

## Band 1: Wealth Management

### 1 Baker & McKenzie *Firm profile*

**The Firm:** This first-class outfit has expertise in the whole range of wealth management issues, such as investment planning, family protocols and inheritance. The team's prominence in the market is reflected by its impressive client base, which includes some of the sector's most high-profile names. In addition, the team's ability to draw upon the firm's extensive international network is viewed as a distinct advantage by clients. One interviewee remarked: *"We continue to uphold our long relationship with Baker & McKenzie because its team inspires us with so much confidence."*

**The Lawyers:** Head of the group, **Luis Briones Fernández** receives enthusiastic praise from all corners. Peers say he has a *"magnificent reputation for advice on family offices,"* while clients describe him as *"a superb lawyer with a great capacity to solve the most complex matters."*

### 1 Cuatrecasas *Firm profile*

**The Firm:** This local firm is one of the longest established players in the wealth management sector in Spain. The lawyers represent corporate as well as private clients, including several high-profile families across the country, particularly in Catalonia. In addition, some of the lawyers here have played a key role in amending and advising on Spanish legislation concerning wealth management. Clients report: *"Cuatrecasas provides an excellent service, including tailor-made solutions, and has a permanently proactive and commercial attitude."*

**The Lawyers:** Renowned for his technical skills, **Carles Puig** is the leading figure at the practice and is *"always up-to-date with the latest developments in the sector,"* while **Luis Gimeno Valledor** is admired for his *"tremendous creativity and innovative approach."* Sources also paid tribute to their *"marvellous teams,"* based in Barcelona and Madrid respectively. Clients single out **Jorge Arqués** for his *"great analysis and negotiation skills"* and his *"broad experience advising family businesses."* Clients are also full of praise for **Carlos Onandia Alsius**: *"He is an extremely hard-working lawyer who follows up every single issue perfectly and inspires absolute confidence in his clients."*

## Band 2: Wealth Management

### 2 Avantia asesoramiento fiscal y legal S.L. *Firm profile*

**The Firm:** Working out of offices in Bilbao and Madrid, this 12-strong boutique is one of the few specialist wealth management groups to have made a name for itself in the market. The lawyers are *"hands-on and solutions-driven"* and have more than 15 years' experience in the field, many of them at international firms. The team has a broad practice, encompassing tax-related advice, and serves both national and international clients.

**The Lawyers:** One of three managing partners at the firm, **Javier Estella Lana** is highlighted for his responsiveness, client dedication and *"excellent specialist knowledge."*

### 2 Garrigues *Firm profile*

**The Firm:** Fielding a large team of 22 partners spread across Spain, this group offers a wide range of wealth management advice and is praised for its *"practical and extremely dedicated approach."* The lawyers are also esteemed for working closely with their clients and being up-to-date with all the latest developments in the sector. One client enthused: *"We always know we are in safe hands working with them."*

**The Lawyers:** Head of department **Rafael Nebreda** is esteemed for his advice on family-run businesses and has *"excellent negotiation skills, which makes reaching an agreement easy."* Commentators extol **Juan Luis Zayas**' *"amazing technical know-how, particularly on tax matters."* One client added: *"He has a clear vision about what to do in every situation."*

## Band 3: Wealth Management

### 3 Gómez-Acebo & Pombo *Firm profile*

**The Firm:** In addition to its advice on tax planning matters, this five-member team acts for high net worth individuals on family business succession, buy-sell agreements, tax optimisation, and equity and debt issues. The firm has expanded of late, but *"still maintains its characteristic personalised and proactive style,"* clients stated.

**The Lawyers:** Benefiting from his prior experience as an in-house lawyer at the UBS private banking group, **Pablo Alarcón** stands out at the firm for his *"deep technical skills and sound business approach."*

### 3 Rodés & Sala abogados Firm profile

**The Firm:** Based in offices in Madrid and Barcelona, this compact team advises local private clients on their investments in Spain and abroad; it is also recognised for its expertise in civil and commercial law matters, among other areas. Interviewees commented: *"This is a great team, with exceptional technical skills. It always follows up matters closely."*

**The Lawyers:** Sources describe **Juan Milagro** as a *"highly skilled and industrious lawyer"* who provides *"creative solutions and is available 24/7."*

### 3 Uría Menéndez Firm profile

**The Firm:** Market sources describe this group as an *"utterly safe choice"* for any wealth management matter, whether in Spain or abroad. The group was also recommended for its niche advice on matters relating to art collections. The firm has a *"good spread of offices and excellent contacts everywhere,"* one client commented.

**The Lawyers:** A *"consistent and dependable lawyer,"* **Rafael Fuster** advises domestic and international clients on tax planning matters, among other areas.

