

Sandra Lorca

Partner



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Lima

D +51 1 208 4200

M + 51 971 108 393

sandra.lorca@dentons.com

Overview

Sandra has been a partner in Dentons' Peru office since 2015. Her professional practice is focused on corporate, contractual, and mergers and acquisitions matters. She has advised both buyers and sellers in local, regional and international operations, and has experience leading several cross-border operations. She has considerable knowledge of legal matters in various sectors including the health, cannabis, life sciences and food and beverages. She is known for the dynamism with which she addresses essential aspects of the operation, contributing her experience not only in what concerns the legal field but also seeking commercially sound solutions, achieving the objectives of the operation.

Sandra also leads the firm's competition and consumer protection practice, implementing regulatory compliance programs as well as providing general consultancy advice on such matters. She is also responsible for the design of litigation strategies within administrative procedures related to consumer protection, unfair competition, commercial advertising, bureaucratic barriers and free competition.

Experience

M&A

- **Lactalis:** Advising our client, the French multinational dairy corporation, on the acquisition of the global infant nutrition business of the South African pharmaceutical group, Aspen Pharmacare.
- **20 Casaus:** Advising the Peruvian culinary group in acquisitions of a major participation in several restaurants. With these acquisitions our client intends to cement its position as an important hospitality group in Peru and abroad. Assisted with the tax structure planning during the acquisition phase. Assisted with their franchising plans both locally and abroad and advise in all their legal matters.
- **HPDM:** Advising on due diligence and acquisition of a majority percentage of the shares of Franquicias Alimentarias, owners of Friday's franchise in Peru.
- **Sk Capital:** Advising with the acquisition of Clariant's emulsions and chemical. Matter value US\$550 Million.

- **Telefonica del Peru S.A.A:** Advising on the acquisition of Star Global Com.
- **Global Crossing:** Advising on the acquisition of Impsat. Matter value: US\$336 Million.
- **John Deer Water:** Advising on the sale of their Peruvian subsidiary.

Corporate

- **Canopy Growth:** Assisting with the incorporation process of Spectrum Cannabis Peru S.A., as a Peruvian subsidiary. Spectrum Cannabis Peru S.A. is one of the first Peruvian companies to be incorporated for the sale of cannabis for medical purposes. Additionally, we advised them on the revision of the framework contracts for the subsidiary in labor, regulatory, consumer affairs, tax, data protection and privacy, and commercial contracts, such as storage and distribution.
- **Banco Crédito del Perú:** Advising in contractual matters, including their service contracts and their software supplier contracts.
- **Kimberly Clark:** Advising in corporate matters in its day by day activities. Assist with the review of all kind of agreements related to its operations in Peru and its relations with providers.
- **Smarfit:** Advising our client in the preparation and negotiation of all of their lease agreements for gyms in the country since 2018. We are their legal advisors in all matters, including tax, corporate restructuring, labor, data privacy and customer contracts.
- **Falabella:** Advising the group in compliance corporate legal advice.
- **Paz Centenario:** Representing our client in all corporate matters.

Competition and Consumer matters

- **Canopy Growth:** Advising on their publicity strategy to promote the sale of medicinal cannabis. Assisted with the development of their publicity guidelines as well as their data protection to ensure local compliance.
- **Paz Centenario:** Advising and representing in over 20 administrative proceedings before the Consumer Protection Commission (INDECOPI), with a 91% success rate. Advise on antitrust, competition and commercial advertising as well as consumer protection regulations. Provide regular training to their sales team in competition and consumer regulations.
- **Byte Dance (TikTok):** Advising in their corporate and consumer protection matters. Assisting with their social media publicity compliance.
- **Villa Club:** Advising and representing in over 20 administrative procedures before the Consumer Protection Commission (INDECOPI), with an 86% success rate.

Activities and Affiliations

Memberships

- Academy Alumni Association of the American and International Law
- International Association of Young Lawyers (AIJA)
- Lima Bar Association

Prior and Present Employment

- Partner, Dentons (formerly Gallo Barrios Pickmann Abogados) (February 2015 to date)

- Associate, Gallo Barrios Pickmann Abogados (April 2011-February 2015)
- Associate, Estudio Berninzon, Benavides, Vargas & Fernandez (2004-2011)

Areas of focus

Practices

- **Corporate**
- **Mergers and Acquisitions**
- **Competition and Antitrust**

Industry sectors

- **Life Sciences**
- **Food and Beverage**
- **E-Commerce, Internet and E-Payments**

Region

- **Latin America and the Caribbean**

Education

- Universidad Austral, 2009, Master of Law
- International and Comparative Law Center, Dallas, 2008, Post Degree of Comparative Law in the Academy of American and International Law
- University of Lima, 2004, Law Degree

Admissions and qualifications

- Lima

Languages

- English
- Spanish