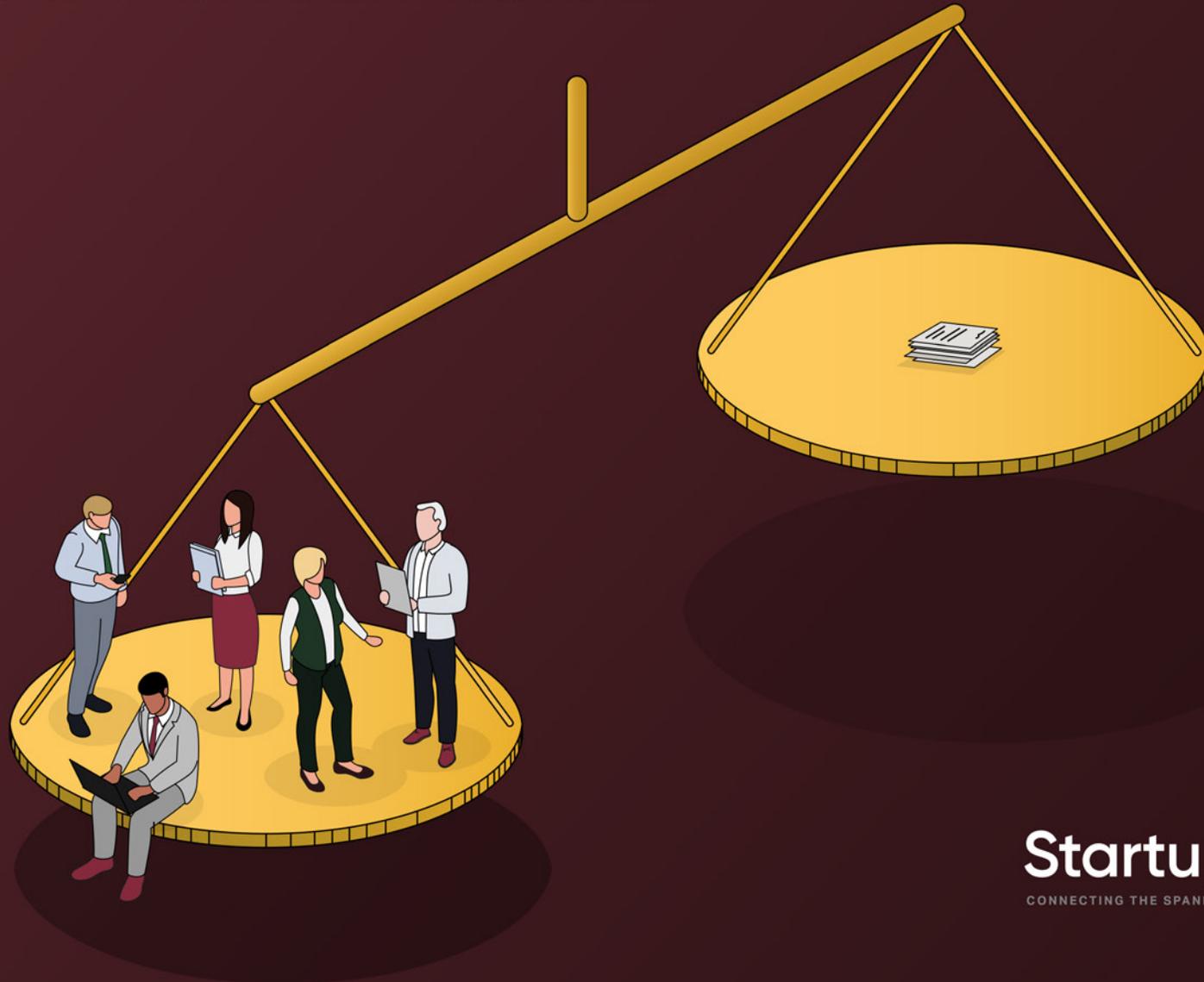


RANKING OF THE BEST LAW FIRMS

SPECIALIZING IN STARTUPS IN SPAIN 2020



StartupsReal

CONNECTING THE SPANISH STARTUP ECOSYSTEM



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About El Referente & StartupsReal

El Referente is Spain's first digital daily specialising in startups and innovation. It seeks to promote and connect the most innovative initiatives in Spain. With a versatile, dynamic and professional team we seek to cover news from an innovative and different perspective and help bring home the importance of Spanish entrepreneurs for all of society; they are the future of our society, facilitating and supporting the growth of companies through different levers of connection.

In addition to the digital daily El Referente, there is a social entrepreneurship movement called Referentes that seeks to connect, boost and promote participating companies, seeking to generate a media impact on society through the new communication tools.

The media group has also now launched StartupsReal, the first English-language magazine specializing in everything related to innovation, startups, and entrepreneurs in Spain. It is a young and dynamic publication that covers Spanish news from an objective point of view.

StartupsReal will cover news from the Spanish sector, bringing all the innovative projects emerging in Spain to a wider global audience and supporting the international expansion of these emerging companies while also supporting key agents within this ecosystem: venture capital funds, accelerators, incubators and investors. Furthermore, every year El Referente publishes the Investment Guide for Startups, a Spanish publication available throughout the country that catalogues all the investors, both Spanish and overseas, interested in investing in the growth of Spanish startups.

ElReferente
CONECTANDO EL ECOSISTEMA DE INNOVACIÓN

StartupsReal
CONNECTING THE SPANISH STARTUP ECOSYSTEM



Lawyers: vital to startups

José María Torrego

CEO of El Referente

El Referente is once again publishing a new report as part of our post-Covid strategy to provide digital content that's valuable to the Spanish startup ecosystem. In this case, we turn to one of the most important services companies for entrepreneurs and try to make them more accessible to startups: law firms. 2020 is the third year we publish the Best Lawyers Ranking as voted by Spanish startups and venture capital funds, after the rankings of 2017 and 2019 which had such an important impact. Up to a total of 103 respondents to the survey provided us with three important pieces of data to help draft our rankings: the best law firms in their experience; the outstanding lawyer and the areas of specialization of the law firms they've chosen.

After collating all the votes, once again, for the third year running, DWF-RCD has come out on top as the highest scoring firm with 670 points, some way ahead of second place Metricson (400) and ÉCIJA, in third with 270 points. It's worth highlighting just how tight the ranking is this

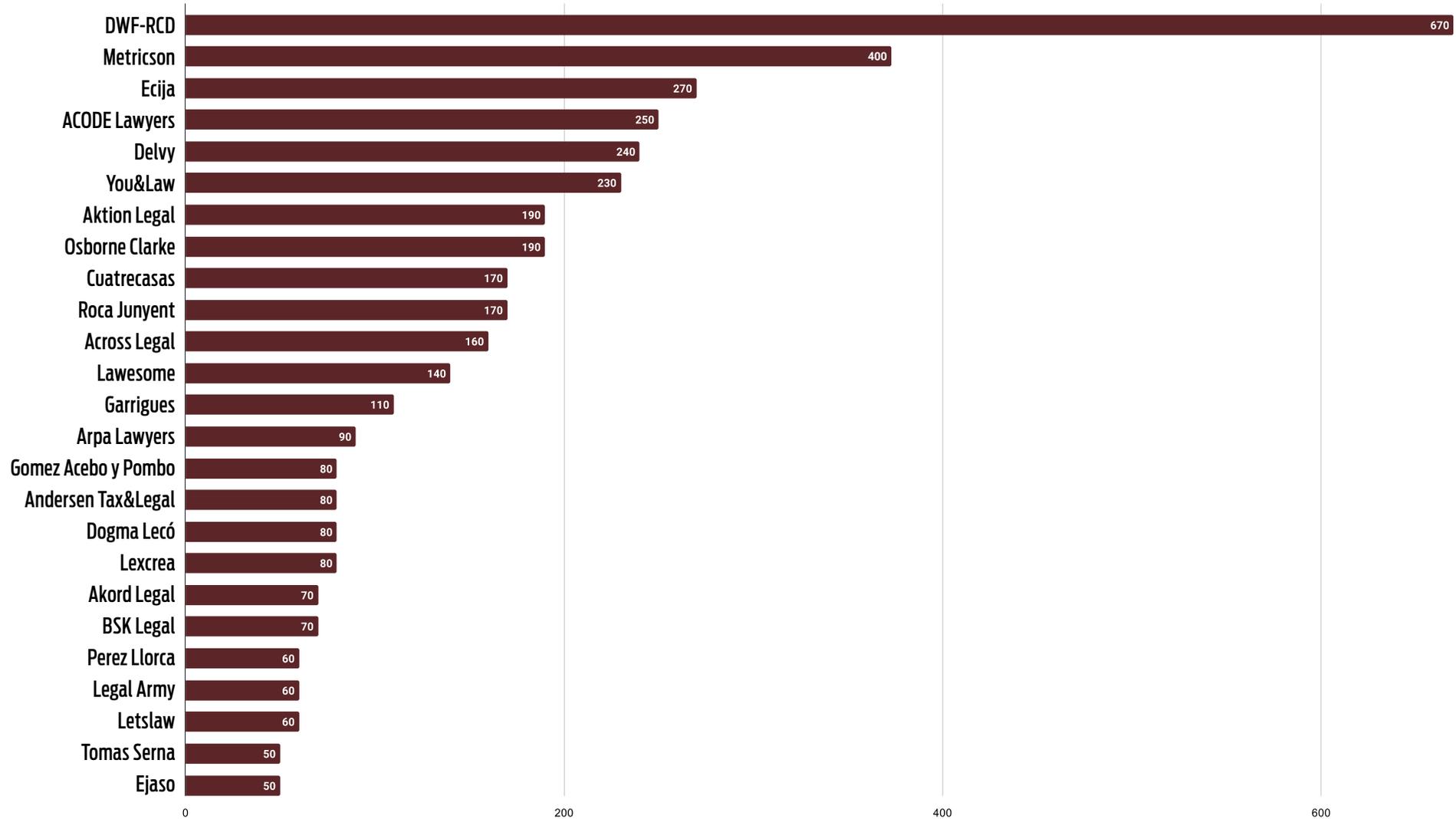
year, with just 80 points separating the third and eighth place firms. As for the top rated lawyers, Ricardo Torres (ACODE) scored highest (80 points), while there was a tie for second place between David Miranda (Osborne Clarke) and Luis Gosálbez (Metricson), with 50 points apiece.

We must also mention the firms with the highest scores in each area of practice. DWF-RCD is the top firm in the corporate area with 13 points, followed by Metricson with 9 points and Youandlaw with 7.

