the first port of call for many clients involved in cross-border arbitration proceedings.

16. CANI FERNÁNDEZ

Cuatrecasas

In addition to being a first-class EU & Competition lawyer, Cuatrecasas partner Cani Fernández is a born leader. The widespread appreciation of her management qualities was evidenced in the last year when she came close to becoming

CEO of one of Spain's 'Big Three' law firms, Cuatrecasas. She eventually lost out to Jorge Badía, but the fact she was in the running was a clear indication of her stature and the esteem in which she is held in the market. She was formerly managing partner of the firm's office in Brussels and could again be in the running when the top job comes up again, particularly considering the strength of support she has among many of her colleagues in the firm.

17. ÁLVARO LÓPEZ-JORRÍN

Garrigues

Joint-head of Garrigues corporate department, Álvaro López-Jorrín is popular with clients because of the business-minded approach he takes to legal advice. He has long been one of the firm's most prolific M&A lawyers and the last year was no exception with clients turning to López-Jorrín due to his reputation for always



JOSÉ MARÍA ALONSO



CANI FERNÁNDEZ



ÁLVARO LÓPEZ-JORRÍN

keeping his focus on getting the deal done. In one high profile deal in the last year, he acted for private equity fund Warburg Pincus on its acquisition of Self Trade Bank from Boursorama – Société Générale. In total, López-Jorrín advised on €2 billion worth of deals in the last 12 months.

18. EDUARDO GRACIA

Ashurst

It is a measure of Eduardo



EDUARDO GRACIA



VÍCTOR XERCAVINS

Gracia's standing not only within Ashurst's Madrid office, but also the organisation worldwide that he is the firm's head of tax for EMEA & US. It's no surprise that he was handed the role given his well-earned reputation for being a great communicator who has built a dedicated client following partly due to his ability to present extremely complicated issues in an easily digestible format. Leadership is another of his strengths – he was formerly managing partner of the Madrid office, a role in which his patient, unflustered style helped the firm steadily build a superb reputation in Spain.

19. VÍCTOR XERCAVINS

Cuatrecasas

Barcelona-based partner Víctor Xercavins is a major player in the M&A market in Spain,

with particular expertise in advising major international hotel chains and tour operators on their business in the country. Previously managing partner of Cuatrecasas' New York office, his experience in cross-border transactions is highly valued by clients. His tenacity and analytical skills when handling transactions have also won him many admirers. He has a long-standing reputation for being one of his firm's most prolific rainmakers.

20. MÓNICA MARTÍN DE VIDALES

Garrigues

In addition to being a first-rate M&A lawyer, Garrigues partner Monica Martin de Vidales is also lauded in the market for her leadership skills. She has a reputation as a manager



MÓNICA MARTÍN DE VIDALES



JUAN BARONA

who has a skill for motivating teams, as well as being a great communicator. A skilled teambuilder, Martin de Vidales is also acclaimed for the high level of service she gives clients. She is also viewed as an accomplished dealmaker and has been one of Garrigues' best performers in this respect in 2019.

21. JUAN BARONA

Linklaters

Renowned for his poise, and assured approach when advising clients, Barona is one of the most highly regarded finance lawyers in the Spanish market. Technically excellent, he also has a reputation for being a true partner to clients. In the last year, he has been at the centre of many of the market's most high-profile financings, which included: advised a syndicate of lenders, led by BBVA, on a new €1.5 billion multi-currency syndicated credit facility provided to Iberdrola; and advising a banking syndicate on a €500m syndicated revolving credit facility granted to Red Eléctrica. Barona also has a reputation as an innovator and, in the last 12 months, he advised BBVA on a pioneering blockchain-based syndicated loan of \$150 million for Red Eléctrica de España.



