GARRIGUES



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Corporate and M&A
Banking and Finance
Family Business
Tourism and Hotels

Guillermo Conde is a Senior Associate in the Commercial Law Department of Garrigues. He has extensive experience in transactions related to corporate advice to domestic and foreign companies, particularly in mergers and acquisitions (M&A), business crisis, shareholders' agreements and joint ventures, commercial and civil contracts, real estate and tourism law, reorganisation of business groups and family businesses. He also has extensive experience in a wide range of project finance transactions, particularly in energy and infrastructure projects. He advises on a recurring basis to relevant national and foreign business groups with a presence in the Canary Islands with interests in sectors such as tourism, real estate, construction, chemical industry, Oil & Gas, media, health, automotive and financial, among others. Guillermo holds a Law Degree from Universidad Complutense de Madrid, a Master in Business Law (LLM) from IE Law School and a PhD in Commercial Law (CUM LAUDE).

Experience

Guillermo Conde is a Senior Associate in the Commercial Law Department of Garrigues in the Canary Islands, a firm where he has developed his professional career since 2007, starting his professional career at Garrigues' Madrid office and subsequently until today in Garrigues' Canary Islands office. In his professional activity he has participated in highly complex transactions, including among others:

- Sales under multiple structures and strategies (e.g. leveraged buy-outs (LBOs), management buy-outs (MBOs), asset and liability sales and purchases, carve-outs, etc.), both in bilateral processes and in competitive auction processes;
- Planning and execution of reorganisation and integration of companies and groups, mergers and splits;
- Acquisition of distressed assets, both in insolvency proceedings and corporate liquidations, acquisition of non-performing loans (NPLS) and bank assets (REOS);
- Project finance transactions, including particularly in the energy and infrastructure sectors;

- Bank debt restructuring transactions with the entry of new investors or divestment of assets;
- Regular and ongoing advice to companies on corporate governance and corporate law. He also acts as Secretary non-director of the board of directors of several companies in different sectors;
- Regular advice to companies on commercial contracting matters for various Spanish companies and international groups with a presence in Spain;

In terms of specialisation by industry, although Guillermo has advised on transactions in a multitude of sectors (e.g. real estate, construction, chemical industry, Oil & Gas, media and audiovisual, healthcare, automotive and financial, among others), it is worth highlighting his extensive experience in the tourism industry, where Guillermo acts as legal advisor to the main tourism groups based in the Canary Islands, advising them on the most notable transactions involving the acquisition and sale of hotel assets in the Canary Islands.

Academic background

- Law degree, Universidad Complutense de Madrid.
- PhD in Commercial Law (CUM LAUDE) from the UNED.
- Master in Business Law (LLM) from IE Law School.
- Executive Master in Business Law from Centro de Estudios Garrigues in collaboration with the Harvard Law School.

Teaching activity

He has acted as a lecturer in:

- Executive Master in Innovation, Marketing and Tourism Efficiency (EMITUR) taught at ESCOEX Business School.
- Master's Degree in Insurance Law at the Faculty of Law of the UNED.

Memberships

Member of the Madrid Bar Association. Member no. 83.675.

Publications

- "El contrato de franquicia en la Propuesta de Anteproyecto de Ley de Código Mercantil tras el Dictamen del Consejo de Estado". Revista de Derecho de la UNED. ISSN 1886-9912, Nº. 26, 2020, pp. 77-103.
- "El Contrato de distribución comercial en exclusiva en la Propuesta de Anteproyecto de Ley de Código Mercantil". Doctoral thesis supervised by Alicia Arroyo Aparicio.