



 Delvy



FIRM

Delvy is a legal, tax, and financial consultancy specialized in providing comprehensive strategic advice to startups, innovative and technological companies, as well as investors and established businesses.

Founded in 2012 in the 22@ district of Barcelona, our firm initially focused on the technology sector and has since collaborated with innovative and disruptive enterprises. **Currently, we have over 100 professionals and offices in Barcelona, Madrid, Malaga, Andorra, Mexico and Italy.**

Our extensive experience enables us to deliver valuable and effective solutions tailored to the specific needs of our clients.





OUR OFFICES

At **Delvy**, we have a global presence. Our offices are strategically located in Barcelona, Madrid, Andorra, Malaga, Mexico and Italy. These are reference points where you can find excellence and professionalism in every interaction.





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 change and innovation 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 society.

AGILITY

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

TRUST

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

ENTREPRENEURIAL CULTURE

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



Ainhoa García
Litigation Manager
& Partner



José Morato
IP/IT & Privacy Manager
& Partner



Alda Rodríguez
Partner Delvy Andorra



Joan Vila
Partner Delvy México



Georgina Martínez
Partner Delvy Italy



Arnau Vilá
Corporate & M/A Manager



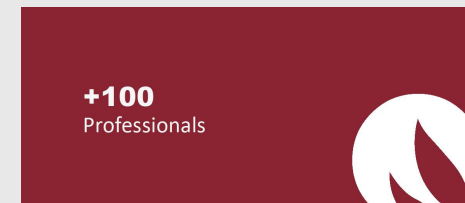
Maria Luisa de Alcántara
Tax Manager



Toni López
Finance Manager



Francesc Rodríguez
Head of Labour & Litigation



+100
Professionals





CLIENTS

MWC
GSMA


PLATANOMELÓN

Pascual
Dar lo mejor



 **factorial**

 **holded**

LAAGAM

itnig

Kave  Home

MiiN
KOREAN COSMETICS

deel.

heura

Glovo?


JOTELULU



 **antai**
VENTURE BUILDER

 **LANAI**

 **Catalana Occidente Seguros**

badi

DiR

 **MetLife**



 **ABInBev**



 **Casa del Libro**

Encomenda
SMART CAPITAL

 **Last.app**


SYRA COFFEE

● **IRIS VENTURES**

miramira



OUR SERVICES



CORPORATE M&A

At Delvy, we provide corporate, contractual, and M&A advisory services to companies. By way of example, but not limited to:

- > Company Incorporation.
- > Shareholder Agreements.
- > Corporate Advisory.
- > Stock Option Plans - Phantom Shares.
- > Board of Directors Secretariat.
- > Service Provision Contracts.
- > Commercial Contracts, national and international.
- > Corporate Restructuring.
- > Due Diligence.
- > Mergers and Acquisitions (M&A).



INVESTMENT ROUNDS

We advise startups and investors (Business angels, Family Offices, Investment Funds...) in investment rounds and venture capital operations. By way of example, but not limited to:

- > Drafting and/or reviewing Term Sheets, Letters of Intent, or analogous documents.
- > Investment Agreements.
- > Shareholder Agreements.
- > Convertible Loans.
- > Drafting corporate documentation for investment rounds.
- > Due Diligence.



CORPORATE VENTURING

At Delvy, **we are experts in establishing the legal and financial mechanisms** that act as catalysts for achieving successful synergy between companies and the startup world.

We advise on both internal and external Corporate Venturing processes, offering all the legal and financial services available to our clients to find the most efficient formulas for success in the cooperation and business investment model.

- > We define the financial plan and advise on the operational model and the necessary team that should be implemented.
- > Creation of a new company, formalization of agreements and shareholder agreements.
- > Continuous advisory on tax, labor, accounting, procedural matters, and management of grants and subsidies.



IP/IT

We advise our clients in their activities within the technological and innovation environment.

> **Privacy and Data Protection:**

GDPR Compliance, Data Protection Officer (DPO) Service, Defense against claims and sanctions and Terms and Conditions.

> **Software and New Technologies:**

Software development, licensing, maintenance, and consulting contracts, Legal advice on Big Data, Metaverses, and Artificial Intelligence and Whistleblowing channel.

> **Intellectual and Industrial Property:**

Feasibility studies and registration of intellectual property asset, Trademark file monitoring and Judicial defense of copyright and image rights.

> **Entertainment Law, Advertising, and Marketing**

Corporate online reputation management, Advertising and marketing on social media, Legal services for influencers and campaign management, Advice on online events and contests and Feasibility analysis of e-Sports and video game platforms.



PROCEDURAL LAW

Our Procedural Law department provides **legal assistance and representation in judicial proceedings** or alternative instruments, through personalized, efficient, and specialized advice on all types of commercial, civil, tax, labor, and public law matters.

- > Legal representation and assistance in judicial proceedings.
- > Actions for contractual and tort liability.
- > Corporate disputes.
- > Civil and commercial contracts.
- > Execution proceedings.
- > Proceedings concerning fundamental rights and succession law.
- > Collective actions.
- > Legal representation and assistance in arbitration proceedings.
- > Legal representation and assistance in mediation.



CRIMINAL PROCEDURAL LAW

In criminal proceedings, we provide services that include, among others, assisting the detainee at the police station or before the Court, preparing and attending any investigative procedure, drafting complaints or lawsuits, and providing legal representation in court.

- > We represent our clients in proceedings for all types of crimes, including offenses against: persons, property, falsification, safety and health of workers, traffic safety, tax offenses, and social security.