MARÍA JOSÉ MENÉNDEZ

22. MARÍA JOSÉ MENÉNDEZ

Ashurst



JORGE BADÍA

Though María José Menéndez stepped down as managing partner of Ashurst's Madrid office earlier this year, her role in the firm's recent success is undisputed. A corporate lawyer by background, she has a reputation as an extremely tough negotiator. However, those that know her well say she also has a nurturing side that has helped the firm's Madrid office develop promising young lawyers into accomplished, dynamic partners. She is widely acclaimed for her leadership skills and Ashurst's practice in Spain has reaped dividends – revenue went up 25 per cent to €27.7 million in the last year, thanks largely to highly productive lawyers, with the firm's revenue per lawyer standing at €470,000. Menéndez's effective management of the firm's resources has been key.

23. JORGE BADÍA

Cuatrecasas

In April this year, Cuatrecasas' partners elected Badía as the firm's new chief executive officer. He was formerly managing partner. He had to fight off a challenge from the popular Cani Fernandez in the election, and the fact he ultimately came out on top testifies to his reputation as a unifying force at the firm. He has also been very clear about being committed to promoting female talent. The fact there was more than one candidate for the CEO role implies there is some division within the firm, but Badía is seen as a trustworthy figure and the safe pair of hands

that will seek to ensure that Cuatrecasas displays a united front. Despite the distraction of the leadership election, Badía, as managing partner oversaw a 9 per cent increase in revenue at the firm in the last year.

24. JUAN IGNACIO GONZÁLEZ RUIZ

Uría Menéndez

One of the leading energy lawyers in the Spanish market, Uría Menéndez partner Juan Ignacio González Ruiz has a reputation as a pioneer in his field. His practice has been involved in a significant number of industry innovations, especially in areas such as energy supply and trading, third party access to electricity and gas infrastructure and the development of renewable energy projects. His pragmatic approach to advising clients, as well as his efficiency have made him a popular choice with clients.

25. JOSÉ GIMÉNEZ

Linklaters

One of the Spanish legal market gurus when it comes to public law matters and regulatory advice, Linklaters partner José Giménez is the 'go to' lawyer for many major clients when it comes to having to navigate regulatory minefields. With investment flooding in to Spain's energy sector, Giménez has also

built a high-performing energy practice – his vast knowledge of the sector as well as his customer-centric approach means that his workflow is certain to remain very strong for the foreseeable future. In one high profile matter of note, Giménez was part of the Linklaters team that advised Blackrock and Cerberus on the sale of a portfolio of Spanish wind farms owned by Renovalia Reserve to Ardian for €550 million. In total, Giménez has provided regulatory advice on deals with a total aggregate value of more than €6 billion in the last year.

26. PEDRO RUEDA

Araoz & Rueda

An accomplished networker, Pedro Rueda has played an integral part in the success of the fiercely independent Araoz & Rueda. The firm's highly focused corporate and M&A practice is envied by many of the legal market's bigger players both at home and abroad. Yet, despite receiving overtures from some of the biggest global law firms who have been interested in a merger, Rueda and his colleagues have continuously snubbed all advances. It's not hard to see why. An extremely efficient firm, Araoz & Rueda receives a large amount of its work in the form of referrals from leading UK and US firms. It's a wise strategy that has paid off, with the firm's revenue increasing by around a third in the last two years.



JUAN IGNACIO GONZÁLEZ RUIZ



JOSÉ GIMÉNEZ



PEDRO RUEDA

27. ALFREDO DOMÍNGUEZ

Cuatrecasas

Cuatrecasas' white-collar crime specialist Alfredo Domínguez heads the firm's corporate compliance practice and is widely seen as a first-rate practitioner in this field. His work for major companies in Spain, specifically acting as counsel for the prosecution and the defence in corporate crime cases has earned him an excellent reputation in the market. His high-level of client service has also enhanced his reputation, while his clear, concise and tailored advice has made him popular with clients.



28. ALBERTO FRASQUET

Herbert Smith Freehills

Herbert Smith Freehills partner Alberto Frasquet handles complex M&A transactions with an aplomb that makes it look easy. But beneath the calm exterior is a highly accomplished technician who is popular with clients as a result of his commercially minded approach and his strong communication skills. High profile work in the last year included advising Nazca Capital on the €45 million acquisition of Spanish biopharma company Diater, and acting for Grupo Lar Holding Iberia on a €125 million joint venture agreement with Centerbridge Partners. Easily the most prolific dealmaker in Herbert Smith Freehills Madrid



office in the last 12 months, Frasset advised on deals with a total value of €1.5 billion. Frasset's performance was one of the key drivers of the 24 per cent increase in revenue reported by the Spanish office in the last year.

