

## Kelly Tubman Hardy

Partner

Washington, D.C.

Baltimore

### Biography

Kelly Hardy is skilled at recognizing and explaining differences between legal frameworks and helping clients manage their global legal needs. She has represented clients on matters throughout the world and in a broad range of industries, including manufacturing, life sciences, education, government contracting, and energy. She also heads the firm's global Consumer industry sector group.

A fluent Spanish and English speaker, with a particular focus on cross-border transactions, Kelly regularly advises clients on expansion into new markets, as well as non-U.S. clients on foreign direct investments into the United States. She also assists multinational clients with respect to corporate compliance and foreign subsidiary management.

Kelly has over 20 years' experience advising U.S. and global clients on mergers and acquisitions, joint ventures, strategic alliances, restructurings, post-merger integrations, corporate governance, and compliance in established and emerging markets throughout the world.

Kelly is extensively involved in civic and pro bono work, serving on the boards of Appleseed Mexico, the World Trade Center Institute, and SEED School of Maryland.



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### Languages

English  
Spanish

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### Practices

Commercial  
Capital Markets  
Corporate Governance  
Joint Ventures  
Private Equity  
Securities and Public Company  
Advisory  
Mergers and Acquisitions

She has been a visiting lecturer at several law schools in Mexico City.

Kelly has received the Leadership in Law award from *The Daily Record*, been named one of Maryland's Top 100 Women, honored as an *Acritas* Star, and ranked by *Chambers USA* and *Legal 500*.

## Representative experience

Represented GP Strategies Corporation in the acquisition of RWD Technologies, Inc., a global consulting business, in numerous domestic acquisitions.

Represented West Pharmaceuticals, Inc. with its US\$173m tender offer to purchase Convertible Subordinated Debentures.

Led team representing S&P 500 company in management of global legal needs.

Represented UK-based manufacturing company in buyout of joint venture partner in Argentina.

Represented global chemical and plastics company in the structuring and negotiation of various joint venture and investment transactions.

Represented U.S. public company in multi-year post-merger integration project spanning the Americas, Europe, and the Middle East.

Represented Remedi Seniorcare in negotiation of a US\$300m equity commitment from Centerbridge Partners L.P.

Represent HRH Charles Prince of Wales' Prince's Rainforest Project in assessment of legal and regulatory frameworks in six Latin American countries.

## Awards and rankings

- *Acritas Star, Acritas Stars Independently Rated Lawyers*, 2018-2020

Latin America Regional Practice

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## Industries

Consumer  
Energy and Natural Resources  
Life Sciences and Health Care  
Aerospace and Defense

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## Areas of focus

Cross-border Mergers and Acquisitions  
Carve-outs, Spin-offs, and Split-offs  
Corporate Group Structures  
Company Formation  
Bolt-ons  
Buy Outs  
Cosmetics and Personal Care Products  
Electronics and Consumer Appliances  
Exits  
Fashion and Luxury Brands  
Food and Beverages  
Retail and Consumer Goods  
Special Committee and Independent Director Representations  
Co-investments  
Emerging Companies and Venture Capital  
Oil and Gas: Pipelines and Midstream Facilities

- Corporate/M&A (Maryland), *Chambers USA*, 2017-2020
- M&A: Corporate and Commercial: Large Deals (\$1bn+), *Legal 500 US*, 2019
- Corporate and M&A, *Legal 500 Latin America*, 2014-2015
- Leadership in Law, *The Daily Record*, 2014

## Latest thinking and events

- Hogan Lovells Publications
  - Doing business – Consumer sector
- Sponsorships and Speaking Engagements
  - Luxury Law Summit Europe
- Hogan Lovells Publications
  - Litigation Landscape: managing your COVID-19 risk *Podcast*
- Analysis
  - Consumer sector COVID-19 resource guide
- Published Works
  - Getting the Deal Through: Luxury & Fashion 2020
- Press Releases
  - Hogan Lovells announces changes to office, practice area, and industry sector leadership roles

Oil and Gas: Liquefied Natural Gas (LNG)

Pharmaceuticals and Biotechnology

Medical Devices

Cell, Tissue, and Gene Therapies

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## Education and admissions

### Education

J.D., University of Maryland, with honors, Order of the Coif, 1996

M.B.A., University of Maryland, Robert H. Smith School of Business, 1996

B.A., University of Pennsylvania, cum laude, 1990

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## Memberships

Chairman of the Board of Trustees, SEED School of Maryland, Inc.

Board Member, Appleseed Mexico

Board Member, World Trade Center Institute, Inc.

Member, Maryland State Bar Association Business Law Council

Harvard Leadership Program, 2006

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## Bar admissions and qualifications

Maryland

District of Columbia

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## Accolades

"[B]usiness aware', 'pragmatic', focuses on 'getting the business done', has 'a can-do, business-sensitive and proactive approach', and is able to 'negotiate very effectively in Spanish.'"

*Legal 500 Latin America*

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"A thoughtful lawyer" who is "very highly regarded."

*Chambers USA*

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"Real breadth of knowledge of multijurisdictions and the ability to harness the large network of other attorneys - both inside her firm and outside."

*Acritas Stars Survey*

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"[S]he is tireless and extremely talented; you can call her anytime about anything."

*Chambers USA*

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"Standout partner who continues to excel year after year' thanks to her 'responsiveness', 'super high emotional intelligence', 'practical' approach, 'commercial awareness', and 'ability to relate to understand real world issues."

*Legal 500 US*

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"She's very pragmatic and very well connected."

*Chambers USA*

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Noted for her "sophisticated and loyal client base."

*Chambers Global*

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