Meanwhile, the best law firm for advising startups in investment rounds was Metricson with six points; the best firm specialized in Intellectual Property was ECIJA while Osborne Clarke was the best for advising on M&A transactions. In drafting these rankings, the number of startups and VCs in each region was taken into account to give visibility to firms from almost every region in Spain.

Top25

Ranking of Lawyers



RANKING OF TOP LAWYERS AS VOTED BY STARTUPS

1
RICARDO TORRES
CODE LAWYERS
[in /rtorrescode](#)
[@rtorrescode](#)



80 POINTS

2
DAVID MIRANDA
OSBORNE CLARKE
[in /damiranda](#)
[@davmiranda](#)



50 POINTS

3
LUIS GOSALBEZ
METRICSON
[in /luisgosalbez](#)
[@luisgosalbez](#)



50 POINTS

4
ALEX PUJOL
GARRIGUES



30 POINTS

5
A. GONZÁLEZ ASTURIANO
AKTION LEGAL
[in /gonzalezasturiano](#)



30 POINTS

6
FEDE SEGURA
ROCA JUNYENT
[in /fede-segura-wallin](#)
[@fedeseguraw](#)



30 POINTS

7
GONZALO DE ULLOA
YOUANDLAW
[in /gonzalomulloa](#)
[@GMULLoa](#)



30 POINTS

8
JOSEP NAVAJO
DELVY LAW
[in /josepnavajo](#)
[@jonavajo](#)



30 POINTS

9
PEDRO FERNANDEZ
PEREZ LLORCA
[in /pedro-fernandez](#)



30 POINTS

10
ALEJANDRO TOURIÑO
ECIJA LAWYERS
[in /alejandrotourino](#)
[@AlexTourino](#)



20 POINTS

11
ESTHER LOPEZ GARASA
AKORD LEGAL
[in /estherlopezgarasa](#)



20 POINTS

12
JOSE BAÑOS
LETSLAW
[in /josemariabanos](#)
[@BANOSLOG](#)



20 POINTS

13
JUAN MANUEL PÉREZ
AKTION LEGAL
[in /juanmanuelperez1](#)
[@juanmanuperez](#)



20 POINTS

14
NATALIA MARTOS
LEGAL ARMY
[in /nataliamartos](#)
[@nataliamartos](#)



20 POINTS

15
PABLO CASADO
YOUANDLAW
[in /casadopablo](#)
[@pablocasado23](#)



20 POINTS

16
SARA MIRABETE
TANGRAM LEGAL
[in /saramirabete](#)
[@sara-mirabete](#)



20 POINTS

17
XABI ALVAREZ
LAWESOME LEGAL
[in /xabier-alvarez-lombardia](#)
[@xabialvarez](#)



20 POINTS

18
DIANA RIVERA
CUATRECASAS
[in /diana-rivera](#)



10 POINTS



“Part of our **success** is knowing how to identify the **startups** that will take off and have an **impact** in the **economy** of the **21st century**”

Natalia Martos
CEO and Founding Partner
natalia@legalarmy.net

Legal Army is a Madrid-based startup set up as a Spanish NewLaw. The specialist lawyers that comprise the team are experts in digital business and use the best technology to automate work that does not require legal qualification reducing costs drastically without losing an apex of excellence.

Natalia Martos founded the firm in 2018, breaking the mould of the established legal business model based on a pyramidal partnership, immersed in competition among hundreds of lawyers to become partners, enjoying luxury offices in prime locations that they can only afford by the “billable hours” paid by the client

The firm offers a disruptive fees model divided into two types of transparent pricing: monthly retainer fee without limit of hours for recurrent support and Single Price for closed projects previously agreed with the client.

Legal Army are specialized in the fields of tech law and digital regulation, privacy and monetisation of data and intellectual property. They advise dozens of startups on a daily basis on all manner of legal issues that affect them in all areas and fields of law, with the exception of company, tax and employment law. They also offer a private online legaltech platform so that clients can have access to their document library.

Why did you decide to break with the traditional model for law firms?

Legal Army arose from an accumulation of circumstances that led to this decision. I was Chief Legal Officer and Chief Privacy Officer at Tuenti until its sale to Telefónica (when it was still a social media site) and a lawyer with Grupo PRISA for 12 years. At that time, the traditional firms I worked with weren't satisfying the needs of new business and technology models in terms of knowledge or in terms of adapting the economic management of legal advice from due to the billable hours system. In 2016, while at Grupo PRISA, I studied the executive exponential technologies programme at Singularity University (Silicon Valley) and there I analysed how technologies were changing all industries, including the legal one, generating much more efficient business models. Before setting up Legal Army, I came through prestigious domestic firms and I create the privacy, technology and digital business practice successfully while I understood the mechanics of traditional firms and their areas for improvement.

After two years, how have the startups received you?

Here at Legal Army we don't do M&A or corporate transactions. We work with startups in the maturity phase. This means that startups we work with already have business model with traction whose operation is backed by KPIs and a demand for legal specialization in the business development. In that sense, we couldn't have been better received, as we understand their models perfectly and give them a comprehensive legal solution, regardless of their complexity. Our 20 years of legal experience combined with

our connections in the world of technology and digital business makes us the perfect partner and not merely a provider of legal services in the traditional sense.

Why does the model sit better with them?

Because we integrate ourselves into the development of their products and services from the ideation phase so that all their evolutions are in line with the Law. We work from the start with their product, technology and business teams to offer tailored advice that ensures that when their product is ready for market it is fully compliant with the applicable regulations. It is very important to state that we never work based on the billable hours system but with a closed price per project or on the basis of monthly fees with no limit to the number of hours. This makes them feel more comfortable with us because they don't have that sense the meter is running. We establish a travel companion relationship with them. We have accompanied some of the startups that have had the biggest social and economic impact in Spain. The traditional firms could not attend to them because they couldn't pay under a billable hours system. Part of our success is knowing how to identify the startups that will take off and have an impact in the economy of the 21st century.

You also advise SMEs, investment funds, multinationals and IBEX companies. How do you adapt to each of these clients?

For SMEs we have a product that adapts perfectly to their structure: Counsel. We offer legal advice that can't get due to limitation of headcount externalized as if we were part of

the team. This way we integrate ourselves into their operations as their legal department and we're there for them 24/7 for all kinds of legal questions. In terms of multinationals and IBEX companies, they're contracting us to attend to the hyper specialized demand we are experts in: consulting in their digital transformation departments, data & analytics, digital channels, proptech, etc. The clients in this segment we categorize as Enterprise are banking, hospitality, health or information technologies.

Within tech law and digital technology, what are you specialized in?

In all kinds of technology, including artificial intelligence blockchain and business models based on Big Data and analytics. In terms of the digital regulation, we are experts in giving legal shape to any pioneering digital business model. We are also specialized in regulated sectors like banking/fintech and those that require data processing that goes beyond compliance with the GDPR.

How has that evolution been? How have you managed to stabilize yourselves as a leading firm in the sector?

We started by advising consolidated startups in the Endeavour ecosystem. This allowed us to adopt knowledge and economies of scale that we have been applying to other startups in other countries and continents. The positioning has come hand in hand with large corporations and multinationals seeking us out to guide them with highly specialized advice for their most disruptive ventures.

And how would you like to continue? What innovations will there be in the future of Legal Army?

We'll continue to accompany mature startups in the development of their business. We don't do corporate or financing rounds so we'll continue advising these companies just in the phases up to funding. We're working on a line to increase our Enterprise client base and we're going to our services as, during the confinement stage, we have implemented technology to sustain all our services/products. Now we have to communicate them appropriately and scale them both in Spain and in the EU, Latin America and Central America.

PRIVACY

Loreto Jiménez
loreto@legalarmy.net
LINKEDIN: loreto-jiménez-muñoz-18b79742



DIGITAL REGULATION AND INTELLECTUAL PROPERTY

Natalia Martos
natalia@legalarmy.net
LINKEDIN: /nataliamartos



7. BEST LAW FIRMS BY AREA

CORPORATE

- 13** DWF-RCD
- 9** Metricson
- 7** Youandlaw
- 3** Ecija
- 2** ACODE Lawyers
- 2** Aktion Legal
- 2** Delvy
- 2** Dogma Lecó
- 2** Osborne Clark
- 2** ROCA JUNYENT

INVESTMENT ROUNDS

- 6** Metricson
- 5** ACODE Lawyers
- 4** DWF-RCD
- 3** Delvy
- 2** Aktion Legal
- 2** Garrigues
- 2** Lawesom
- 2** Youandlaw
- 1** Across Legal
- 1** Ecija

INTELLECTUAL PROPERTY

- 7** Ecija
- 2** Legal Army
- 1** Adequa Corporacion
- 1** Audens
- 1** Lawesom
- 1** M & Partner
- 1** Menthora
- 1** Metricson
- 1** Pedro Alemán
- 1** Youandlaw

M & A

- 4** Osborne Clarke
- 1** Adequa Corporacion
- 1** Aktion Legal
- 1** Lawesom
- 1** Lexcrea
- 1** Metricson
- 1** Youandlaw



Methodology of voting system

In order to draft the Law Firms Ranking for the year 2020, the first thing to take into account was the percentage of startups and venture capital firms in each region in Spain. Madrid and Barcelona were the regions that contributed the most surveys to the ranking with a total of 68 surveys, a little over 52% of the total. The final sample was 103 votes, which included different startups and investment funds selected at random, who voted assigning 30, 20 or 10 points to their top three law firms specialized in startups based on their experience; the most complete and experienced lawyer in the sector (10 points) and the areas of specialization of each firm (1 point per specialization).

