



## Jorge Salvador Gonçalves

Partner

Lisbon

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Real Estate

Planning, Zoning and Environment

Tourism and Hotels

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Jorge Salvador Gonçalves is the partner leading the Real Estate and Planning practices of Garrigues in Portugal. With more than 30 years of professional activity, he has wide experience in the property sector, focusing on real estate investment, asset management and financing of real estate transactions, as well as on the development of projects and tourism undertakings. He is recognized by investors and financial institutions for his experience and ability to advise on all legal aspects of the structuring of complex real estate deals. He is ranked as a leading practitioner in his field by Chambers Europe and Legal 500, among other directories.

## Experience

Jorge Salvador Gonçalves has been with Garrigues as a partner since December 2016.

In his professional practice he focus mainly on the following areas:

- Direct or indirect investment in property assets and real estate portfolios (offices, retail, logistics, hotels & leisure, residential), acting for investors and developers, on the buy-side and sell-side as well, including M&A deals in the real estate sector;
- Real estate acquisition and development financing;
- Development of real estate projects, advising on all stages of planning, licensing, land use structuring and marketing (sales);
- Construction, development and project management contracts;
- Structuring and regulatory advice in connection with tourism undertakings;
- Structuring of investments in real estate (investment vehicles);
- Management of assets in the real estate and the tourism sectors.

Jorge Salvador Gonçalves graduated in 1988 (Law degree) by the Law School of the University of Lisbon. In the early stages of his professional career, after having qualified as a lawyer upon completing his traineeship with

the Portuguese Bar Association, he worked as legal advisor to the Mayor of Lisbon (1990-1995), focusing on urban planning and development of projects of public initiative. He then joined the law firm Morais Leitão, J. Galvão Teles & Associados, as associate (1999-2001). He moved to Linklaters to lead the Real Estate and Planning practice, as managing associate between 2002-2007 and as partner from May 2007, until March 2012. Subsequently he practiced independently, in association with the firm Jardim, Sampaio, Magalhães e Silva e Associados (2012-2016), until joining Garrigues.

Jorge Salvador Gonçalves served as advisor to the President of the Portuguese Republic for Political and Parliamentary Affairs (1996-2001).

From July 2016 to July 2020, he was a member of the Portuguese High Council for the Judiciary, elected by the Portuguese Parliament.

## Academic background

Law degree by the Law School of the University of Lisbon (1988).

## Memberships

- Member of the Portuguese Bar Association since 1990
- Member of Ad Urbem - Associação Para o Desenvolvimento do Direito do Urbanismo e da Construção

## Distinctions

- Chambers Europe 2022: **Real Estate - Band 1**

*"Jorge Salvador Gonçalves is held in high esteem by his peers and stands out for his "deep technical knowledge," according to one source, while another says: "He is thorough, practical and flexible." His expertise includes portfolio sales, acquisitions and refinancing matters."*

- Legal 500 EMEA 2022: **Real Estate and Construction - Hall of Fame**

*"Garrigues' real estate and construction practice remains one of the leaders in Portugal, and is a popular choice among international investors, asset managers and international funds with dealings in Portuguese real estate. The team has taken a leading role on some of the top deals in the country, with Jorge Salvador Gonçalves leading them and the practice. Large-scale transactions are in the purview of Gonçalves".*

## Publications

- Co-author of *"Fundamental Legislation of Planning Law - Annotated and Commented"*, 1994, Ed. Lex – António Duarte de Almeida, Claudio Monteiro, Gonçalo Capitão, Jorge Gonçalves, Luciano Marcos, Manuel Jorge Goes e Pedro Siza Vieira.
- Speaker in several conferences and seminars on Real Estate and Planning Law.