### Other Notable Practitioners

Internationally recognised, **Immaculada Sallent Roig** of Jausas advises private foreign clients on their interests in Spain and national clients investing abroad. She is well known for her *"absolute dedication and skill in resolving problems."* One client added: *"She always gives us great peace of mind."*



## Avantia asesoramiento fiscal y legal S.L.



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### FIRM OVERVIEW

**Managing Partner:** Javier Estella Lana

**Senior Partner:** Patricia García Mediero

**Number of partners worldwide:** 3

**Number of professionals worldwide:** 11

**THE FIRM:** Avantia Asesoramiento Fiscal y Legal is one of the leading independent Spanish firms in the provision of tax and legal services to national and international private wealth clients. Its management team has over 17 years of professional experience gathered in PricewaterhouseCoopers in the UK and Spain, initiating the Spanish Private Client Practice, and Ernst & Young Abogados, with Javier Estella Lana as Partner-in-Charge of the Spanish High Net Worth Private Client Practice and Patricia García Mediero as Partner-in-Charge of the provision of international private wealth services. The firm focuses on building professional relationships with its clients based on trust, confidentiality and sound business and technical methodology on the basis of a joint tax and legal approach. Its professionals have outstanding academic qualifications in Spain and abroad in the fields of taxation, legal counsel and business management (Instituto de Empresa, IESE management programme, UK ATII), as well as extensive experience as regular speakers at leading national and international private wealth events, professors at prominent Spanish academic institutions and universities (Instituto de Empresa, Universidad de Deusto) and contributors in specialist publications both in Spain and abroad. Avantia Asesoramiento Fiscal y Legal has offices in Madrid and Bilbao.

### MAIN AREAS OF PRACTICE:

**Tax Services, Private Wealth:** The firm provides domestic and international tax advisory and compliance services to its private wealth clients at all wealth tiers, from individuals and their corporate interests through to their underlying investments, covering all direct and indirect taxes involved, including income tax, wealth tax, inheritance tax, corporation tax, VAT and transfer taxes. The firm also addresses tax needs arising from specific events such as business and wealth restructuring processes, 'intervivos' or 'mortis causa' free transfers, acquisition and disposal of business interests and/or passive investments, IPOs, joint venture agreements or other business ventures, real estate transactions, remuneration planning and any other arrangements giving rise to complex tax issues. It also provides services relating to tax audits and investigations, court appeals, as well as those relating to the submission and obtention of Spanish tax rulings.

**Legal Services, Private Wealth:** The firm focuses on the provision of legal services to its private wealth clients covering all specialist areas of the law usually involved, including business, commercial, contract, real estate and civil law, at all wealth tiers. The firm also provides specific advisory, implementation and recurring legal services, including company secretarial, family protocols, estate and gift planning, probate services, as well as any advisory and contractual services required in relation to business and wealth restructuring processes, acquisition and disposal of assets, business or passive interests, IPOs and other business ventures, real estate transactions, including conveyance work in certain cases, and any other arrangement giving rise to complex legal needs. Javier Estella Lana (tel: +34 91 310 2214, e-mail: javier.estella@avantia-fo.com) is the leading partner of the Tax and Legal Practice.

**INTERNATIONAL WORK:** Avantia Asesoramiento Fiscal y Legal has a unique offering of a full-time professional team involved in the provision of international private wealth tax and legal services to clients with an international profile. The firm provides these services to both Spanish nationals and family groups with investments or transactions abroad, including tax and legal services required on disposals of shares and business interests to multinational corporations, and to foreign citizens investing into Spain, whether real estate or other investments. It has extensive experience in international transactions, planning, implementing and providing full assistance on transfers of residence, advising on cross-border estate and gift matters both from a tax and international civil law perspective, assisting settlors, trustees and beneficiaries of trusts on all Spanish tax and legal matters affecting their arrangements and advisory services on the use of international structures for tax planning purposes. As an independent professional firm with extensive experience in international private wealth matters, Avantia Asesoramiento Fiscal y Legal combines the ability to coordinate cross-border projects with sound technical expertise and an outstanding network of working relationships with pre-eminent private wealth tax and legal advisors in all leading jurisdictions. Patricia García Mediero (tel: +34 94 423 2156, e-mail: patricia.garcia@avantia-fo.com) is the leading partner of the International Practice.

**LANGUAGES:** English, French and Spanish.

**CLIENTS:** It is the strict policy of the firm not to disclose the names of its clients. Its high net worth clients include high and ultra high net worth individuals, family groups, artists and sportspersons, family businesses, entrepreneurs, company directors and board members, private banks, private asset managers, leading and specialist law firms, trustees and executors of complex estates.

#### **CONTACTS**

**Managing Partner:** Javier Estella Lana

**International Private Wealth Services:** Patricia García Mediero

## Chambers Europe

- This Firm's Profile



### Javier Estella Lana

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This person is ranked in the following:

**Spain**

**Wealth Management (Band 2)**

### Profile

**Specialisation:** Managing Partner. Lawyer. Provides tax and legal advisory services to domestic and international private wealth clients. Work includes national and international tax advisory services to high net worth individuals, family groups, artists and sportspersons, family businesses, entrepreneurs and company directors. Tax and legal services provided include business and wealth restructuring processes, national and international succession planning, cross-border planning, family protocols, business ventures, acquisitions, disposals, IPOs, remuneration planning and assistance on Spanish tax audits. Has been Professor of Instituto de Empresa (Madrid) and other institutions. Leading speaker on numerous conferences and seminars.

**Professional Memberships:** Spanish Law Society, Instituto de Empresa and IESE PDG (General Management Program) alumni.

**Career:** Qualified in 1989. Initial member of the Private Client Team of PricewaterhouseCoopers. Partner in Charge of the High Net Worth Practice of Ernst & Young Abogados. Currently Managing Partner, Avantia Asesoramiento Fiscal y Legal.

**Publications:** Several articles in national newspapers on private wealth taxation matters. Co-author in specialist private wealth publications.