After the votes of all the companies, the scores were collated and each company and lawyer was ranked to establish the final ranking detailed in this report. Detailed below is the percentage of companies that have voted in each region according to the capillarity of each ecosystem per city:

PERCENTAGES BY CITY

Madrid	30,70 %
Catalonia	21,20 %
Comunidad Valenciana	12,03 %
Andalusia	9,49 %
Basque Country	6,96 %
Aragón	2,85 %
Castilla y León	2,85 %
Galicia	2,53 %
Navarra	2,22 %
Canary Islands	1,58 %
Murcia	1,90 %
Extremadura	1,58 %
Cantabria	0,95 %
La Rioja	1,27 %
Asturias	0,63 %
Balearic Islands	0,95 %
Castilla La Mancha	0,32 %
TOTAL	100 %

ECIJA

EVERYDEAL
EVERYTECH
EVERYWHERE

Iberian
Lawyer

“Mejor Firma
de España y
Portugal en
asesoramiento
a startups y VC”

26
oficinas

15
países

119
socios

+600
profesionales



EL REFERENTE
2019

Top 3 de
los mejores
despachos
para startups



EXPANSIÓN
2019

Mejor
despacho
de abogados
en economía
digital



FINANCIAL
TIMES
2019

Top 3 de los
despachos
más
innovadores
de España



CHAMBERS Y
LEGAL 500
2019

Firma líder
en TMT del
mercado
español



PARTICIPANTS SURVEYED BY REGION



Madrid	37
Catalonia	31
Comunidad Valenciana	12
Andalusia	9
Basque Country	7
Navarra	4
Galicia	1
Murcia	1
Balearic Islands	1

Startups and Funds surveyed

List of Participants Surveyed

1	101 Ventures
2	Abac Capital
3	Adwalk
4	AEInnova
5	Airning
6	All Iron Ventures
7	Arbor
8	Aurorial
9	Auxion
10	Avalvida
11	B4Motion
12	Banco Sabadell Ventures
13	Berriup
14	BeWater Funds
15	Big Ban Angels

List of Participants Surveyed

16	Big Sur Ventures
17	Blainebox
18	Bnext
19	BStartup10
20	Bullnet Capital
21	Clave Mayor
22	Cocopi Food
23	Coinscrap
24	Courbox
25	Crowdcube
26	Dative
27	Datmean
28	Daysk
29	Declarando
30	Defin

List of Participants Surveyed

31	Del Super
32	Delectatech
33	Dive
34	Easo Ventures
35	Ennomotive
36	Enzo Tech Ventures
37	ESADE BAN
38	Everhealth
39	Faraday
40	Fellow funders
41	Finboot
42	Flanks
43	Flomics Biotech
44	Fundación Innovación Bankinter
45	Gnanomat
46	Go Popup
47	GoHub
48	Gokoan
49	Housfy
50	IAR Soft
51	IESE BAN
52	Ikan Biotech
53	Indexa Capital
54	influency

List of Participants Surveyed

55	Inveert
56	JME Ventures
57	K-Fund
58	La Bolsa Social
59	Lanai Partners
60	Lanzadera - Angels
61	Media Digital Ventures
62	Mission Box
63	Multihelpers
64	Nespra
65	Nuclio
66	Ona Capital Privat
67	Open Webinars
68	Orizont
69	Palladium Corporate ventures
70	Pao Capital
71	Pinama Inversiones
72	PLD Space
73	Polaroo
74	Psonrie
75	Quida
76	Realiza Business Angels
77	Rehand
78	Rentger

List of Participants Surveyed

79	Roble Venture Capital
80	Samaipata
81	Sharenjoy
82	Signaturit
83	Smart Insurance
84	Partners Q
85	Startupxplore
86	Swanlaab Venture Factory
87	Talentoo
88	Tecnalia Ventures
89	Teknan
90	TheVentureCity
91	Tucuvi
92	Tuvalum
93	Twenix
94	Unnax
95	Vasquiat
96	Vizlegal
97	Vyootrip
98	Witrac
99	Woom
100	Woonivers
102	Worldcoo
103	Zeleros

Si lo que buscas es otro despacho de abogados
esto no es para ti



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www.metricson.com

Top90 Law Firms



POSITION	COMPANY	TOTAL
1	DWF-RCD	670
2	Metricson	400
3	Ecija	270
4	ACODE Lawyers	250
5	Delvy	240
6	You&Law	230
7	Aktion Legal	190
7	Osborne Clarke	190
9	Cuatrecasas	170
9	Roca Junyent	170
11	Across Legal	160
12	Lawesom	140
13	Garrigues	110
14	Arpa Lawyers	90
15	Gomez Acebo y Pombo	80

POSITION	COMPANY	TOTAL
16	Andersen Tax&Legal	80
17	Dogma Lecó	80
18	Lexcrea	80
19	Akord Legal	70
20	BSK Legal	70
21	Perez Llorca	60
22	Legal Army	60
23	Letslaw	60
24	Tomas Serna	50
25	Ejaso	50
26	Bossar Lawyers	40
27	Tangram Legal	40
28	Broseta	40
29	Uriá y Méndez	40
30	Cirial180	40
31	BPV Lawyers	30
32	GBP Legal	30
33	Ventura Garcés López-Ibor	30
34	Vives Lawyers	30
35	Adequa Corporacion	30
36	Finreg 360	30
37	JDA	30
38	Menthora	30
39	Bestax	30

POSITION	COMPANY	TOTAL
40	M & Partner	30
41	On Tax Legal	30
42	Baker & McKenzie	30
43	Castañeda	30
44	Ontier	30
45	HF LEGAL	30
46	Bosques y asociados	30
47	Forlaw	30
48	Inizia Lawyers	30
49	Abbantia Lawyers	30
50	Callol & Coca Asociados	30
51	Fourlaw	30
52	DGQ Madrid	30
53	Altalex	30
54	Baker Tilly	30
55	Trivenia Lawyers	30
56	Alentta Agobados	30
57	MLLawyers	30
58	Lexidy Law Boutique	20
59	Rubio de Casas	20
60	Thomas de Carranza	20
61	AC3 Corporacion	20
62	Audens	20
63	Delaw Firm	20

POSITION	COMPANY	TOTAL
64	Pinsent Mason	20
65	Baratech Lawyers	20
66	ILV Silver	20
67	KMPG	20
68	Peña Lawyers	20
69	Audens	20
70	Bird & Bird	20
71	DA Lawyers	20
72	MAIO Legal	20
74	Clarke Modet	20
75	Marimon Lawyers	20
76	Hervás Lawyers	20
77	Pedro Alemán	10
78	PWC	10
79	Duran Sindreu Lawyers	10
80	Innotax	10
81	Font Advocats	10
82	Vaedro Asesores	10
83	Hogan Lovells	10
84	Ápice Grupo - Employment	10
85	Rubio de Casas	10
86	Sarabia Lawyers	10
87	Pinsent Mansons	10
88	Sagardoy	10



[A]CODE | ABOGADOS

info@acodeabogados.com
www.acodeabogados.com

START-UP | VENTURE CAPITAL

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SEVILLA

Avd. República Argentina 24. Edificio Torre de los Remedios. 7º Planta I. 41011.
954 457 382 / 954 458 167

GRANADA

Avda. Constitución, 32. Edificio Constitución 3ºC. 18012.
958 982 588 / 673 735 240

MADRID

Calle Alfonso XII, 62. 2º planta I 28010.
910 767 000 / 630 183 921

Summary Lawyers Top25

Position	Company	Pts	Total																															
1	DWF-RCD	20	30	10	20	30	30	30	10	30	20	30	10	30	10	20	30	20	10	30	30	20	30	20	10	20	30	20	10	20	10	30	670	
2	Metricson	30	30	30	10	30	30	20	20	20	30	10	10	20	30	20	30	30																400
3	Ecija	10	20	20	30	30	20	20	20	20	30	20	30																				270	
4	ACODE Lawyers	30	30	30	30	30	30	30	10	10	20																						250	
5	Delvy	10	20	30	20	20	10	10	30	20	30	10	10	20																			240	
6	You&Law	10	20	30	30	30	10	20	30	10	10	10	10	10																			230	
7	Aktion Legal	30	30	30	20	30	20	30																									190	
7	Osborne Clarke	10	20	30	20	30	30	30	10	10																							190	
9	Cuatrecasas	20	10	10	30	20	30	20	20	10																							170	
9	Roca Junyent	30	30	20	30	30	10	20																									170	
11	Across Legal	30	10	30	20	20	10	20	20																								160	
12	Lawesome	20	10	30	30	20	30																										140	
13	Garrigues	30	10	10	20	30	10																										110	
14	Arpa Lawyers	30	30	30																													90	
15	Gomez Acebo y Pombo	30	20	30																													80	
16	Andersen Tax&Legal	30	20	10	20																												80	
17	Dogma Lec	20	30	30																													80	
18	Lexcrea	30	30	20																													80	
19	Akord Legal	10	30	30																													70	
20	BSK Legal	20	20	30																													70	
21	Perez Llorca	30	30																														60	
22	Legal Army	30	30																														60	
23	Letslaw	30	30																														60	
24	Tomas Serna	20	30																														50	
25	Ejaso	20	30																														50	



“At Letslaw there are no small projects. We commit to every single one and give them all the same importance”

José María Baños
CEO and Founding Partner
jose.banos@letslaw.es

José María Baños is the Founding Partner of Letslaw, an international law firm specialized in all branches of business Law. He says that he realised that this field was something that was going to mark a before and after in the business and legal world and that's why he took advantage of his experience as a legal consultant for the major internet search engines like Google and Lycos since the year 2002.

That was how, after developing and configuring the project, the company was incorporated in March 2012, when it also began its activities. Letslaw was set up with the aim of adapting the legal world to the 21st century, not only because of the demands of legislative mo-

dernisation, but also the needs of the modern client, increasingly demanding a more present legal colleague rather than a simply a lawyer.

Letslaw offers comprehensive advisory services to startups and consolidated companies, and investors in different sectors like Fintech, the collaborative economy, ecommerce, advertising, marketing and software among others. Their areas of specialization include the incorporation of companies, partnership agreements, incentive plans through stock options or phantom shares, financing rounds, capital increases, data protection, compliance, tax law and employment law.

How did you come to specialize in the digital sector and new technologies?

Letslaw is a law firm that has always specialized in the digital and new technologies sector, as before founding the firm I had a long history as a consultant for companies in the digital sector like Google, Lycos, Telia Sonera, etc.

We were clear from the start that the digitalization of companies was a reality and need that, little by little, was going to grow in our society. Today, most of our clients are digital companies and we define ourselves more comfortably as a law firm specialized in the digital sector. This is due to the fact that the other areas of the firm such as those specialized in corporate law, tax law, procedural law or employment law have grown in importance over the years, allowing us to provide a complete and efficient legal service to our clients.

What are the benefits of forming part of your firm for startups?

Here at Letslaw we get involved with entrepreneurs and their projects from the very first moment. For this reason, the firm is committed to continuous training of their professionals organizing regular in-house legal development courses, the contributions of which are disseminated externally through periodic publications of articles on its website on matters of interest to startups.

Similarly, in addition to providing our specialized legal services, we currently have a platform through which we offer our intermediations services for the acceleration of startups, which we call "Letslaw Emprende". On the other hand, we are conscious of the enormous economic impact for a startup, especially at the beginning, of the cost of legal advice.

What special characteristics do they have in legal terms and how do you tackle them?

That main characteristic of startups that I'd highlight is that they form part of an ecosystem that is continuously changing and growing in a way that's much more agile and dynamic than the legislative developments that regulate them. That's why we consider it key for the good growth and development of a startup that they accompanied by good legal advice without just making do with mere basic notions.

