



# FIRM

**Delvy is a legal, tax, labor and financial firm specialized in providing 360°** strategic advice to startups, innovative and technological companies, as well as investors and venture capital fund.

Our firm has been working in the technological sector and with innovative companies since 2012. Currently with over 60 professionals and offices in Barcelona, Madrid, Málaga, Galicia, México City, and Principality of Andorra.

Our expertise allows us to provide added value advice and propose effective solutions adapted to the needs of our clients.



# OUR DNA

## **Excellence**

Our focus allows us to understand the complexities and necessities of each client, which is critical when providing strategic advice to ensure the most efficient legal and tax solutions.

## **Innovation**

We are always one step ahead of changes and innovations arising in the legal world, especially with the constantly evolving areas of technology and entrepreneurship.

## **Ethics**

Our mission is to make sure our work has a positive impact in the society.

## **Trust**

We encourage to build relationships based on solid trust. We work hard to get to know our clients as best as possible, allowing us to foresee our clients' needs.

## **Entrepreneurial culture**

We promote and support entrepreneurial activity. We share our knowledge, experience and perspective with other entrepreneurs and investors.

## **Agility**

Our structure ensures us maximum agility and adaptation to our clients' needs. We offer clear and efficient solutions.

# TEAM

We are a multidisciplinary team, specializing in the following areas: **commercial, corporate, intellectual & industrial property, new technologies, procedural, financial, tax, accounting and labour.**



**Josep Navajo**  
Founding Partner



**Pablo Mancía**  
Founding Partner



**Simón Pérez**  
Partner/Finance



**Aina Rabell**  
IP/IT



**Ainhoa García**  
Litigation



**Helena Checa**  
Corporate



**Arnau Vilà**  
Corporate



**Alda Rodriguez**  
Partner Andorra



**Cristina Chamizo**  
Head of Labor



**Àngel Espar**  
Partner Andorra



**Joan Vila**  
Partner Delvy México



**+60 Professionals**

# CLIENTS

Glovo<sup>!</sup>

MOBILE  
WORLD CAPITAL  
BARCELONA

holded

Heura

getaround

Shoper<sup>y</sup>

deliberry

antai<sup>®</sup>  
VENTURE BUILDER



TechBuddy

brava

art partner

boxmotions

Kave Home

BLOOBIRDS

elma

Mutter  
Ventures

Encomenda  
SMART CAPITAL

exoticcă

DiR

# CORPORATE M&A



We offer advice on corporate and commercial law for fast growing companies throughout all the steps in their development, as well as Mergers and Acquisitions and corporate restructuring.

## Services

- › Shareholders Agreements.
- › Investment Agreements and funding rounds.
- › Stock option-phantom shares plans.
- › Company incorporation.
- › Corporate governance and secretary.
- › Commercial, domestic and international contracting.
- › Corporate restructuring.
- › Due Diligence.
- › Mergers and acquisitions.

# CORPORATE VENTURING

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At Delvy we are experts when establishing the legal and financial catalyst mechanisms to achieve a successful synergy between the corporate and the startup world.

**We advise in processes of Corporate Venturing both internally and externally,** offering all the legal and financial services available to our clients to enter the most efficient formulas for success in the model of cooperation and business investment.

## Services

- › We define a financial plan and advise on which is the operational model that better fits and the necessary equipment that should be implemented.
- › Creation of new company, formalization of agreements, partners' agreement.
- › Continuous advice on tax, labour, accounting, procedural matters and management of subsidies.

# IP/IT

We advise our clients within their activity in the Technological and Innovation environment.

## **Intellectual and Industrial Property and Media Law**

- › Copyright.
- › Trademarks, commercial names and domain names.
- › Assignment of contracts and licensing of intellectual and industrial property.
- › Designs.

## **Data Protection and Electronic Commerce**

- › Regulations.
- › GDPR Suitability.
- › Audits.
- › Terms and Conditions.

## **Technology Transactions**

- › Licenses and technology transfer contracts.

# LITIGATION

**Our litigation department offers assistance and legal representation in judicial processes or alternative instruments,** through personalized, agile and specialized advice in all types of commercial, civil, fiscal, labour and public law issues.

