



Borja Lería

Managing Director

SECTORS

Consumer, Leisure & Retail
Real Estate

SOLUTIONS

M&A Advisory

LOCATION



Borja Lería biography

ABOUT

Based in our Madrid DC office, Borja leads the firm's Real Estate & Hospitality practice in Spain and Portugal, leveraging over 25 years' investment banking experience primarily in the Real Estate & Hospitality sectors.

Before joining DC, Borja's roles have included running the Royal Bank of Scotland (RBS) Real Estate Finance practice in Spain, Portugal and Latin America, several positions in the Banco Santander Credit Risk department and senior roles with AC Hotels, Quabit and Neinver.

Borja says: "I always put myself in two positions - that of our client and that of the potential partner who helps us achieve the objective of our client. Understanding the positions of both parties allows us to reach a satisfactory agreement for all. My experience managing real estate development companies and hotel groups facilitates providing the right advice in M&A and capital markets (equity and debt) to both sectors."

Client testimonial: "We have been working on FERGUS Hotels Group's expansion plan with DC Advisory throughout 2020 up until the transaction was completed in 2021. The DC Advisory team assigned to the project have demonstrated a perfect understanding of our company's needs and have provided knowledge and value, enabling us to find an optimal solution to our needs that perfectly aligned with our business plan. We recommend them without reservation". *Bernat Vicens, CEO, FERGUS Hotels Group*

COMPLETED TRANSACTIONS

DC Advisory advises shareholders of Estanidel regarding its capital structure and renegotiation of bank facilities

DC Advisory advised Único Hotels on the €93m sale of the Grand Hotel Central Barcelona to Schroder Real Estate Hotels

DC Advisory advised FERGUS Group on its capitalization and the creation of a hospitality investment vehicle

DC Advisory advised Iberdrola on its joint venture with Cosmo Energy & Hitachi Zosen
