



Alejandro Fernández de Oliveira

Real estate developer at Enfoka and lawyer

Professional Experience

- Currently: Enfoka. Experience in over 50 real estate investments.
- 2004-2013: Uría Menéndez. Commercial Department. Lawyer. Eight years' experience at the Madrid office. Lisbon office in 2007.
- 2003: London. Cooper. Maritime insurance broker.

Fields of Expertise

Real Estate and Commercial Transactions

- Advising Spanish and foreign clients on investment and disinvestment transactions in real estate and corporate assets. Mergers and acquisitions. Companies, asset and debt portfolios.
- Advice on creating complex investment vehicles to yield assets, REITs and other vehicles.
- Buying and selling businesses and directly buying and selling real estate assets, mainly office buildings, shopping centres, hotels and logistics warehouses.
- Sale and leaseback of real estate assets.
- Construction contracts, turnkey projects.
- Lease agreements on housing, commercial premises and offices, and commercial use and management of hotels.

Finance

- Advising companies, individuals and financial institutions on financing and refinancing, including mortgages, structured financing and project financing, some of which have involved pioneering initiatives in Spain.
- Dealing with issues related to securitisation and developing experience in organising and coordinating multi-jurisdictional transactions.

Teaching

Teaching Post-Graduate Studies

- Lecturer on the Master's Course in Legal Counsel at the Instituto de Empresa. Professional Experience Week. [Further information](#)
- Lecturer on the Master's Course in International Business Law. CEU Business School. Financing and refinancing projects (repeatedly since 2008).

Papers and Seminars

- Director of the programme on Real Estate Investment Trusts (REITs) at the Instituto de Empresa. (December 2009). [Further information](#)
- Director of the programme on Managing Assets Handled by Financial Institutions. Confederación Española de Cajas de Ahorro (Spanish Confederation of Savings Banks – CECA). (Repeatedly since 2009).
- Director of the programme on Debtor Management: Refinancing vs Bankruptcy Proceedings. CECA. (Repeatedly since 2010).
- Director of the programme on New Forms of Guarantees: Floating Mortgages, Conditional Mortgages and Rechargeable Mortgages, organised by the CECA. (Repeatedly since 2008).
- Speaker at a number of seminars organised by the Instituto de Empresa, ICADE, ENAE and CECA.

Publications

Monographs

- "Monograph on Real Estate Investment Trusts." Several authors. Section 5. Practical Commercial and Tax-Related Aspects of REITs (Co-author) (2010). [Further information](#)

Articles

- "European regulations on short selling and certain issues on transferring coverage due to non-payment." Revista Actualidad Jurídica, number 32 (June 2012).
- "Modification of the regulations on privately-owned funds and supervising remuneration policies in Financial Institutions." Revista Actualidad Jurídica, number 30 (October 2011). [Further information](#)
- "Guide to Real Estate Investment Trusts" (2010). Uría Menéndez Abogados. [Further information](#)
- "Iberia: Remodelling the Real Estate Market." Legal Week (March 2010).
- "REITs in Spain." Instituto de Empresa (2009).

Qualifications

- Colegio Apóstol Santiago (Jesuit School). Vigo.
- Degree in Law from the Universidad Autónoma de Madrid (2003).
- Master's in Legal Counsel for Businesses from the Instituto de Empresa (2004).

Languages

- English: Cambridge Advanced (2011) and ILEC (2009)
- French
- Portuguese

Professional Associations

- Member of the Illustrious Lawyers' Association of Madrid