## Services

- › Legal representation and assistance in court.
- › Actions for contractual and non-contractual liability.
- › Corporate conflicts.
- › Civil and commercial contracts.
- › Execution processes.
- › Processes in the field of fundamental rights and inheritance law.
- › Collective Actions.
- › Representation and legal assistance in arbitration.
- › Legal representation and assistance in mediation.

# ACCOUNTING TAX SERVICES

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**We provide advice on tax and accounting services.** We have considerable experience advising local and international companies that carry out their activity in the online business sector, as well as in the technology sector.

## Services

- › Accounting Advice.
- › Tax Advice.
- › VAT, declarations and deductions, etc. for self-employed.
- › Corporate tax, withholdings, etc. for companies.
- › Fiscal Management and Optimization.
- › Due Diligence.
- › Transfer Pricing.
- › Tax Procedures.
- › Tax inspection assistance.

# LABOUR LAW

**We provide strategic advice in the management of the company's labour relations with its employees.** We offer a comprehensive service in compliance with the regulations of labour law and social security in force at all times.

## Services

- › Employment contracts.
- › Payroll.
- › Incentive Plans.
- › Labour Conflicts.
- › Social Security Inspections.

# **FINANCE**

**In Delvy we know the importance of professional and expert financial management.**

To this end, we offer specialized services, both recurrent and ad hoc, fully integrated into the company's operations.

## **Services**

- › Strategic Planning.
- › Reporting.
- › Controlling.
- › CFO on demand.
- › Representation of the company before third parties.

# INVESTMENT

**We represent Startups and Investors** (Business Angels, Family Offices, Funds of Investment) in investment rounds and venture capital operations.

## Services

- › Term Sheet.
- › Investment Agreements.
- › Convertible Notes.
- › Due Dilligence.
- › Share Purchase Agreements (SPA).

# INTERNATIONALIZATION

In **Delvy** we help in the process of internationalization of our clients, given the fact as many of the financing rounds we advise are to start this process.

We have presence in **LATAM** and collaborations with other markets to promote an improvement in the competitiveness of the company, its growth and diversification of the client portfolio.

## Services

- › Support for the opening and operation of subsidiaries abroad.
- › Consolidated financial statements (multi-country, multi-currency).
- › International tax planning.
- › Own office in Mexico with a multidisciplinary team.
- › Collaborations with firms similar to Delvy in other countries.
- › Alliances with consultants and investors in LATAM and Asia.

# IMMIGRATION LAW



Spain attracts many foreign investors, entrepreneurs and professionals that want to set up and promote their business in our country. **Delvy** has extensive experience in the processing of the different procedures regulated in the Immigration Law before the competent authorities to obtain residence and work permits in Spain.

## Services

- › Self-employed permit and work permit.
- › Golden Visa for investors.
- › High skilled worker permit and intracompany/relocated employees permit.
- › Non lucrative card.
- › European Law: European family member card and EU Certificates.
- › Nationality applications.
- › Appeals against Immigration resolutions.

# PRODUCT/ SERVICE COMPLIANCE

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Know the technical-legal barriers of your products or services.

## **Legal feasibility analysis of the business.**

- › Technical barriers
- › Legal requirements
- › Administrative permits
- › Documentary support

## **Product/service compliance.**

- › Labeling
- › Registrations
- › Administrative authorizations
- › Civil liability

# DELVY ANDORRA

The main purpose of Delvy in Andorra is to support the innovative and technological ecosystem, in continual expansion, offering the know-how in legal, financial and tax advice, along with training and mentoring in investment rounds.

We have a team of entrepreneurial profile as well as solid experience in the areas of legal, economic and financial management, sales, expansion, purchase-sale of companies and evaluation of investment projects, which is ideal to accompany startups and innovative companies in their implementation and development in Andorra.

Our office in the Principality of Andorra was born with the aim of becoming a point of reference in legal advice in the field of business law.



# DELVY MEXICO

Delvy in Mexico offers a specialized legal advice service for those companies that want to bring their business projects to the Mexican market and need a trusted law firm. Our lawyers in Mexico offer professional advice in different areas: Mercantile, financial, tax and labor.

The services that Delvy offers are associated with support in the opening and start-up of a company, as well as every procedure necessary to guarantee its institutional obligations during the activity of the new business project.





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## Málaga

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29015, Málaga  
Málaga

## Andorra

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Andorra

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