GARRIGUES



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Real Estate

Juanjo Berdullas is a resident partner in the London office, where he coordinates the transactional practice. His practice includes corporate transactions, finance and the transactional aspects of special situations. He channels the relationship with international law firms and is involved in transactions generated in the London market. He combines these tasks with his regular practice in Spain.

Experience

During his career, he has advised investment funds and companies in the acquisition of assets and corporates (in many cases real estate or real estate related companies, such as servicing companies, hotel companies, management companies, etc.), as well as in corporate transactions (including some of the most relevant M&A transactions and recaps of private equity and real estate funds in the sector).

Likewise, he has participated in corporate and real estate financing transactions, both in transactions subject to Spanish law and in the Spanish aspects of international financing transactions, through all types of instruments (loans, credits, bonds).

When it comes to real estate he has worked across all traditional and alternative asset classes.

He has also participated in some of the most relevant joint ventures relating to asset acquisition and management and/or credit portfolios, as well as some aimed at channeling investment in operating and infrastructure companies, advising in most cases private equity funds. He has also been involved in the listing of Socimi's, as well as in the real estate and transactional aspects of transactions targeting listed companies, both on BME Growth and on the Spanish Stock Exchange.

In the area of special situations, he has advised funds on the acquisition and restructuring of loan portfolios, NPL's, mortgage options and REO's, as well as on the restructuring or liquidation of real estate and industrial companies, as well as in the sale of real estate companies and partial or full company stake acquisitions.

Likewise, he has advised international financial institutions and funds in financing and restructuring processes, as well as international investors in the acquisition of positions in relation to bilateral and syndicated debt or in the provision of financing in the framework of restructuring processes.

In addition, in recent years he has been actively involved in advising leading financial institutions and funds on the acquisition, reorganization and sale of real estate portfolios/companies or loans with real estate subjacent. These transactions include Blackstone's acquisition of 51% of Banco Popular's real estate business (largest real estate transaction in Spain, EUR 30 billion) and Caixabank's sale of its REO portfolio (EUR 5.8 billion).

He was a visiting attorney at the US firm Sullivan & Cromwell (in its New York office) in 2008-2009, integrated in its general corporate practice and the firm's financial institutions group, having participated in some of the largest restructuring operations in the US banking and insurance sector, as well as in M&A and financing transactions in Latin America.

He is also a regular speaker at seminars and conferences and has published articles in his area of specialization. He is also the director of the Master's program in International Law at ISDE, and he also teaches in the areas of banking, financial, and real estate law, both at ISDE and at Esade.

He is a member of the Barcelona Bar Association and the New York State Bar Association. He is also a member of the La Caixa Scholars Association and the Columbia University Alumni Association.

He has been recognized as a relevant practitioner in Chambers and other legal rankings.

Academic background

- Degree in Law, Universidad de Granada. Degree in Translation and Interpreting, Universidad de Granada (Fellow of the University of California at the University of California Santa Barbara).
- Legal Practice Post-Graduate Course at the Barcelona Bar Association.
- Master of Laws (LL.M.), Columbia University (New York) (“la Caixa” Fellow and King James Scholar Honors). Sworn Translator (English Language) of the Spanish Ministry of Foreign Affairs.

Publications

- “SAREB and FABs: a first look behind the acronyms” (Financier Worldwide Magazine June 2013).
- “Socimi's en el sector hotelero: ¿hacia un mercado de Reit’s especializados a través de la eficiencia fiscal?” (Revista Check In-CBRE-2013).
- “Down the Shops” (European Lawyer- June 2011).
- Capítulo “La contratación para la adquisición de inmuebles” Derecho Mercantil Inmobiliario (with María Teresa Hernández Falcó) (Editorial Bosch 2009).
- “China: De la sacralización del suelo a la revolución inmobiliaria” (El País Propiedades, February 2006).
- “Aspectos jurídicos de la inversión inmobiliaria en Europa del Este” (Vía Inmobiliaria, February 2006).