Are they conscious of the importance of having a specialized legal firm?

The client, in our experience, is usually proactive in legal terms and, what's more, is aware that the law is a field that demands not only an initial effort to know the rules, some of them more generic and others more specific, but also staying up to date on the latest amendments or legislative criteria that might set a different path of action for a specific case.

This is particularly important in the digital sector, as corporate developments are very much ahead of the legislative reality and staying up to date is key for advice that is client oriented and legally rigorous. It is precisely for this reason that the current market demands professional, expert lawyers capable of adding value.

You founded Letslaw in 2012. How has the sector changed since then?

Since the founding of Letslaw at the start of 2012, the sector has evolved in line with the needs that have demanded within it. Eight years ago there weren't even that many firms specialized in advising startups. What's more, it wasn't just the case that there weren't many firms specialized in these kinds of advisory services.

There were some that wouldn't even consider offering these services.

Nevertheless, over the years and in line with the exceptional growth that has occurred in Spain with the startups boom, the demand for advising those startups has also increased. This means that in recent years a growing number of firms have dedicated part of their resources to specializing in order to provide legal advisory services to these companies.

For Letslaw, this is a challenge, as it motivates us to constantly change and adapt to the new reality just like the digital businesses themselves.

How do you want this progress to evolve? What are your medium-term challenges?

Since Letslaw was founded we had the idea of helping with legal advice as a firm specialized in digital law, intellectual and industrial property and data protection. As time goes by, and taking advantage of the demands of our clients, we decided to expand the services offered by the firm and we created other departments like Corporate Law, Company Law, Tax Law and Procedural Law. All this evidences and supports our growth plan, with the aim of being able to offer a complete and professional service to give a solution to all the needs our clients might have.

CORPORATE AND M&A

José María Baños. jose.banos@letslaw.es



DIGITAL

Luis Seoane. luis.seoane@letslaw.es



FINTECH

Marino Uceda. marino.ucedada@letslaw.es



TAX AND EMPLOYMENT

Marcos Fernández
marcos.fernandez@letslaw.es

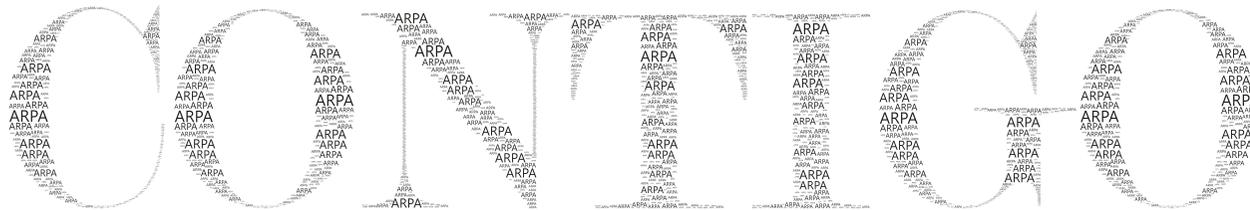


INTELLECTUAL PROPERTY AND INDUSTRIAL

José Morato



NOS GUSTA TRABAJAR

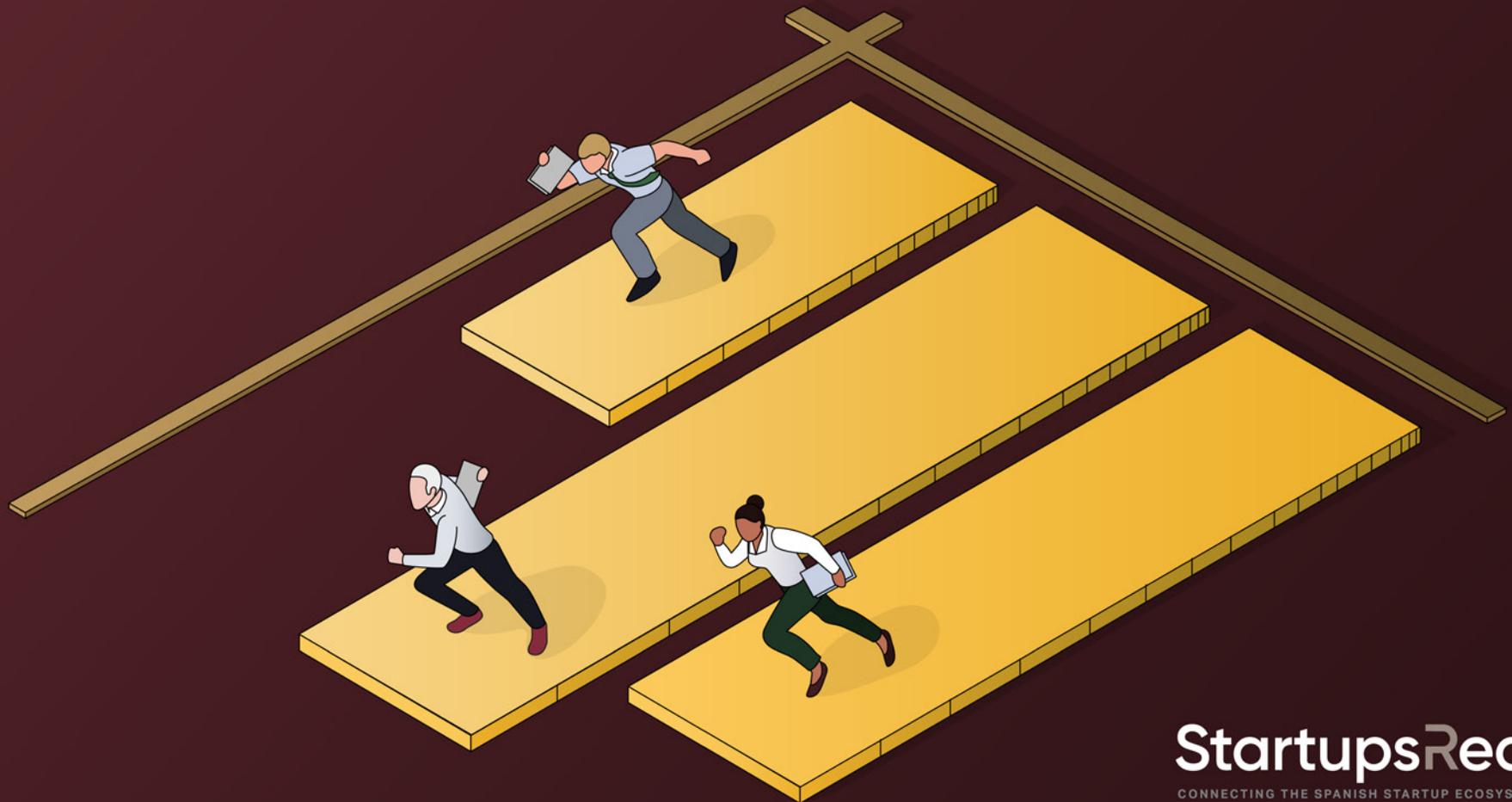


Oficinas: Pamplona | Madrid | San Sebastián | Valladolid www.arpa.es Miembro de Eurojuris Internacional y Latiam



RANKING OF THE BEST LAW FIRMS

SPECIALIZED IN STARTUPS IN SPAIN 2020



StartupsReal

CONNECTING THE SPANISH STARTUP ECOSYSTEM

1 DWF-RCD

POINTS
670

i LAWYERS INFORMATION

Lawyer: DWF-RCD
Founding Partners: Ignasi Costas,
Adolf Rousaud, José María Durán

<https://www.rcd.legal>
[/rcdlegal](#)
[@DWFRCDC](#)

Founded: 2003
Number of employees: 400
Transactions with startups in 2019: 96

📍 LOCATION

- › MADRID
- › BARCELONA
- › VALENCIA

🏛️ SPECIALIZATION

- › Analysis of activity and regulation of the sector
- › Partnership agreements
- › Talent capture and retention strategies
- › Asset protection
- › M&A processes and investment
- › Internationalization
- › Licensing

👥 CLIENTS

- › Avizorex
- › Beezy
- › Billin
- › Exoticca
- › Fundeen
- › GoHub
- › Goi
- › Innitius
- › Palobiofarma
- › Pompeii
- › Prontopiso
- › Psious
- › Signaturit



BRIEF DESCRIPTION

DWF-RCD is a global, dynamic and innovative law firm and a leader in comprehensive legal advisory services. With offices in Madrid, Barcelona and Valencia, it has a team made up of over 400 professionals. The firm was a pioneer in creating an area specialized in innovation and entrepreneurial projects in Spain, acting as a key piece in the intersection between technology, business and law. The team, comprised of more than 50 lawyers, provides trusted and specialized advice and companies entrepreneurial projects in all phases, providing not only legal but also strategic vision.

SERVICES FOR STARTUPS

The team, one of the largest in Europe in the field, is made up of over 50 lawyers dedicated completely to accompanying entrepreneurs and startups in all phases of their projects - from the birth of the projects to their internationalization or exit - is unique in its characteristics and specialization. The firm complements its legal advice with strategic vision. That allows it to participate in some of the most innovative projects embarked upon in Spain, especially those for which there is no legal precedent. .

🚀 STARTUPS AREA

IGNASI COSTAS
Co-Managing Partner
ignasi.costas@dwf-rcd.law



Ignasi Costas is one of the leading lawyers in Spain in the area of innovation and entrepreneurship and has a long history and extensive experience in advising entrepreneurs and startups on their projects. Selected as one of the top 10 lawyers in Spain in 2019 by *Expansión Jurídico*, he is the only Spanish member of the Advisory Board of the Center on the Legal Profession at Harvard Law School.

🎯 AREA MANAGERS

Ignasi Costas
ignasi.costas@dwf-rcd.law

Carles Ros
carles.ros@dwf-rcd.law

Oscar Alegre
oscar.alegre@dwf-rcd.law

David Villa
david.villa@dwf-rcd.law

Judith Saladrigas
judith.saladrigas@dwf-rcd.law

Alejandro Griffiths
alejandro.griffiths@dwf-rcd.law

2 METRICSON

POINTS
400

📌 LAWYERS INFORMATION

Legal advisory: Metricson
Founding Partners: Luis Gosálbez

🌐 <https://metricson.com>

🌐 /metricson

🐦 @metricson

Founded: 2009
Number of employees: 14
Transactions with startups in 2019: 23

📍 LOCATION

- › MADRID
- › VALENCIA
- › BARCELONA

🏛️ SPECIALIZATION

- › Investment, acquisitions partnership agreements
- › Intellectual and industrial property
- › Privacy and data protection
- › Accounting, tax and employment consultancy
- › Conflict resolution and procedural law

👥 CLIENTS

- › Letgo
- › Chartboost
- › Onna
- › Codigames
- › Smart Protection
- › Seedrocket
- › Marfeel
- › Adglow
- › Peoople
- › Red Eléctrica Española



BRIEF DESCRIPTION

Metricson is a legal services firm specialized in digital companies and innovation. Over the last ten years, it has advised over 800 companies, private investors and institutions from all over the world, including many of the services we use on a daily basis in our purchases, recreation and travel. The Metricson team is made up of lawyers, economists, engineers and experts in digital business with extensive international experience. Among its group of companies is Metacorp, a growth consultancy firm specialized in accounting, tax, employment and international advisory services..

