



Mário Lino Dias

Partner

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Corporate and M&A

Private Equity

Energy

Insurance

Startups & Open innovation

Mário is a partner of the Corporate and M&A department since 2008, his main areas of practice being Mergers and Acquisitions and, in particular, Private Equity. Mário has experience in all types of transactions and at all stages of the investment cycle, including fundraising, investment, and divestment. He has represented and led transactions involving the main Iberian-based funds, as well as reference European and international investment houses. Mário is also a reference in the insurance sector, having spearheaded in Portugal some of the most complex M&A deals in this industry. His practice is recognised by Chambers & Partners (both in the Global and Europe directories), The Legal 500, and IFLR1000, amongst others, and he features consistently amongst the lawyers advising on the most deals in Portugal.

Experience

Mário has been a partner at Garrigues Portugal since 2008, having joined the firm in 2001 following a stint at Landell PricewaterhouseCoopers between 1997 and 2000.

He deals mostly with mergers and acquisitions and complex cross-border transactions. Work highlights in recent years include:

- Advising TagEnergy in raising EUR 450 million from Impala, Mirova, and Omnes aimed at funding renewable energy and battery projects in Europe and Australia;
- Advising Feedzai in its series D investment round, raising USD 200 million from KKR and other reference investors and becoming the only unicorn headquartered in Portugal;
- Advising Apax in its EUR 168 million acquisition of GamaLife (previously GNB Vida) from Novo Banco; and
- Advising Santander in setting up its Portuguese bancassurance alliances.

As for the industries in which he is present, Mário has advised on transactions in a multitude of sectors, including renewable energies, pharmaceuticals, health, information technology, and manufacturing. In particular, he has represented both banks and insurance companies in several of the most remarkable insurance, bancassurance, and reinsurance transactions in Portugal.

Mário has also been a key player in establishing the only unicorn headquartered in Portugal, having represented it throughout all of its investment rounds, making him also particularly experienced in matters involving growth companies and venture capital.

He also has extensive experience in corporate conflicts, including shareholder disputes, resolving deadlocks arising in the context of joint ventures, and clashes with management.

Academic background

- Post-graduate studies in Taxation, Instituto Superior de Gestão.
- Post-graduate studies in Management, Universidade Católica Portuguesa.
- Degree in Law, Universidade Lusíada Portuguesa.

Teaching activity

- Speaker at the "International Trade Operations" Seminar, on the topic "Due Diligence", in Lisbon in 2008.
- Speaker at the 3rd OSPEA Congress of SMEs in Commerce and Tourism, on the topic "Opportunities for growth of SMEs through investment and the creation of new companies in Portugal; an approach to the main fiscal and corporate aspects", in Santiago de Compostela in 2007.
- Speaker at a Seminar on the Setting up of Companies and Businesses in Portugal, on the topic "Tax, corporate and labour aspects of investing in Portugal", promoted by the Asturian Business Association, in Oviedo in 2007.
- Speaker at Caixa Vigo "MBA - Structuring an M&A Deal", in Oporto in 2004.

Memberships

Mário is a member of the Portuguese Bar Association.

Distinctions

Mário features in the main directories such as Chambers & Partners (both in the Global and Europe directories), IFLR1000 (as highly regarded), and Legal500 (as a leading individual) in Portugal in the areas of M&A, corporate law, and private equity.

Publications

- Lecturer at Seminar about "Relevant aspects of International Commerce Transaction" with the theme "Due Diligence implementation", NPF – Pesquisa e Formação, Lisboa, 2008.

- Lecturer at a Seminar about the implantation of companies and business in Portugal with the theme “Labour, commercial and tax aspects related to the implantation of business in Portugal” promoted by the Asturian Business Association, Oviedo, 2007.
- Lecturer at the III Congress OSPEA of SME’s of Commerce and Tourism, with the theme “Opportunity for the increase of SME’s through the implantation of delegations and new companies in Portugal. An approach to the prime tax and commercial aspects”, Santiago de Compostela, 2007.
- Lecturer at Caixa Vigo “MBA – Structuring an M&A Deal”, Oporto, 2004.