

WEALTH MANAGEMENT — SPAIN

Band 2

Avantia Asesoramiento Fiscal y Legal S.L.

From the Chambers Europe guide

Basic facts about the department

- 13 qualified lawyers

What the team is known for Small, highly specialised boutique offering tailored wealth management services, including advice on cross-border projects, tax systems and real estate matters. Instructed by a broad range of clients from all over the world including entrepreneurs, trustees, private banking advisers and multi-family offices.

Strengths (Quotes mainly from clients)

"It is a specialised firm where there is a specialised team of people dealing with HNWIs."

"When the team takes something on I know I no longer have to worry about anything."

Notable practitioners

Head of department [Javier Estella Lana](#) is commended by impressed clients for *"his personal involvement, experience, technical rigour, strategic vision and pragmatism in solutions."* He focuses on tax matters and regularly receives instructions from important artists, company directors and family groups. One interviewee comments: *"I completely trust him and his judgement."*

[Patricia García Mediero](#) advises on tax matters, especially in the context of M&A transactions. She receives outstanding feedback, especially for her excellent English abilities and knowledge of cross-border matters. One pleased client affirms: *"We love to work with her on everything we do with private clients in Spain."*

Europe Guide

AVANTIA ASESORAMIENTO FISCAL Y LEGAL S.L.

Bilbao



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Firm profile submitted by Avantia Asesoramiento Fiscal y Legal S.L.

Managing Partner: *Javier Estella Lana*

Senior Partners: *Patricia García Mediero,
Gabriel Pérez de Cárdenas*

Number of partners worldwide: 3

Number of professionals worldwide: 15

Languages: *English, French and Spanish*

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, with offices in Bilbao and Madrid. Its management team has over 25 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 Institute of Taxation, Harvard Law School), as well as extensive experience as regular speakers at leading national and international private wealth events (STEP, IIR, International Wealth Advisors Forum), professors at prominent Spanish academic institutions and universities (Instituto de Empresa, Universidad de Deusto), independent experts on succession matters at the Committee of Legal Affairs of the European Parliament - JURI and contributors in specialist publications both in Spain and abroad.

Avantia Asesoramiento Fiscal y Legal is widely reputed for its consistent quality and expertise and has been ranked as leader in its field by the most prestigious independent publications and bodies, including Chambers Europe, Legal Media Group – Euromoney, Citywealth Magazine, Who's Who Legal, has been shortlisted by the Society of Trusts and Estate Practitioners (STEP) for its International Legal Team of the Year Award, and has won the 2015 Boutique Firm of the Year STEP award.

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, 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 and voluntary disclosure processes.

Contact: Gabriel Pérez de Cárdenas (Senior Partner of the Domestic Tax Practice) **Tel:** +34 91 310 2215

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Contact: Javier Estella Lana (Leading Partner of the Tax and Legal Practice) **Tel:** +34 91 310 2214 **Email:** javier.estella@avantia-fo.com

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, family 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, and any other arrangement giving rise to complex legal needs.

Contact: Javier Estella Lana (Leading Partner of the Tax and Legal Practice) **Tel:** +34 91 310 2214

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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 sportspeople, family businesses, entrepreneurs, company directors and board members, private banks, private asset managers, leading and specialist law firms, trustees and executors of complex estates.

International Work:

Avantia Asesoramiento Fiscal y Legal has a unique offering of a full-time professional team involved in the provision of cross-border 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.

Contact: Patricia García Mediero (Leading Partner of the International Practice) **Tel:** +34 94 423 2156

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Europe Guide

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Chambers Commentary (Europe)

Spain, Wealth Management

Band 3

Patricia García Mediero advises on tax matters, especially in the context of M&A transactions. She receives outstanding feedback, especially for her excellent English abilities and knowledge of cross-border matters. One pleased client affirms: *"We love to work with her on everything we do with private clients in Spain."*

Practice Areas

Leading Partner, International Private Wealth practice. Provides advisory and compliance services to Spanish citizens investing or moving abroad, non-Spanish citizens investing or taking up residence in Spain, advice and probate services to cross-border estates, structuring advice and conveyance work on Spanish situs real estate, tax and legal advice on marriage, parental custody, succession planning, testamentary arrangements and other civil law matters, advice on Spanish implications of trusts and foundation arrangements, assistance on tax audits as well as civil and criminal tax cases before Spanish courts, voluntary disclosure procedures and private arbitration and dispute resolution both domestic and cross-border. Transactional advice on international M&A projects involving family-owned companies. Clients include individuals and families, executors, trustees, company directors, family offices, private banks and legal firms in need of Spanish tax and legal advice for international Private Wealth clients.

Professional Memberships

UK Institute of Taxation (ATI 1992), Instituto de Empresa, ITPA

Career

Qualified in 1990. UK tax practitioner at Price Waterhouse (PwC) London. International Spanish tax practitioner at PwC Madrid and Bilbao. Partner of the International Private Client Practice at Ernst & Young Abogados. Currently Leading Partner of the International Private Wealth practice, Avandia Asesoramiento Fiscal y Legal.

Publications

Contributor to specialist publications, including Private Client Business. Regular speaker at conferences on cross-border estate matters organised by STEP and ABA. Active participant at the leading International Private Wealth Forums. Member of the experts' panel to the EU Legal Affairs Committee (JURI) on cross-border issues. Top rankings in the most prestigious specialist publications (including Chambers Europe, Chambers HNW, Legal Media group - Euromoney, Citywealth and Who'sWhoLegal. Finalists of the International Legal Team of the Year STEP Private Client Award. Winners of the STEP Boutique Firm of the Year 2015 Private Client Award. Judge of the STEP 2016 Private Client Awards.

Europe Guide

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Chambers Commentary (Europe)

Spain, Wealth Management Band 2

Head of department **Javier Estella Lana** is commended by impressed clients for *"his personal involvement, experience, technical rigour, strategic vision and pragmatism in solutions."* He focuses on tax matters and regularly receives instructions from important artists, company directors and family groups. One interviewee comments: *"I completely trust him and his judgement."*

Practice Areas

Managing Partner. Lawyer. Provides tax, legal and strategic 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, testamentary execution and dispute resolution, cross-border planning, family protocols, business ventures, acquisitions, disposals, IPOs, remuneration planning and assistance on Spanish tax audits and voluntary disclosure procedures, as well as tax cases before Spanish civil and criminal courts.

Professional Memberships

Spanish Law Society, Instituto de Empresa, IESE PDG (General Management Program) and Harvard Law School Leadership in Law Firms alumni. Member and senior consultant to FIDE.

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, Avandia Asesoramiento Fiscal y Legal.

Publications

Several articles in national newspapers on private wealth taxation matters. Co-author in specialist private wealth publications. Has been Professor of Instituto de Empresa (Madrid) and other institutions. Leading speaker on numerous conferences and seminars. Top rankings in the most prestigious specialist publications (including Chambers Europe, Chambers HNW, Legal Media group- Euromoney). Finalists of the International Legal Team of the Year STEP Private Client Award. Winners of the STEP Boutique Firm of the year 2015 Private Client Award.