

# TELLES ADVISES GLATZ ON INTERNATIONAL EXPANSION

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**Category:** [Deal & transactions](#)

**Tags:** [Carlos Lucena](#), [cn1](#), [Delber Pinto Gomes](#), [Telles](#)



Telles has advised the Austrian group Glatz, a recognised food products distributor in Austria, on the acquisition of 90% of the capital of Conservas Dentici and also 90% of Olasagasti Gia' Salvatore Orlando, two renowned brands with a long tradition in the food sector.

This operation was part of the internationalisation strategy carried out by the Glatz group, with the Telles team, coordinated by **Carlos Lucena** (pictured left), co-head of Commercial, Corporate and M&A, and **Delber Pinto Gomes** (pictured right), associate in the same practice and also in the Finance, Projects and Capital Markets practice, leading the transaction and the multidisciplinary teams based in Spain and Italy. The local teams of Mazars Spain, Mazars Italy and Greco Vitali were responsible for ensuring the Due Diligence work in this operation.

With this operation, the Austrian group GLATZ now controls two more companies, which include an industrial unit for the production of high quality canned goods, located in the Basque Country by the Cantabrian Sea, as well as fifteen highly recognized brands in the European market, namely "Olasagasti", "Bribon", "Gercor", "Vega de Oro", "Simonetta", "Orlando", "Conservas Dentici", "Delicias del Mar Cantábrico", "Asteria", "Open & Relish" "El Faro" and "La Marquinesa", integrated in two companies with more than 60 years of history and tradition in the Cantabrian Sea fish canned market.