

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 Appleaseed Mexico, the World Trade Center Institute, and SEED School of Maryland. She has been a visiting lecturer at several law schools in Mexico City.

Kelly received the Leadership in Law award, was



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Languages

English

Spanish

Practices

Commercial

Capital Markets

Corporate Governance and Public
Company Representation

Joint Ventures

Private Equity

Securities and Public Company
Advisory

Mergers and Acquisitions

Sovereigns

included in the 2024 Business Law Power List from The Daily Record, has been honored as an Acritas Star, and ranked by *Chambers USA* and *Legal 500*.

Representative experience

Represented international artist in negotiation of joint venture in Saudi Arabia.

Represented sovereign wealth fund in various joint ventures in the Middle East.

Represented GP Strategies Corporation (NYSE:GPX) in merger with Learning Technologies Group plc (LTG), a UK listed company.

Represented private equity backed transaction and localization company in acquisition of targets in the UK, Germany, Greece, Italy, Spain, and China.

Represented multiple Mexican clients in formation of general partners of Ontario limited partnerships and related regulatory issues.

Represented international consulting firm in complex contractual arrangements including equity and debt components.

Represented GP Strategies Corporation on the sale of the assets of ETAPro division to Toshiba Energy Systems & Solutions Corporation.

Represented SABIC in joint venture with ExxonMobil to construct a chemical facility and 1.8 million metric ton ethane steam cracker.

Awards and rankings

- 2024 Business Law Power List, *The Daily Record*, 2024
- Acritas Star, *Acritas Stars Independently Rated Lawyers*, 2018-2020
- Corporate/M&A (Maryland), *Chambers USA*, 2017-2024
- M&A: Corporate and Commercial: Large Deals (\$1bn+), *Legal 500 US*, 2019
- Corporate and M&A, *Legal 500 Latin America*, 2014-

Our legal work in Latin America

Industries

Consumer

Energy and Natural Resources

Life Sciences and Health Care

Aerospace and Defense

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

Oil and Gas: Pipelines and Midstream Facilities

Oil and Gas: Liquefied Natural Gas (LNG)

Pharmaceuticals and Biotechnology

2015

- Leadership in Law, *The Daily Record*, 2014

Latest thinking and events

- Insights and Analysis
 - Key takeaways following the Luxury Law Summit – London 2024
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 - Key takeaways following the Luxury Law Summit – London 2024
- Sponsorships and Speaking Engagements
 - Luxury M&A Update
- News
 - 2023 Annual Retail and Fashion Holiday Guide
- News
 - 2023 Doing Business in the United States
- Published Works
 - Consumer Trendspotter 1H23: Cava IPO shines in second year of record-low deals *Ion Analytics/ Merger Market*

Medical Devices

Cell, Tissue, and Gene Therapies

Sovereign Wealth

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

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

Bar admissions and qualifications

Maryland

District of Columbia

Accolades

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

Chambers USA

"[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

"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

Noted for her "sophisticated and loyal client base."

Chambers Global

"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

"She is expert at handling complex procedural and regulatory issues while, at the same time, providing guidance that allows the client to address these issues in an organized and effective manner."

Chambers USA

"She is pragmatic and creative."

Chambers USA

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

Chambers USA

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

Chambers USA

"While she is a great negotiator, she is also a master of the details and diligent."

Chambers USA
