



## Deloitte Legal Spanish/LATAM Desk

Bespoke consulting services in German and Spanish-speaking markets

Germany, Spain and Latin America maintain important economic ties: in 2021, Germany was Spain's second most important trade partner and a key trade partner for Latin America. Spanish-speaking markets are also strategic destinations for German exports.

Major Spanish and Latin American groups have significant investments in Germany and vice versa. This commercial

cooperation benefits more than 500 million people in German and Spanish-speaking markets.

However, cultural and legal differences may pose a challenge for cross-border activities. This is why Deloitte Legal has assembled a team of German, Spanish and LATAM qualified lawyers dedicated to advising entrepreneurs and companies in the corresponding markets. ➔

Historically, Spain, Latin America and Germany share strong commercial ties, which have been strengthened in recent decades thanks to the European Single Market and the Free Trade Agreements in force. Currently, over 250,000 Spanish speakers live in Germany and a large number of German citizens live in Spain or Latin America. But this is only the tip of the iceberg. Several German groups operate in Spain and Latin America, while many companies from these markets hold significant investments in Germany.

Naturally, global corporations are not the only market participants: small and medium-sized companies carry out cross-border activities as well.

Investing in foreign markets may be challenging, no matter how geographically or culturally close they may appear. Lack of familiarity with the relevant legal framework, culture or language may negatively impact cross-border transactions and projects. A deep understanding of the target market's legal



structures, regulations, business culture and language is paramount for success.

To address these challenges, Deloitte Legal has assembled a team of German, Spanish and LATAM qualified lawyers dedicated to advising entrepreneurs and companies in the corresponding markets.

We are ready to support you with actionable and ongoing legal advice,

whether you seek to expand into new markets, carry out corporate transactions or comply with regulatory requirements. Thanks to our affiliation with Deloitte's Global Network, we can support with additional consulting services, including advice on compliance, tax, customs and transfer pricing matters, as well as assistance to identify (and review) potential business partners and suitable office locations.

## Deloitte Services

### Consulting

- Strategy, Analytics and M&A
- Customer & Marketing
- Core Industry Operations
- Human Capital
- Enterprise Performance

### Financial Advisory

- Actuarial & Insurance Services
- Corporate Finance Advisory
- Forensic
- Financial Advisory Analytics
- Operational Transaction Services
- Restructuring & Transaction Services

### Tax

- Business Tax/International Tax
- Transfer Pricing
- Tax Management Consulting
- Global Employer Services
- Indirect Tax

### Legal\*

- Corporate Law & M&A
- Employment Law & Benefits
- Commercial
- Regulated Industries
- Dispute Resolution
- IP/IT Law

### Risk Advisory

- Accounting & Internal Controls
- Cyber & Strategic Risk
- Regulatory & Legal Support

### Audit & Assurance

- Audit
- Accounting & Reporting Advisory
- Business Assurance

\* Legal advisory services in Germany are provided by Deloitte Legal.

## Deloitte

We are as big as you need us to be. Like you, we think in business terms, which is why we keep our organization lean and decision-making paths short. We offer a wide range of expertise and a regular contact person with overall responsibility who appoints a team of attorneys according to your particular requirements. Clearly defined principles ensure that we fulfil our clients' needs in a fast, efficient, and cost-transparent way.

### Legal

Multinational organizations need legal advisors who can assist with day-to-day activities as well as corporate life events across many jurisdictions. Deloitte Legal practices provide integrated guidance around strategic business decisions and offer cost-effective support for routine legal activities.

### Risk Advisory

Executives need the right insight, best-in-class corporate governance, and a risk culture aimed at driving value. Learn how our strategic and reputation risk services help organizations make risk-informed strategic choices and respond to disruptions.

### Consulting

Innovation, transformation, and leadership occur in many ways. The ability to solve complex issues is critical. Together, we can help you imagine, deliver, and run your business, wherever you compete, using the latest technologies like cloud and cognitive, from strategy development to implementation.

### Tax

What is most needed in the global tax environment is also the most elusive: Confidence. We help you connect for impact by anticipating change, unlocking the full potential of your people, extracting strategic insights from your data, and creating new value through digital technologies.

### Financial Advisory

Our end-to-end advisory solutions help unlock and preserve value in mergers and acquisitions, restructuring, investigations, and disputes.

### Audit & Assurance

Auditing is a highly complex process and the importance of auditors as a vital link in the financial reporting chain has never been more important, nor their role as trusted advisors more valued.

### Spanish/LATAM Desk

In our Spanish Desk we offer competent advice in all areas of national and international business law. Together with our contacts in the respective countries, we develop tailored solutions in demanding commercial law mandates and complex transactions with ties to Germany, Spain and/or Latin America.

With our German offices in Berlin, Cologne, Düsseldorf, Frankfurt am Main, Hamburg, Hannover, Mannheim, Munich and Stuttgart, we are represented at all important business locations in Germany.

In Spain, we also cover all important regions with offices in Barcelona, Las Palmas, Madrid, Málaga, Palma de Mallorca, Seville, Valencia and Vigo.

In Latin America, we are represented in almost all Spanish-speaking jurisdictions and have offices in Argentina, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Paraguay, Peru, Uruguay and Venezuela.

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