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Partner

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Dispute Resolution: Litigation and Arbitration

Alejandro Huertas is a partner in the Dispute Resolution: Litigation and Arbitration department at Garrigues, where he has developed his career since 2008, specialising in the analysis and resolution of commercial disputes, either in the context of complex negotiations or, when settlement is not an option, in the defence of the case, both in court and in arbitration.

He is regularly involved in some of the most complex and significant financial cases in the country, often with a high technical and international component. His expertise covers a wide range of sectors (private equity, energy, industry, construction, insurance, pharmaceuticals and telecommunications) and issues (SHAs, SPAs, earn-outs, R&W, damages, accounting disputes, corporate disputes, contractual and non-contractual liability and unfair competition). A three-time Spanish Public Speaking Champion, Alejandro teaches courses on communication and negotiation techniques and is recognised by the main international legal directories as one of the leading litigators in our country.

Experience

Alejandro regularly participates in the definition and implementation of the legal strategy of some of the most complex business disputes with the greatest financial impact in Spain, defending the interests of our clients in any private dispute.

In particular, he has extensive experience in complex negotiations, where on many occasions he has quickly reached satisfactory agreements. He has conducted significant litigation and arbitration proceedings, both national (CAM, CIMA) and international (ICC, PCA), under various applicable laws. He specialises in highly technical financial and accounting disputes (business valuations, exit prices, earn-outs and damages calculations), which he approaches from both a legal and technical perspective.

Alejandro has successfully defended hundreds of litigation and arbitration cases, including the following examples:

- Representing an international cement company in an investment arbitration against the Republic of Ecuador before the Permanent Court of Arbitration (PCA).

- Representing a gas company in an ad hoc arbitration concerning the acquisition and valuation of an LNG plant.
- Representing a listed pharmaceutical company in a challenge to an international double-blind clinical trial.
- Acting for a private equity fund in a dispute over the earn-out on the transfer of a telecommunications company.
- Acting for a private equity fund in connection with the exit of its managers as bad leavers.
- Representing an international tobacco manufacturer in an ICC arbitration against a claim by its agent for the Spanish market for termination of the contract.
- Representing a dominant national operator in a claim for damages arising from an alleged infringement of competition law.
- Representation of one of the country's leading restaurant franchisors in an action brought by an association of franchisees seeking to have the franchise agreement declared null and void.
- Representing a Spanish bank in a corporate dispute involving the challenge of corporate resolutions.
- Representation of a listed international construction materials company in a dispute arising from the exercise of a call option to acquire control of a cement manufacturing company.
- Representing a listed international construction company in an arbitration concerning a pre-contractual liability claim in the context of joint venture negotiations.
- Acting for an international property group in an arbitration concerning the alleged breach of a right of first refusal to purchase a championship golf course in Spain.
- Representing a listed international insurance company in an international arbitration concerning the exercise of a put option on its shareholding in a bancassurance company due to a change of control of the banking partner.
- Representing a family office in price adjustment claims for breach of R&W following the sale of several factories and patents in Spain to an international pharmaceutical group.
- Acting for a listed financial institution in relation to the blocking of the enforcement of first demand guarantees by a foreign financial institution.

He is a member of the firm's Editorial Committee and its Technology and Innovation Committee.

Academic background

- Degree in Law, Universidad de Córdoba (second cycle at Universidad de Salamanca).
- Executive Master's Degree in Business Law, Centro de Estudios Garrigues and Harvard Law School.
- Executive Master's Degree in Business Legal Practice, Centro de Estudios Garrigues.
- Anglo-American Law Program, Centro de Estudios Garrigues.

Teaching activity

A regular speaker at national and international seminars and conferences, Alejandro teaches communication and negotiation techniques in the firm's in-house training programmes and in the Masters in Access to the

Legal Profession (specialising in Business Law, Labour Law and International Law) at the Centro de Estudios Garrigues, as well as in the International Honors Programme organised with the TEC de Monterrey in Mexico.

Memberships

He is a member of the Madrid Bar Association (ICAM) and the International Bar Association (IBA).

Distinctions

Alejandro is included in the main international legal directories as one of the most prestigious litigators on the national scene, both in court and in arbitration.

Ranked in Chambers & Partners, in the area of Dispute Resolution (2024):

- *"Alejandro Huertas is a lawyer with tactical intelligence, legal knowledge and work capacity that is truly exceptional."*
- *"Alejandro works tirelessly on behalf of the client to reach a commercially viable solution and bring an end to any litigation."*

Ranked in The Legal 500, as a "Next Generation Partner", in the area of Dispute Resolution (2021- 2023):

- *"Alejandro Huertas is a spectacular individual. Extremely dedicated and detail focused. He reads people well and know how to drive the negotiation".*
- *"Alberto Pimenta and Alejandro Huertas make an unbeatable duo. Each one separately is extraordinary, but seeing them work together, how they complement each other and they strengthen each other, it is a real luxury".*
- *"Alejandro Huertas has a truly extraordinary intelligence, to which he adds a transversal knowledge of law, certainly striking. He is a benchmark both in the room and at the negotiation table".*
- *"Alejandro Huertas: Excellent technical level, excellent strategy and empathy with the client".*
- *"Alejandro Huertas is a completely out-of-the-box trial lawyer. To an unsurpassed command of litigation practice he adds a truly useful understanding of our business. He is a safe bet, who always goes the extra mile. His soft skills for arguing and persuading are truly amazing (when you are with him you easily understand why he has been three times in a row the Spanish public speaking champion)".*

Ranked in The Legal 500's "Arbitration Powerlist - Iberia, 2023" as one of the leading arbitration experts in Spain:

- *"He is a skillfull litigator that excels un complex pre-litigation negotiations. Three-time winner of the "National Public Speaking Award", he is known for his soft skills for arguing and persuading. He has an outstanding knowledge of company matters (SPA, SHAs, R&Ws, corporate lawsuits and directors' liability), contractual disputes and business valuation disputes, where he has a thorough understanding of valuation methods, accountancy issues and forensics practices. Alejandro is well known throughout the country for his regular participation in major court and arbitration proceedings, both commercial and investment arbitration, where he consistently represents major players in the market. He is a completely*

out-of-the-box trial lawyer, a safe who always goes the extra mile’.

Publications

- Regular contributor to the World Bank publication Doing Business (The World Bank - IFC) in the sections on “Enforcing Contracts” and “Protecting Investors”.
- "Las medidas cautelares" in "Manual de acceso a la abogacía. Especialidad civil y mercantil", Tirant Lo Blanch, 2022.