SERVICES FOR STARTUPS

Metricson differentiates itself by offering a comprehensive, specialized, legal, accounting, tax and employment service that covers all the needs from the outset (constitution, partnership agreement) right up to negotiation and execution of all manner of corporate transactions and participation on boards. The firm also has a regulatory compliance area that covers all the areas necessary to guarantee the adequacy of the companies and laws in relation to data protection, intellectual and industrial property and other special regulations. The Metricson startups club, launched in 2016, includes free services like training, events, networking and important discounts for its members.

🚀 STARTUPS AREA

LUIS GOSÁLBEZ
Partner
luis@metricson.com



After founding several startups between 2003 and 2010, Luis launched Metricson in 2009, as the first Spanish law firm aimed exclusively at startups. He currently sits on the boards of a number of technology companies, is a mentor for the principal Spanish accelerators and delivers classes in several universities.

🎯 AREA MANAGERS

INVESTMENT, ACQUISITIONS AND PARTNERSHIP AGREEMENTS

José María Vidal - josemaria.vidal@metricson.com

INTELLECTUAL AND INDUSTRIAL PROPERTY

Alejandro Martínez - alejandro.martinez@metricson.com

PRIVACY AND DATA PROTECTION

Alejandro Martínez - alejandro.martinez@metricson.com

ACCOUNTING, TAX AND EMPLOYMENT CONSULTANCY

Emma Bover - emma@metricson.com

CONFLICT RESOLUTION AND PROCEDURAL LAW

Luis Gosálbez - luis@metricson.com

1 LAWYERS INFORMATION

Legal advisory: ÉCIJA Lawyers
 Founding Partners: Hugo Écija

🌐 <https://ecija.com>
 🌐 @ECIJA
 🐦 /ecija

Founded: 1997
 Number of employees: +600
 Transactions with startups in 2019: 35

📍 LOCATION

- › MADRID
- › VALENCIA
- › BARCELONA
- › PAMPLONA
- › CANARIAS
- › ZARAGOZA

🏛️ SPECIALIZATION

- › M&A
- › Tax
- › Advisory
- › Intellectual Property
- › New Technologies

👥 CLIENTS

- › Plug&Play
- › Enagás Emprende
- › Red Eléctrica
- › Ferrovial
- › Samaipata
- › The Valley VC
- › Stratio
- › Hawkers
- › Fever
- › Bnext
- › Mr. Jeff
- › Travelperk



BRIEF DESCRIPTION

ECIJA is a leading professional services firm in the legal, tax and advisory fields. The Firm is among the top 10 biggest firms in Spain, with more than 600 professionals and the biggest presence in Latin America with its own offices in 14 jurisdictions. ECIJA was recently named Best TMT (Technology, Media AND Telecommunications) Specialized Law Firm in Europe at The Lawyer Awards. It was also named the Most Innovative Law Firm in Spain by Expansion and one of the most innovative in Europe by the Financial Times. It offers consultancy services in all areas of legal practice tax and advisory.

SERVICES FOR STARTUPS

In terms of entrepreneurship, ECIJA offers complete legal, fiscal and advisory (finance, tax & accounting and payroll) services to VCs, startups and entrepreneurs. It accompanies startups in all phases: from protection of the innovative idea, corporate consulting, employment and tax consulting in the early steps and throughout the whole project, investment rounds, compliance, cybersecurity, e-commerce, data protection and privacy, public aid, international expansion, etc. It also advises accelerators, incubators, VCs and funds in all phases of incorporation, planning, acceleration, investment and divestments.

🚀 STARTUPS AREA

ALEJANDRO TOURIÑO

Partner

atourino@ecija.com



Alejandro Touriño is Managing Partner of ECIJA. He is an expert in tech law, intellectual property and innovation and entrepreneurship. He has been recognized by Chambers & Partners and Legal 500 as a "leading individual" and chosen by the Financial Times as among the ten most innovative lawyers in Europe and by Forbes as among the "100 most creative people in business". Alejandro is an arbitrator with the World Intellectual Property Organization and Chairman of the ICT Section of Illustrious College of Lawyers of Madrid. He is university professor and Director of the Master's in Legal Tech at IE Law School, where he has been repeatedly recognized as an outstanding professor.

🎯 AREA MANAGERS

PARTNER RESPONSIBLE ECIJA LEGAL

Alejandro Touriño
atourino@ecija.com

PARTNER RESPONSIBLE ECIJA ADVISORY:

Oliver von Schiller
ovonschiller@ecija.com

4 CODE LAWYERS

POINTS
250

📍 LAWYERS INFORMATION

Legal advisory : [A]CODE Lawyers
Founding Partners: Ricardo Torres García,
Gerardo Siguero Muñoz y Paloma Angulo Pozuelo.

🌐 <http://www.codeLawyers.com>
🌐 /acodeLawyers
🐦 @acodeLawyers

Founded: 1981-2006
Number of employees: 19
Transactions with startups in 2019: 20

📍 LOCATION

- › SEVILLA
- › MADRID
- › GRANADA

🏛️ SPECIALIZATION

- › Venture Capital
- › Corporate Finance
- › M&A, Companies and conflicts
- › Insolvency and restructuring
- › Digital procurement
- › Internationalization

👥 CLIENTS

- › Glamping Hub
- › Ever Health
- › Pickaso
- › Chekin
- › Open Webinars
- › Le Room Service
- › Z1
- › Smart lot Labs
- › LendiSmart
- › Twenix
- › Wuolah
- › Walmeric
- › Ciclogreen
- › Livelink Ventures
- › Myhixel
- › Adwalk
- › Foodyt
- › Talentfy



BRIEF DESCRIPTION

[A]CODE Abogados was created with the merger of the law firms JM[A]A Abogados, founded in 1981, and Code Abogados, founded in 2006; and is the sum of the two teams, a number of disciplines and a single vision. It has a prominent presence in the private capital investment and venture capital. It is a leader in southern Spain in this area, with extensive expertise in corporate and finance law, and insolvency, geared mostly towards emerging companies and the technological sector, or investments in these types of companies, whether informal or institutional.

SERVICES FOR STARTUPS

The firm boasts a multidisciplinary team with extensive experience in the design, negotiation and execution of venture capital investments in all spheres. For emerging companies the firm offers advisory services at a competitive cost of strategies for legal, business and company and financial strategies and contact with a networks of investors, both business angels and professional investors and funds, as well as extensive market knowledge.

🚀 STARTUPS AREA

RICARDO TORRES GARCÍA

Corporate Partner |
Venture Capital

rtorres@acodeLawyers.com



Ricardo Torres is a lawyer, lecturer in company law on the Master's in Economic and Financial Management at the Seville Chamber of Commerce and co-Director of the Executive Venture Capital programme at IEJE Cajasol, as well as Academic Secretary of the Ibero-American Institute for Law and Finance. He is also the recipient of the inaugural 'Caveat Creditor' Award.

🎯 AREA MANAGERS

CORPORATE / VENTURE CAPITAL

Ricardo Torres García rtorres@acodeLawyers.com

INSOLVENCY / RESTRUCTURING

Gerardo Siguero Muñoz gsiguero@acodeLawyers.com

FINANCE / VALUATIONS

Javier Ramírez Pérez jramirez@acodeLawyers.com

5 DELVY LAW & FINANCE

POINTS
240

1 LAWYERS INFORMATION

Legal advisory: Delvy Law and Finance
Founding Partners: Josep Navajo Ferrer y Pablo Mancía Manzón

https://delvy.es
/delvy-asesores-legales
@Delvy_Asesores

Founded: 2012
Number of employees: 28
Transactions with startups in 2019: 32

LOCATION

- › BARCELONA
- › MADRID
- › MÉXICO

SPECIALIZATION

- › Corporate and M&A
- › Intellectual property
- › Data protection
- › Procedural, financial and tax

CLIENTS

- › Deliberry
- › Antai Venture Builder
- › Encomenda
- › Boxmotions
- › Woom
- › Cuido
- › Project Lobster
- › Bloobirds
- › Platanomelon
- › Heura
- › Raw Superdrinks
- › Busco Extra
- › Mutter Ventures



BRIEF DESCRIPTION

Delvy Law & Finance is an innovative law firm born in Barcelona's 22@ technology district. Over the years, the firm has become a reference for startups. The advisory services offered by the firm cover all the legal, financial, tax and employment needs of startups and disruptive companies. Rather than working with clients as an external consultant, the firm accompanies companies like another member of the team. As a law firm, the services cover the areas of corporate law, intellectual property, information and communication technologies, tax, employment and finance, which means that the firm can offer a startup a complete advisory service.

SERVICES FOR STARTUPS

They are involved directly with the client and they do so with a tailored service that traverses all the stages of development, from the seed phase to the growth phase, the closure of financing rounds and eventual exit. What's more, they also offer advice to all stakeholders in the ecosystem: accelerators, incubators, venture builders, business angles, family offices and investment funds, both domestic and international. They also advise traditional companies with Corporate Venturing and/or the creation of spin-offs for innovative projects within their organizations.

STARTUPS AREA

JOSEP NAVAJO
Founding Partner
Josep.navajo@delvy.es



Josep is an entrepreneur-turned-lawyer who's passionate about the world of business and the day to day of companies. The specialization lies in the advisory services for investment rounds and corporate transaction to tech-based companies. He is also Secretary of the Board of Directors of a number of leading domestic startups. He is known for his closeness with entrepreneurs and his knowledge of the specific needs of each sector.

PABLO MANCÍA
Founding Partner
Pablo.mancia@delvy.es



A lawyer with a vocation for entrepreneurship, Pablo is co-Founding Partner of Delvy Law & Finance and has more than 10 years' experience in company and corporate law. Since setting up the firm he has jointly led the startup area, helping technology-based and innovative companies from different sectors in their growth.

