

Graciela Llaneza

Partner
Madrid

Biography

Heading our Private Equity practice in Spain, Graciela is renowned in private equity and M&A transactions. She has a solid track record in advising both financial investors on domestic and cross-border transactions as well as Spanish and international companies on M&A transactions. Her specific areas of experience include sectors such as Financial Services, Consumer, Health Care, and Energy. She has advised a wide variety of international funds and private equity houses and fully understands the private equity market, which enables her to provide comprehensive and innovative solutions to clients' transaction requirements.

Graciela is widely known for her sound business-oriented approach to legal advice and offers practical legal solutions to her clients and is known to act proactively to bring deals to completion. Further, she helps clients find business opportunities for transactions in Spain. Graciela regularly assists Spanish industrial groups in their transactions abroad, especially in Latin America and USA. She also helps with corporate reorganisations and general corporate law.

Graciela studied Law (Hons) and Economics at Universidad Pontificia Comillas (ICADE, E-3). Her commitment to diversity led her to join, as a founding member, the Spanish Female Executives and Board



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Languages

English
Spanish

Practices

Commercial
Mergers and Acquisitions
Private Equity

Members Association, where she serves on the Board as General Counsel. The Association's main objective is to promote the presence of women in executive, senior management, and Board positions.

Representative experience

Advised Tikehau Capital on the acquisition of the biomass business held by Acek Energías Renovables.

Advised Acon Investments on the acquisition of a majority stake (70%) of Salesland, S.L.

Advised Mahou San Miguel on its collaboration agreement with AB Inbev for the manufacturing and distribution of the Belgian multinational group's brands in Spain.

Advised Acon Investments on its co-investment with Torreal on the acquisition of Alicante-based cosmetics company Germaine de Capuccini, S.A.

Advised Mahou San Miguel on the acquisition of a majority stake (70%) in Colorado-based Avery Brewing.

Advised Vinccler on the sale of its 30% interest in its Ecuadorian subsidiary Wayra Energy S.A. to the Spain-based alternative energy group Elecnor.

Advised Mahou San Miguel on its acquisition of a majority stake (90%) in Founders Brewing Company.

Advising HIG Capital in the acquisition of Spanish restaurant chains Café y Té and Panaria.

Advising Orangina Schweppes in the acquisition of PepsiCo's beverage distribution business in Spain's HORECA channel.

Advising EPCE (Ecuador Public Cement Company) on the investment by Yura in UCEM.

Awards and rankings

- Private Equity, Leading Individual, *Legal 500 EMEA*, 2019-2020

Industries

Consumer
Financial Institutions
TMT
Private Capital

Areas of focus

Bolt-ons
Buy Outs
Co-investments
Exits
Food and Beverages
Management Teams
Retail and Consumer Goods
Cross-border Mergers and Acquisitions
Carve-outs, Spin-offs, and Split-offs

Education and admissions

Education

Bachelor Degree in Law and Business Administration,
Universidad Pontificia de Comillas

Accolades

"Total dedication to the client and strict compliance with deadlines. She is a magnificent lawyer, with a great ability to generate investment opportunities for her clients".

- Ranked in Corporate/M&A (Spain), *Chambers Global*, 2012-2020
- Ranked in Corporate/M&A, *Chambers Europe*, 2012-2020
- Ranked in Private Equity, *Chambers Europe*, 2012-2020
- Recommended Lawyer in Corporate and M&A Law, *Best Lawyers*, 2015-2020
- Recommended Lawyer in Investment, *Best Lawyers*, 2020
- Recommended Lawyer in Private Equity Law, *Best Lawyers*, 2020
- InspiraLaw Top 50 Women, *Iberian Lawyer*, 2019

Latest thinking and events

- Press Releases
 - Hogan Lovells advises pipeline integrity specialist NDT Global Limited on the sale of NDT Global Group to Canadian Eddyfi NDT Inc.
- Blog Post
 - Study on M&A standards and practice in Spain
- Hogan Lovells Publications
 - Around Europe: The Private Equity Market - Spain *Client Notes*
- Sponsorships and Speaking Engagements
 - Spain: The new El Dorado for international funds?

Chambers Europe 2018

"She deals directly with the client and drafts the agreements, she is able to mobilise her team quickly so that we have a clear, easily understandable and practical answer".

Chambers Europe 2018

"High technical understanding and great capacity for negotiation and problem solving".

Chambers Europe 2019

"Graciela is a brilliant lawyer with excellent negotiation skills and a deal-oriented approach. She knows the needs of private equity funds and is able to provide innovative solutions".

Chambers Europe 2019

"Quality of work and flexibility".

Chambers Europe 2020

"A brilliant lawyer and an excellent negotiator".

Chambers Global 2020

"Graciela Llaneza is a very experienced lawyer. She is very

reliable and solution driven, while at the same time being a tough negotiator".

Legal 500 EMEA 2020
