



## Juan Luis Falcón Aliaga

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### Tax

Family Business  
Mergers & Acquisitions  
Private Equity

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Juan Luis Falcón is the partner in charge of the Family Business Group and director of the Zaragoza office. Since joining the firm in January 1990, his practice has focused on the areas of tax law and family business. His specialization notably includes succession planning for family businesses, their structure and advice to their managing bodies (family councils, etc.), defining optimal asset structures and corporate restructurings to achieve the goals set by the managing bodies of family businesses, corporate transactions relating to family business sale processes, growth via build up or withdrawal of shareholders (shareholder concentration processes), advising on financing structures, shareholder withdrawal processes, asset and governance structures of the Family Office, analyzing the tax impacts of these processes, and advising on reflection processes for families to reach agreements affecting the family, property and the business.

### Experience

**Family Business:** Adviser on succession planning for numerous family businesses: family protocols and agreements. External adviser to various family councils and Family Offices.

Has led numerous corporate transactions: sale of companies, agreements with financial and/or strategic/industrial partners, shareholder concentration processes, M.B.O.s, owner buyouts, etc.

Appointed as mediator for disputes in various business families.

Specialist in asset and corporate restructuring: optimal ownership structures from the standpoint of shareholder/company taxation, defining investment vehicles suited to the business strategy set by governing bodies, designing and implementing strategies for transferring ownership (economic rights) and voting rights that are efficient from the standpoint of the family agreements reached, etc.

**M&A:** Corporate reorganizations, company sale and acquisition processes, structured financing.

**Family Office:** asset investment and divestment structure for both the family office and family members, Family Office vs. Multifamily Office migration structures, advice on the definition and structure of the governing bodies.

**Tax:** Tax advice to businesses and groups: optimal investment and divestment structures aligned with the family and business objectives set by the governing bodies, etc.

## Academic background

Degree in Economics and Business Studies.

## Teaching activity

Regular lecturer in numerous classes and conferences at Universidad de Zaragoza (Family Business Chair, Garrigues Chair in Law and Business), related to the issues facing Family Businesses (taxation, professionalization, growth structures, financing, etc.).

Numerous conferences relating to the problems encountered in family businesses: succession, financing, corporate transactions (M&A), net worth structures, etc.

Regular speaker at various conferences organized by regional family businesses associations, business associations, financial institutions, corporate executive associations, management programs targeted at family business members, etc.

## Memberships

Member of the Aragón Association of Economists and of its Enterprise Committee.

## Distinctions

Included since 2010, by the U.S. publication Best Lawyers, as a notable lawyer in the Tax practice area. He has also been singled out by this publication as Best Lawyer of the Year 2020 and 2022 in the Tax area.

## Publications

In charge of the Firm's Family Business Newsletter.