AREA MANAGERS

CORPORATE & M&A

Josep Navajo Josep.navajo@delvy.es
Pablo Mancía pablo.mancia@delvy.es

IP&IT

Aina Rabell aina@delvy.es

PROCEDURALPROPERTY & FINANCIAL

Ainhoa Garcia ainhoa@delvy.es

6 YOUANDLAW

POINTS
230

📍 LAWYERS INFORMATION

Legal advisory: Youandlaw
Founding Partners: Gonzalo de Ulloa y Pablo Casado

🌐 <http://www.youandlaw.es>
🌐 /youandlaw
🐦 @youandlaw

Founded: 2011
Number of employees: 9
Transactions with startups in 2019: 29

📍 LOCATION

› MADRID

🏢 SPECIALIZATION

- › Corporate
- › Privacy
- › Investment
- › Technology
- › Incentive plans
- ›

👥 CLIENTS

- › Avara
- › Aplázame
- › Seguro por Días
- › BlackLimba
- › La Bolsa Social
- › Wetaca
- › Paack
- › Big Sur Ventures
- › The Valley Ventures
- › Parclick



BRIEF DESCRIPTION

Youandlaw is a law firm that offers solutions for the legal needs of companies, entrepreneurs and investors arising from their professional activities through all stages of their development with trusted, rigorous and flexible advice. Early phase entrepreneurial projects must be able to rely on rigorous legal services that adapts to the reality of new technologies and the resulting growth and flexibility that startups need. Youandlaw wants to play an active role in driving the business fabric at national and international level in the creation of new companies taking advantage of these technologies.

SERVICES FOR STARTUPS

Where the firm most stands out is in legal advice for financing rounds, advising both the startups and the investors. The profiles targeted are digital sector projects with the potential for growth, or projects that are already consolidated (startups/entrepreneurs), and investors whose investment profiles correspond to these characteristics..

🚀 STARTUPS AREA

GONZALO DE ULLOA
Founding Partner
Gonzalo.ulloa@youandlaw.es



Specialist in Corporate Law. Gonzalo has extensive experience in corporate law, primarily in acquisitions and sale of companies, investment transactions, corporate contracts and venture capital. A member of the Illustrious College of Lawyers of Madrid (ICAM), Gonzalo is project manager with a startup and an associate professor at Universities and Business Schools.

PABLO CASADO
Founding Partner
Pablo.casado@youandlaw.es



Pablo Casado is a specialist in Corporate Law with extensive experience in corporate affairs, principally corporate contracting, investment transactions and secretariats of Boards of Directors. A member of the Illustrious College of Lawyers of Madrid (ICAM).

🎯 AREA MANAGERS

CORPORATE
Pablo Casado - Pablo.casado@youandlaw.es
Gonzalo Ulloa - Gonzalo.ulloa@youandlaw.es

PRIVACY & INTELLECTUAL PROPERTY
Sergio Poza - sergio.poza@youandlaw.es

📌 LAWYERS INFORMATION

Legal advisory : Aktion Legal Partners
 Founding Partners: Antonio G. Asturiano y Juan Manuel Pérez

🌐 <https://www.aktionlegal.com>
 🌐 /aktion-legal-partners/
 🐦 @AktionLegal

Founded: 2017
 Number of employees: 12
 Transactions with startups in 2019: 40

📍 LOCATION

› VALENCIA

🏢 SPECIALIZATION

- › Company incorporations
- › Rounds of investment
- › Partnership agreements
- › Phantom shares/stock options
- › Legal-tech advisory services
- › Corporate taxation
- › M&A, TAX, Tech & Privacy
- › Restructuring (crisis scenarios)

👥 CLIENTS

- › Citibox
- › Singularu
- › Voicemod
- › Homospace
- › Lucera
- › Cupido Capital
- › Zubi New Ventures
- › Bdeo
- › Bit2me



BRIEF DESCRIPTION

AKTION defines itself as a leading law firm for startups, investors and corporate venture capital. AKTION generates value through innovation in legal solutions. The firm is geared toward startups and venture capital, specializing in helping create new businesses making existing ones grow.

SERVICES FOR STARTUPS

It offers a comprehensive and personalized advisory service for each phase of the project. The AKTION team has extensive experience supporting and accompanying startups in their common needs and also in relevant transactions, including investment rounds in the different phases of growth, international expansion, crisis processes and an eventual exit. Within the entrepreneurial ecosystem it provides services both to Investors (Business Angels, Venture Capital, Managers, and Venture Capital Funds and other entities regulated by the CNMV (Crowdfunding Platforms, etc.)

🚀 STARTUPS AREA

ANTONIO G. ASTURIANO

Founding Partner
 aga@aktionlegal.com



Antonio had a 20 year career behind him before co-founding Aktion Legal Partners, specializing in corporate, insolvency and procedural law. With extensive experience in the startups sector, he has advised a number of venture capital transactions, both as an investor and as an entrepreneur, and as a specialist in insolvency practice, having been involved in over 30 insolvency procedures.

JUAN MANUEL PÉREZ

Founding Partner
 jmp@aktionlegal.com



Juan Manuel Pérez has almost two decades of professional experience advising on corporate and company law, in M&A and venture capital transactions and advising different stakeholders of the national and international entrepreneurial ecosystem. Over the course of his careers he has worked with some of the best law firms, both in Spain (KPMG Abogados and Broseta), and the United Kingdom (Ashurst) and has also worked with one of Spain's largest multinationals (Grupo Campofrío).

🎯 AREA MANAGERS

COPORATE

Antonio G. Asturiano aga@aktionlegal.com

M&A

Juan Manuel Pérez jmp@aktionlegal.com

7 OSBORNE CLARKE

POINTS
190

i LAWYERS INFORMATION

Legal advisory: Osborne Clarke
Founding Partners: Tomás Dagá, Nuria Martín y Jordi Fábregas

<https://www.osborneclarke.com>

[/osborne-clarke](#)

[@osborneclarkees](#)

Founded: 1986
Number of employees: 130
Transactions with startups in 2019: 18

📍 LOCATION

- › BARCELONA
- › MADRID
- › ZARAGOZA

🏛️ SPECIALIZATION

- › M&A
- › Venture Capital
- › Financial
- › Capital markets
- › Tax

👥 CLIENTS

- › Carnovo
- › Colvin
- › 21 Buttons
- › Aelix Therapeutics
- › Antai
- › Accel
- › Insight
- › 14W
- › Creandum
- › Eight Roads



BRIEF DESCRIPTION

Osborne Clarke is an international law firm with more than 270 partners and 900 lawyers, with 26 international offices and a presence in Spain, the United Kingdom, Germany, France, Belgium, the Netherlands, Italy, the United States, India and Singapore. It offers specialized advice in enterprise sectors with high growth potential and helps its clients overcome the challenges of the world of tomorrow.

SERVICES FOR STARTUPS

The firm advises venture capital funds and startups in transactional operations, M&A, capital financing rounds, convertible loans and venture debt, principally in the technology and biotech sectors. It also has in-depth knowledge of international venture capital practice and can support clients in international expansion through its network of offices in Europe, the United States and Asia.

🚀 STARTUPS AREA

DAVID MIRANDA
Partner

david.miranda@osborneclarke.com



David is a partner of the Corporate team in the Barcelona office and is responsible for the Tech, Media and Comms practices in Spain and venture capital. He's a specialist in M&A, venture capital and financing, with over 20 years' experience and is a member of the Venture Capital Institute (INCARI).

🎯 AREA MANAGERS

M&A / VENTURE CAPITAL

David Miranda
david.miranda@osborneclarke.com

FINANCIAL

Eduard Arruga
eduard.arruga@osborneclarke.com

CAPITAL MARKETS

Vicente Conde
vicente.conde@osborneclarke.com

TAX

Daniel Riopérez
daniel.rioperez@osborneclarke.com

9 CUATRECASAS

POINTS
170

📄 LAWYERS INFORMATION

Legal advisory: Cuatrecasas
Founding Partners: Pedro Cuatrecasas Buquet

🌐 <https://www.cuatrecasas.com>
🌐 /cuatrecasas
🐦 @cuatrecasas

Founded: 1917
Number of employees: 1549
Transactions with startups in 2019: 18

📍 LOCATION

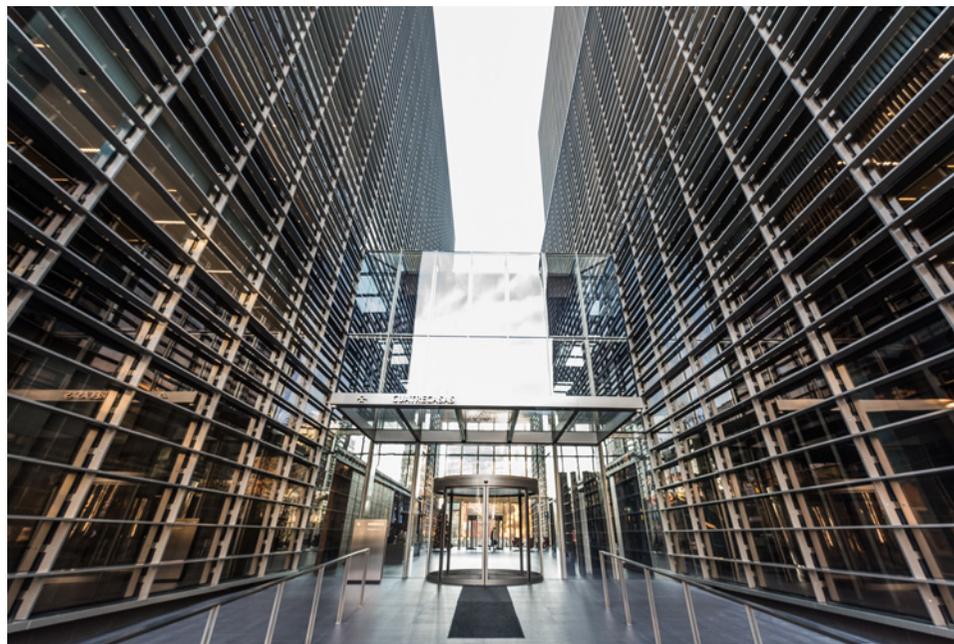
- › MADRID
- › BARCELONA
- › VALENCA
- › LISBOA
- › 15 SEDES EN ESPAÑA

🏛️ SPECIALIZATION

- › Venture Capital firm
- › Regulatory
- › Intellectual property and IT
- › Employment Law

👥 CLIENTS

- › Badi
- › Travelperk
- › Kantox
- › Samaipata
- › K-Fund
- › Seaya Ventures
- › Delivery Hero
- › Airbnb
- › Cofides
- › Biometric Vox



BRIEF DESCRIPTION

Cuatrecasas is an international law firm with a significant presence in Spain, Portugal and Latin America. With a multidisciplinary and diverse team of more than 1,500 professionals, the firm covers all fields of company law, applying knowledge and experience and a sectoral vision focussed on every type of business. The firm has 29 offices in 14 countries and also maintains close collaboration with other leading firms to offer a team that adapts to the needs of every client.