COMPLIANCE PENAL

Our lawyers specialize in drafting and implementing Compliance Programs in criminal matters, aimed at preventing and detecting potentially criminal conduct within companies.

- > Development of an Ethical Code.
- > Risk Assessment related to the company's activities.
- > Implementation of preventive measures.
- > Design and maintenance of reporting channels.
- > Implementation of Compliance Programs.
- > External Compliance Officer services.



ACCOUNTING MANAGEMENT

We offer **specialized services in accounting and tax advisory** for companies, both local and international, operating in online and technology sectors. Our extensive experience supports us in efficiently managing your accounting and tax obligations, ensuring regulatory compliance.

- > Accounting advisory, daily business operations recording.
- > Corporate tax, withholdings, etc., for companies.
- > VAT, declarations, and withholdings for freelancers.
- > Preparation of accounting books.
- > Year-end closings for companies and freelancers.
- > Filing recurring tax models for companies and freelancers.
- > Tax procedures.
- > Assistance during tax inspections.
- > Preparation and submission of Autonomous Community Tax returns.



TAX ADVISORY

We offer a comprehensive Tax Advisory service, **providing the tools and knowledge necessary to navigate the complex tax landscape**. We understand each client's specific needs and provide customized solutions that maximize regulatory compliance and minimize tax burden.

- > Daily tax advisory for the company and in special operations.
- > Due diligence processes in mergers and acquisitions.
- > Advice on operations and investments in the internationalization process of companies.
- > Advice on the application of inpatriate tax benefits (Beckham Law).
- > Specialized VAT advice taking into account the specificities of each sector of activity.
- > Our procedural advice covers from the beginning of verification procedures to appeals before administrative and jurisdictional bodies, including economic-administrative courts.



LABOR LAW

We provide **strategic advisory in managing the employment relationships** of the company with its employees. We offer comprehensive services in compliance with current labor law and social security regulations at all times.

- > Labor Contracting.
- > Payroll.
- > Incentive Plans.
- > Labor Disputes.
- > Labor and Social Security Inspections.
- > Legal Labor Advisory.
- > Equality Plans.
- > Workplace Harassment Protocols.
- > Management of certificates of exceptionality under the General Disability Law (LGD).
- > Negotiation and assistance in conciliation hearings at the CMAC (Conciliation, Mediation, and Arbitration Center).



FINANCE

At Delvy, we value the importance of **professional and expert financial management**.

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

- > Strategic planning.
- > Reporting.
- > Controlling.
- > CFO on demand.
- > Representation of the company before third parties.



BANKRUPTCY-RELATED

In Delvy, we are committed to being **the reliable and trusted partner for international startups in times of financial adversity**. Our goal is to provide expert guidance, innovative solutions, and competent legal representation to help these companies overcome insolvency challenges.

> **Proactive and Strategic Advisory**

We provide proactive and strategic advisory from the first sign of financial trouble through the management of complex insolvency proceedings.

> **Assessment of Alternatives and Innovative Solutions**

We adopt a personalized approach to assess alternatives and propose innovative solutions, such as negotiations with creditors or financial restructuring.

> **Competent Legal Representation**

Our highly competent legal team provides representation from the initial filing of the insolvency petition to the final resolution of the process.



IMMIGRATION

Spain attracts numerous investors, entrepreneurs, and foreign professionals who wish to settle and promote their business in our country. Delvy has extensive experience in processing various procedures regulated by the **Immigration Law** before the competent authorities for obtaining residence and work permits in Spain.

- > Highly qualified professionals.
- > Entrepreneurs.
- > Authorization for self-employment and employment by others.
- > Non-profit authorization.
- > Students.
- > Community regime: Residence card for family members of EU nationals and EU
- > certificates.
- > Spanish nationality procedures.
- > Filing appeals.



STRATEGIC CONSULTING

In Delvy, we offer **strategic advisory and business consulting** services for startups in Seed, Early, and Growth stages.

- > Business Consulting.
- > Business Environment of Investor Deck.
- > Business Plan Development.
- > Business Model.
- > Feasibility Assessment.
- > Market Analysis.
- > Development of Business Strategy.
- > Market Analysis.
- > Strategic Planning.
- > Product/Service Portfolio Management.
- > Geographic Expansion Strategy.
- > Pricing and Profitability Strategy.
- > Marketing and Sales Strategy.



INTERNATIONALIZATION

At Delvy, we assist our clients in the internationalization process, as many of the funding rounds we advise on are aimed at initiating this process.

We have a presence in LATAM, Andorra, and collaborations with other markets to promote improvements in company competitiveness, growth, and diversification in their client portfolios.

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



Your Bridge to Global Expansion

With offices in Andorra, Mexico, and Italy, Delvy provides strategic and personalized support for companies looking to grow and thrive in a global environment. Our presence in these key locations allows us to deliver tailored legal, tax, and financial solutions

that ensure efficient and streamlined processes.

Whether you need assistance expanding your business, optimizing operations, or navigating international challenges, our multidisciplinary team is ready to be your trusted partner every step of the way.



STRATEGIC ALLIANCES

Our integration with [Fin2go](#), [Hök Capital](#) and [Valion](#) strengthens our commitment to entrepreneurs and tech companies, offering a comprehensive approach backed by a team of **over 100 professionals** working in synergy. We remain true to our essence: providing expert, innovative, and personalized advice to drive our clients' growth.



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Collaborative accounting, **tax**, and **labor advisory services**.



info@fin2go.es



>

M&A boutique specialized in startups and companies with a strong technological component.



info@hok.es



>

Advisory firm that helps startups and scaleups secure **public and private funding**.



info@valion.es



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