29. JORGE VÁZQUEZ

Ashurst

Ashurst's Madrid office is an extremely well-run firm so when it came to finding a new managing partner – following the end of Maria José Menéndez's term earlier this year – the partners had to choose carefully. The fact they plumped for Jorge Vázquez speaks volumes for the leadership skills possessed by the M&A and private equity specialist. In his previous role as Ashurst's director of corporate operations for Europe, Vázquez had forged a reputation as a lawyer who forms strong partnerships with clients, making sure that he is fully in tune with their requirements. He is also seen as someone with the personal skills necessary to strengthen the already strong team spirit in the office.

30. FERNANDO GUERRA

Deloitte Legal

The rise and rise of the 'Big Four' in the Spanish legal market has been one of the most significant trends in recent years, and Deloitte's success in gaining a stronger foothold in the market has been overseen by Spain managing partner Fernando Guerra. His dynamic leadership received further recognition recently

when he was appointed global managing partner of Deloitte Legal. His first class teambuilding skills have reaped dividends for the firm in Spain, with revenue climbing 17 per cent in the last year to a whopping €128.7 million.

31. NICOLÁS MARTÍN

Herbert Smith Freehills



Martín was appointed senior partner of Herbert Smith Freehills's Madrid office in 2018 in recognition of the strong leadership he displayed in his previous role as head of the office's corporate and M&A practice. He has attracted a strong client following due to his commercially driven approach to legal work, and he is also recognised as being particularly versatile with a broad knowledge of many sectors. He is a key player in a leadership team that has developed a highly efficient and productive team – measured by revenue per professional (which in 2018 stood at more than €500,000), Herbert Smith Freehills is one of the best performing law firms in Spain.

32. ADOLF ROUSAUD

Rousaud Costas Duran



Under the leadership of managing partner Adolf Rousaud, Rousaud Costas Duran (RCD) has established itself as one of the fastest growing firms in Spain in the last 12 months and it is now firmly entrenched in the top 20 law firms in Spain by revenue. Billing at the firm jumped by an impressive 16 per cent in the last year to €34.4 million. One of the key factors in the firm's success has been Rousaud's close attention to recruitment – the firm places considerable value on lawyers who are the correct “personal fit” for the firm and the fostering of a strong team spirit is seen as crucial to the firm's strategy. In another major development in the last year, RCD agreed an exclusive association with international law firm DWF in order to better support clients active in Portugal and Latin America.

33. SYLVIA PATERNAIN

Freshfields Bruckhaus Deringer



Head of Freshfields Bruckhaus Deringer's tax practice in Spain, Sylvia Paternain is one of the market's foremost authorities on tax law. It is a measure of her stature within the magic circle firm that, until 2016, she led Freshfields' global tax practice. Paternain is also known as a great communicator, who is brilliant at winning the respect and loyalty of clients. In addition, she is also lauded for her leadership skills, with an ability to nurture and motivate teams of lawyers to tremendous effect.

34. JOSE GUARDO

Clifford Chance



Clifford Chance partner Jose Guardo has built a stellar reputation for his work in

the field of project finance. Acclaimed as a first-class negotiator, Guardo is many clients' first choice for major financing matters given his ability to resolve conflicts that arise. Recent notable work included advising Grupo Cobra in relation to the €434 million financing of a 864-megawatt photovoltaic portfolio, the biggest ever greenfield photovoltaic project financing carried out in Spain. Though being Madrid-based, Guardo has handled a number of major financings in Latin America in the last 12 months – highlights included being part of the Clifford Chance Madrid team that advised a consortium led by China Harbour Engineering Company Limited (CHEC) in connection with the \$658.2 million multicurrency financing of the Concesión Autopista al Mar 2 toll road project in Colombia.