SERVICES FOR STARTUPS

The firm boasts one of the most active venture capital practices in Spain with extensive experience of advising both funds and startups in numerous investment rounds. They have a specialized team dedicated to advising venture capital funds in all investment categories. They offer a comprehensive, integrated service to innovative projects in the early phases, from incorporation of the company, including the initial financing rounds with participation from friends and family and business angels, up to the point at which the figure of the professional investor comes into play. They also advise companies, investment funds and venture capital firms, both domestic and international, in their entry into venture capital and financing of startups.

🚀 STARTUPS AREA

DIANA RIVERA
Partner at Cuatrecasas
diana.rivera@cuatrecasas.com



Diana Rivera has extensive experience as a corporate lawyer advising Spanish companies and multinationals in complex domestic and international M&A transactions, restructurings and joint ventures. She specializes in venture capital investment and private capital, having participated in numerous venture capital transactions in Spain and has overseen legal advice for important transactions in the banking, energy, email, biotechnology sectors as well as family companies.

👁️ AREA MANAGERS

VENTURE CAPITAL

Diana Rivera
diana.rivera@cuatrecasas.com

Isabel Gandoy
isabel.gandoy@cuatrecasas.com

REGULATORY

Jorge Canta
jorge.canta@cuatrecasas.com

INTELLECTUAL PROPERTY/ IT

Albert Agustinoy
albert.agustinoy@cuatrecasas.com

Álvaro Bourkaib
alvaro.bourkaib@cuatrecasas.com

9 ACROSS LEGAL

POINTS
170

📌 LAWYERS INFORMATION

Legal advisory: Across Legal
Founding Partners: Ignacio Lacasa Valls

🌐 <https://acrosslegal.com>
🌐 /acrosslegal/
🐦 @AcrossLegal

Founded: 2006
Number of employees: 25
Transactions with startups in 2019: 48

📍 LOCATION

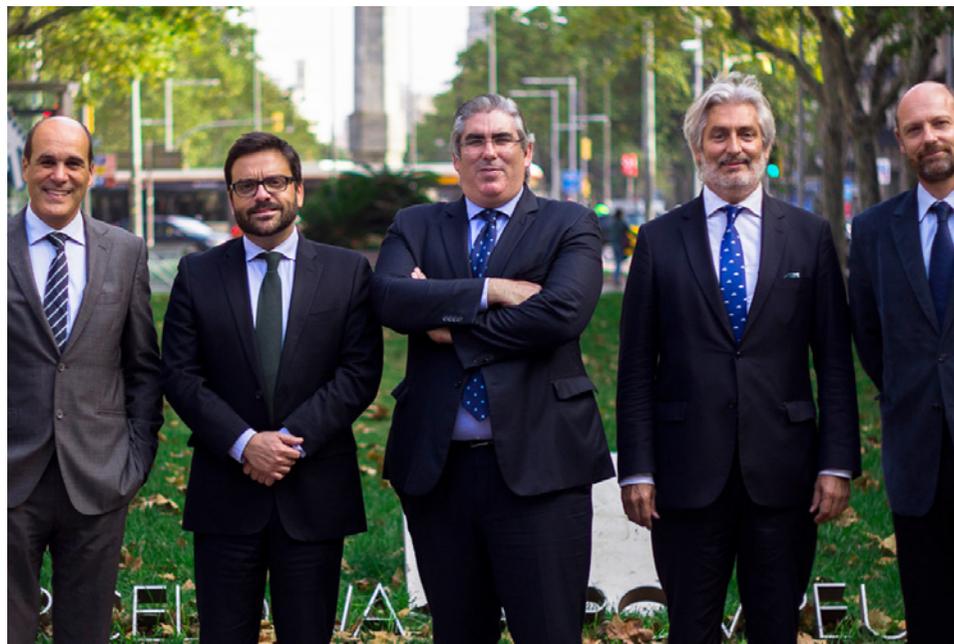
- › BARCELONA
- › MADRID
- › PALMA DE MALLORCA

🏛️ SPECIALIZATION

- › Financing rounds
- › M&A, Delaware flip
- › Free software
- › Data protection
- › Financial and international transactions
- › Blockchain and digital assets

👥 CLIENTS

- › Devo
- › Wave App
- › Cooltra Motos
- › Red Points
- › Alpify
- › Reby
- › Openbravo
- › Mangrove
- › Conexo
- › K-Fund



BRIEF DESCRIPTION

Across Legal supports entrepreneurs from the very start. From the incorporation of the company and the structuring of their activity to be developed, incentive plans (stock/Phantom option plan) to growth (financing rounds, convertible loans, media/services for equity, etc.), consolidation and in some cases the sale of the startup.

SERVICES FOR STARTUPS

Across Legal advises investors and tech-based companies in financing rounds, joint venture agreements with both domestic and overseas companies and exit processes (sale of shares, SPA, or assets, APA) They are specialists in transactions (financing rounds and M&A), as well as all matters relating to the international expansion of the startup, in particular establishing a presence in the United States (Delaware flip). The area of intellectual and industrial property is specialized in free software, e-commerce, technology transfer agreements and regulatory compliance in the area of data protection. The firm also has a department specialized in ICOs and STOs as well as Blockchain and digital assets.

🚀 STARTUPS AREA

IGNACIO LACASA
Partner
ilacasa@acrosslegal.com



Ignacio has been advising on tech-based projects for more than 15 years, both on the company side and on the side on the VC side. He is a specialist in investment rounds, M&A and international expansion, in particular the Delaware flip. His track record, experience and know-how are key for clients looking for the dos and don'ts of the sector. He worked with a law firm based in Chicago before founding Across Legal.

🎯 AREA MANAGERS

CORPORATE

Ignacio Lacasa ilacasa@acrosslegal.com
Iván Moll imoll@acrosslegal.com
Miguel Ángel Martínez Conde mamc@acrosslegal.com

INTELLECTUAL PROPERTY, DATA

PROTECTION

Malcolm Bain mbain@acrosslegal.com
Manuel Martínez Ribas mmartinez@acrosslegal.com

TAX

Jose Luis Gonzalo jlgonzalo@acrosslegal.com

BLOCKCHAIN AND DIGITAL ASSETS

Santiago Navarro snavarro@acrosslegal.com



i LAWYERS INFORMATION

Legal advisory: Roca Junyent
 Founding Partners: Miquel Roca Junyent, Francesc Segura,
 Màrius Miró, Eduard Sagarra, Albert Segura

<https://www.rocajunyent.com/es>

[/roca-junyent](#)

[@Roca_Junyent](#)

Founded: 1996
 Number of employees: 204
 Transactions with startups in 2019: 29

📍 LOCATION

- › BARCELONA
- › MADRID
- › GIRONA

🏛️ SPECIALIZATION

- › Startup investment rounds.
- › Fintech and Blockchain technology.
- › eSports
- › Healthcare & life sciences (biotech startups)
- › Technology transfer

👥 CLIENTS

- › Crowdcube
- › Indexa Capital
- › My Poppins
- › Aeinnova
- › Renalyse
- › Scoobic
- › Pridatect
- › Innoenergy
- › Everis FiTalent

**BRIEF DESCRIPTION**

Roca Junyent is a firm with around 150 lawyers. With more than 20 years' experience, it has offices in Madrid, Barcelona and Girona and associate offices in Palma Mallorca, Lleida, Málaga, Seville, Bilbao, Burgos and Valladolid. It offers advisory services in all areas of Law especially Corporate Law, banking and finance, procedural and tax law. Roca Junyent is the only member of the Terralex international network in Spain. The firm has an excellent international reputation, which has seen it recognized by publications like Chambers & Partners, Legal 500 and Best Lawyers International.

SERVICES FOR STARTUPS

The firm also offers comprehensive legal advice to startups, from the initial phases (incorporation, seed round, initial shareholders agreements, incentive plans via phantom shares, stock option plans, IP rights protection, etc.) right up to consolidation and domestic and international expansion (alternative financing systems, fintech and blockchain technology, qualify financing rounds, shareholders agreements, domestications, relevant corporate agreements, etc.).

🚀 STARTUPS AREA**FEDE SEGURA WALLIN**

*Partner, Venture Capital
& Startups*

fede.s@rocajunyent.com



Fede has advised on all manner of M&A transactions and startup financing rounds from seed capital stage to A, B and C rounds. He is specialized in alternative financing systems (crowdfunding) and international relocation of startups (redomestication) for international investment rounds. He is accustomed to working with startups, business angels and venture capital and private equity firms.

🎯 AREA MANAGERS**STARTUP INVESTMENT ROUNDS**

Fede Segura: fede.s@rocajunyent.com

FINTECH Y BLOCKCHAIN TECHNOLOGY

Xavier Foz: x.foz@rocajunyent.com

eSPORTS

Marlen Estévez: m.estevez@rocajunyent.com

**HEALTHCARE & LIFE SCIENCES
(BIOTECH STARTUPS)**

Yolanda Puiggròs: y.puiggròs@rocajunyent.com

TECHNOLOGY TRANSFER

Javier Vázquez: j.vazquez@rocajunyent.com

i LAWYERS INFORMATION

Legal advisory : Lawesome Legal
 Founding Partners: Xabier Álvarez y Martín Eguía

http://lawesome.es
 /lawesome-legal-services-sl
 @lawesomels

Founded: 2013
 Number of employees: 15
 Transactions with startups in 2019: 31

📍 LOCATION

- › BILBAO
- › SAN SEBASTIÁN

🏛️ SPECIALIZATION

- › Initial Due Diligence
- › Legal retainer
- › M&A

👥 CLIENTS

- › Geroa EPSV
- › Wattio
- › Educaedu
- › Ludus
- › Nekko Capital
- › Naiz Fit
- › Irisbond
- › CIN Advanced Systems
- › Ironchip
- › Eywa Space
- › WIVI

**BRIEF DESCRIPTION**

Lawesome is a firm specialized in providing comprehensive legal advice to innovative companies and startups specialized in each phase: expansion products, accompaniment and crisis. To do that, it has a highly specialized M&A and Venture Capital team that guides both startups and investors, business angels, VCs and other ecosystem stakeholders.