35. JESUS VARELA

Dentons



Dentons managing partner Jesús Varela built his reputation in the market as a first-class real estate lawyer. His expertise in the area of real estate finance and, in particular, non-performing loan transactions resulted in

him building an impressive client base. Appointed managing partner of the Madrid office earlier this year, Denton's global senior management have set Varela the task of driving dramatic growth at the firm in the coming year. It's an ambitious plan, but Varela's vibrant personality means he is clearly the best man for the job.

36. HERMENEGILDO ALTOZANO

Bird & Bird



Head of Bird & Bird's energy and utilities team in Spain, Hermenegildo Altozano is also recognised as one of the Spanish market's leading experts on foreign investment in Cuba. His straight-talking style is appealing to clients, who rate his ability to clearly communicate possible courses of action. In addition to developing a first-rate energy practice in Spain – involving not only advice on M&A, but also arbitration proceedings – he has also built a top-notch reputation in Cuba where he is seen as a leading legal market player.

37. JAVIER GARCÍA-PITA

Linklaters



One of Spain's leading tax lawyers, Linklaters partner Javier García-Pita advised on the tax aspects of some of the country's biggest transactions in the last 12 months. García-Pita is popular with clients due to his ability to provide an in-depth analysis of the various tax options that are available. Notable matters in the last year included advising private equity fund Permira on the tax aspects of its acquisition of five universities in Spain and Portugal from Laureate. In addition, he also advised Altamira Asset Management on the tax issues involved in its sale of an 85 per cent stake in the company to Italian loan management company doBank. In total, in the last 12 months García-Pita advised on the tax aspects of transactions with a total value of more than €6 billion.

38. IGNACIO GÓMEZ SANCHA

Latham & Watkins



Following the untimely death of Latham & Watkins' Madrid managing partner Juan Picón earlier this year, Latham & Watkins was left with the unenviable task of having to replace what many see as a legal market legend. However, many market insiders believe that, in elevating Ignacio Gómez-Sancha to the top job, the firm has made a wise decision. In an understated way, Gómez-Sancha has built a reputation as a shrewd operator, particularly in the sphere of capital markets. Not only does he demonstrate impeccable judgment, but he is also known for his ability to address challenges in a highly innovative way. These are skills that will be needed having taken on Latham's Spanish project, but he looks well-equipped to steer the firm through what have been troubled waters in recent months.

39. ROSA VIDAL

Broseta



Managing partner of Broseta, Rosa Vidal has a reputation for being an excellent leader. Peers and colleagues describe her as a having a strong work ethic and being an accomplished team-builder. Her approach to management has paid off and the firm has enjoyed some impressive growth in the last 12 months. The firm has made a number of lateral hires this year and revenue grew by an impressive 32 per cent. Indeed, in the last two years, the firm has almost doubled its billing, demonstrating that, under the guidance of Vidal, the firm is growing in stature.

40. VERÓNICA ROMANÍ-SANCHO

Gómez-Acebo & Pombo



Gómez-Acebo & Pombo partner Verónica Romani-Sancho has become a key player in the financing of renewable energy projects, which are booming in Spain. Highly regarded by clients with whom she is able to build strong relationships, Romani-Sancho has advised on a significant number of financings in the last year – she has worked on a number of impressive deals in 2019, which had a total value of more than €1 billion. Never afraid to take the initiative,

clients praise Romani-Sancho for the proactivity she brings to transactions.

41. ROMÁN GIL

Sagardoy Abogados



One of the biggest-hitters at employment specialist Sagardoy Abogados, Román Gil is one of the leading experts on company restructurings, and in particular collective dismissals. He has also forged an excellent reputation for his work advising clients on negotiations with trade unions. In particular, his experience handling contentious matters means he is often the lawyer clients have on speed-dial for times when labour disputes arise. He is also renowned for his ability to calmly surmount any obstacle that is thrown at him.

42. ORIOL ARMENGOL

Garrigues



One of the most experienced EU & Competition lawyers in the Spanish market, Armengol left Pérez-Llorca and joined Garrigues last year. He has built a formidable reputation advising national and international companies from a wide range of sectors including: banking, energy, pharmaceuticals, automotive, transport, entertainment and retail. Clients value his straight-talking approach and his first-class communication skills have helped him become one of the most sought-after lawyers in his field in Spain.

43. JORDI FAUS

Faus & Moliner



One of the most eminent experts in regulatory law in the life sciences sector, Jordi Faus is widely respected for his prowess in the fields of market authorisations and product withdrawals, in particular. Pharmaceutical clients know that a call to Jordi Faus will mean their particular legal issue will be in the safest of hands – his knowledge of the industry’s regulatory framework is second to none. He is especially well known for his expertise in pricing and reimbursement matters.

44. IGNACIO AYALA GÓMEZ

Oliva-Ayala Abogados



Managing partner of Oliva-Ayala Abogados, the firm he co-founded, Ignacio Ayala Gómez is a leading authority in the field of white-collar crime. Given his extensive experience in court cases, his services are in high demand among clients accused of corporate crimes. In particular, he is seen as one of the foremost practitioners in cases involving multiple jurisdictions. The firm is exclusively focused on criminal law, and at a time when high levels of specialisation are a key requirement for clients, Ayala Gómez’s practice stands out.

45. RAMÓN FERNÁNDEZ-ACEYTUNO

Ramón y Cajal



One of the most sought-after insolvency lawyers in the market among clients, Ramón Fernández-Aceytuno is renowned for the high-quality service he provides. He also has a respected corporate restructuring practice through which he has built an excellent reputation for advising both corporations and financial institutions. Fernández-Aceytuno’s communication skills and ability to explain complex concepts in clear and simple terms means he is often recommended to clients and is considered to be one of the leading experts in his field.

46. ANTONIO CASTÁN

Elzaburu



An intellectual property expert, Elzaburu partner Antonio Castán is particularly renowned for his work in the areas of patents and trademarks. He has built a storied client following in a number of key sectors including retail, leisure and media, as well as being the first port of call for international businesses looking to ensure their intellectual property is protected in Spain. He is also known as one of the foremost authorities on intellectual property in the publishing industry.

47. ERNESTO GARCÍA-TREVIJANIO GARNICA

GTA Villamagna Abogados



Founder of GTA Villamagna Abogados, Ernesto García-Trevijanio Garnica is seen as one of the preeminent practitioners in the field of public law. His areas of expertise include public infrastructure and construction projects, particularly in the energy, water and transport sectors. Clients laud his work in the field of administrative law in particular, while he has also built a loyal client base in the energy and infrastructure sectors.

48. MANUEL ECHENIQUE

Uria Menéndez



Highlighted as a rising star in the Spanish legal market some years ago, the career of Uria Menéndez M&A partner Manuel Echenique has continued to go from strength to strength since then. His ability to convey complex matters in a clear and simple way has made him popular with clients and he has earned a reputation as a highly accomplished dealmaker. With regard to transactional matters, it has been a particularly prolific year for Echenique, who advised on more than 20 deals with a total value of more than €7 billion in the last 12 months.

49. CARLOS BLANCO

Roca Junyent



Roca Junyent's Madrid managing partner Carlos Blanco was tasked with building up the firm's operations in the Spanish capital and the consensus in the market is that he has done an excellent job. The firm has muscled its way into some major transactions in the last year and Blanco was often leading the way. In total, he has advised on deals with a total value of €1.2

billion in the last year. All this has been achieved at a very young age and Roca Junyent's Madrid office looks to be in very good hands. In addition to handling major deals, Blanco is also winning a large number of instructions from start-ups, demonstrating his reputation for dynamism and innovation.

50. MARÍA PILAR GARCÍA GUIJARRO

Watson Farley & Williams



A firm, decisive leader who has also demonstrated a talent for developing and nurturing highly effective teams, Watson Farley & Williams Spain managing partner María Pilar García Guijarro is undoubtedly a star of the Spanish legal market. A tough negotiator, García Guijarro has played a significant role in establishing the firm's reputation in the field of energy M&A. Watson Farley & Williams has been involved in a large number of deals in the sector during the last 12 months, with García Guijarro often playing a leading role. ■