SERVICES FOR STARTUPS

Lawesome accompanies startups and entrepreneurs over the course of their projects, designing tailored solutions for launch, growth and exit. They are specialists in the design of plans to capture and retain talent and are leaders in advice for financing rounds. They also support and protect innovation and advise on the protection of intellectual and industrial property, in License and IP transfer agreements, e-commerce, etc.

🚀 STARTUPS AREA

XABIER ÁLVAREZ
 Founding Partner

Xabier.alvarez@lawesome.es



After 7 years with PWC, Xabier co-founded Lawesome Legal Services en 2012, where he is responsible for the "Growth and Innovation Area". As a lawyer fully specialized in venture capital, he was listed in 3rd place on the Transactional Track Record for number of transactions in Spain. Xabier is also a leader in the field of technological entrepreneurship at state level, as the trusted lawyer of many startups, investment funds and large companies for their corporate venturing strategy.

MIKEL MENDIOLA
 Partner

Mikel.mendiola@lawesome.es



Mikel joined the firm after spending 9 years with the firm Cauatrecasas at the Bilbao and London offices. He joined Lawesome in mid-2018 and now heads up the firm's "M&A and Venture Capital" area. Mikel is a specialist in M&A, Venture Capital and Private Equity, as well as the design and construction of complex company structures.

🎯 AREA MANAGERS

INNOVATION, INTELLECTUAL PROPERTY

Aitor Zubizarreta aitor.zubizarreta@lawesome.es

EMPLOYMENT

Laura Lucio Laura.lucio@lawesome.es

CRISIS

Martín Eguía martin.egua@lawesome.es

ALTERNATIVE FINANCING

Amaia Legorburu Amaia.legorburu@lawesome.es

i LAWYERS INFORMATION

Legal advisory : Garrigues
 Founding Partners: Joaquín y Antonio Garrigues Díaz-Cañabate.
 Fernando Vives.

🌐 <https://www.garrigues.com>

🌐 /garrigues

🐦 @garrigues_es

Founded: 1941
 Number of employees: 2159
 Transactions with startups in 2019: N/A

📍 LOCATION

- › Madrid
- › A Coruña
- › Alicante
- › Barcelona
- › Bilbao
- › Las Palmas
- › Málaga
- › Murcia
- › Oviedo
- › Palma de Mallorca
- › Pamplona
- › San Sebastián
- › Tenerife
- › Sevilla
- › Valencia
- › Valladolid
- › Vigo
- › Zaragoza

🏛️ SPECIALIZATION

- › Corporate (M&A)
- › IP/IT
- › Tax & Employment

👥 CLIENTS

- › Zeleros
- › PLD Aerospace
- › Typeform
- › The Hotels Network
- › Holded
- › Nauta Capital
- › Seaya
- › Accel
- › Index Ventures
- › Balderton Capital



BRIEF DESCRIPTION

Garrigues is an international legal services and tax law firm. A singular firm with a unique culture and a presence in 13 countries across 4 continents and a vocation for leadership in the principal areas of company law. A team committed to adding value for the client and the most innovative solutions in a world in constant transformation. The confidence of many of the leading companies in the markets where it is present have made it a leader in Spain, Europe and Latin America..

SERVICES FOR STARTUPS

The firm offers high quality legal advice in all areas and sectors. The firm boasts a multi-disciplinary team with the capacity to advise startups, entrepreneurs and investors with a global focus (including corporate, tax, labour and administrative questions, intellectual and industrial property and procedural law, among others) and not only focussed on a single issue of specific subject. Garrigues often provides advice to investors, both business angels and Spanish and overseas venture capital funds of any nature, pertaining both to the structuring of said funds and their investment and divestment transactions..

🚀 STARTUPS AREA

ALEX PUJOL

Partner

alex.pujol@garrigues.com



For more than 15 years, Alex has been intensely active in the venture capital and private equity sector, in which he is a renowned expert, including the structuring and creation of funds, agreements between investors and managers, venture debt and numerous investment and divestment transactions in companies, especially in the finance and tech sectors. Alex has been repeatedly recognized in the main legal directories as one of the leading venture capital lawyers in Spain.

CAROLINA PINA

Partner

carolina.pina@garrigues.com



Carolina Pina is a partner in the Intellectual Property Department and co-head of the Telecommunications & Media practice area at Garrigues, where she has pursued her professional career following her time at several law firms in London, where she specialized in intellectual and industrial property. Carolina is also a renowned expert in image and media rights-related issues.

JOSE LUIS ORTÍN

Partner

jose.luis.ortin@garrigues.com



José Luis Ortín Romero is a partner in the Corporate Law practice area, specializing in corporate contracts, M&A, finance and securities markets.

i LAWYERS INFORMATION

Legal advisory: ARPA ABOGADOS CONSULTORES
 Founding Partners: José Antonio Arrieta

🌐 <https://www.arpa.es>
 🔗 /arpa-Lawyers-consultores
 🐦 @ARPA_Lawyers

Founded: 1991
 Number of employees: 94
 Transactions with startups in 2019: 14

📍 LOCATION

- › PAMPLONA
- › MADRID
- › SAN SEBASTIÁN
- › VALLADOLID

🏛️ SPECIALIZATION

- › Comprehensive advisory service for startups
- › Tax and legal advice
- › New technologies
- › Family company

👥 CLIENTS

- › IAR
- › Nabrawind
- › Multihelpers
- › Familiados
- › Veridas
- › Palobiofarma
- › Tedcas
- › Nubapp
- › Ikan Biotech



BRIEF DESCRIPTION

ARPA Abogados Consultores is a law firm established in 1991 in Pamplona. The firm's founding partners have more than 30 years' experience providing economic, tax and legal advice within the business field. Today it has offices in Pamplona, Madrid, San Sebastián and Valladolid, with a team of more than 80 specialized professionals ready to advise in a direct, permanent and effective manner. ARPA Abogados is committed to helping its clients achieve their goals by developing steady and long-lasting relationships that build trust and confidence among clients. That commitment means maintaining the highest standards of quality at all times and that's why the firm is committed to continuously training its staff and improving its processes and services as the fundamental pillars of its activity.

SERVICES FOR STARTUPS

ARPA Abogados Consultores offers startups an advisory service that allows them to launch their activity in a way that's flexible, efficient and secure. To do that, and among other services, it advises the startups in relation to the planning and startup of the project, the protection of innovation and financing, both initially and in successive rounds that could arise in questions such as negotiations with investors (venture capital, business angels or others) Due Diligence, drafting of NDAs, LOIs, partnership agreements, participative loans, convertible notes and phantom share contracts.

🚀 STARTUPS AREA

FERNANDO ARMENDÁRIZ

Partner

fernando.armendariz@arpa.es



Fernando Armendáriz holds a degree in Law and a Master's in Company Law from the University of Navarra and membership number 1893 of the Illustrious College of Lawyers of Pamplona. He is a partner and member of the Board of Directors of ARPA Abogados Consultores, and is also the Director of the International and Contract Law Department while also heading up the firm's Startups and Entrepreneurs team.

🎯 AREA MANAGERS

INTELLECTUAL AND INDUSTRIAL PROPERTY AND NNTT

Álvaro Abaigar: alvaro.abaigar@arpa.es

HIRING AND INTERNATIONAL EXPANSION

Fernando Armendáriz: fernando.armendariz@arpa.es

M&A

Jesús Cía Barrio: jesus.cia@arpa.es

TAXATION

Jorge Santos Hernández: jorge.santos@arpa.es

ECONOMICS

Sergio Iurre Pérez: sergio.irurre@arpa.es

i LAWYERS INFORMATION

Legal advisory : Gómez Acebo y Pombo
 Founding Partners: N/A

https://www.ga-p.com

/gomez-acebo-&-pombo

@gomezacebopombo

Founded: N/A
 Number of employees: N/A
 Transactions with startups in 2019: 23

📍 LOCATION

- › MADRID
- › BARCELONA
- › BILBAO
- › VALENCIA
- › VIGO

🏛️ SPECIALIZATION

- › M&A
- › Intellectual property
- › Employment & Tax
- › Regulatory

👥 CLIENTS

- › Atomico
- › Kinnevik
- › Seaya Ventures
- › Bonsai Partners
- › Adara Ventures
- › Busuu
- › Pulpomatic
- › Wegow
- › Playtomic
- › Bewe
- › Housfy
- › Clicars

**BRIEF DESCRIPTION**

Gómez Acebo & Pombo has been a pioneering law firm in advising Venture Capital (VC) transactions in Spain, both on the startup side and on the fund side and, more recently, industrial companies that have begun to invest in emerging companies through VC operations. They boast extensive experience in the sector particularly in relation to tech companies, for which they have a team specialized in intellectual and industrial property and new technologies.

SERVICES FOR STARTUPS

The focus is eminently practical and focused on the business of the clients that know it in depth. All of that allows for comprehensive legal advice in complex VC transitions, whether domestic or cross-border. They participate in the initial phases and subsequent financing rounds and exits. They also advise on divestment and alternative stock market flotations and venture debt transactions.

🚀 STARTUPS AREA**DAVID GONZÁLEZ**

Partner

dgonzalez@ga-p.com



David holds a degree in Law from ICADE and has completed postgraduate studies at IE University and Fordham University. The firm specializes in mergers and acquisitions, private equity and venture capital, particularly in the technology and internet sectors. Having worked in Switzerland and Brazil, he currently manages our New York office.

ALVARO MATEO SIXTO

Partner

amateo@ga-p.com



Alvaro holds a degree in Law from the University of Santiago de Compostela. His practice focuses on the M&A, private equity and venture capital sectors with a particular interest in growth and technology. Between the years 2015 and 2016 he worked as Foreign Corporate Associate with the American law firm Cravath, Swaine & Moore. He is an Officer member of the European Regional Forum – International Bar Association (IBA).

🎯 AREA MANAGERS**M&A**

David González y Alvaro Mateo

EMPLOYMENT

Ignacio del Fraile

TAX

Javier Vinuesa

REGULATORY

Irene Fernández-Puyol

📌 LAWYERS INFORMATION

Legal advisory: Andersen Tax & Legal
 Founding Partners: Jaime Olleros

🌐 <https://www.andersentaxlegal.es>

🌐 [/andersen-tax-&-legal-spain](#)

🐦 [@AndersenTL_ES](#)

Founded: 1986
 Number of employees: 250
 Transactions with startups in 2019: 7

📍 LOCATION

- › MADRID
- › BARCELONA
- › VALENCIA
- › SEVILLA

🏢 SPECIALIZATION

- › Company law and corporate transactions
- › Tax law
- › New technologies and data protection
- › Intellectual and industrial property
- › Project financing
- › Public and regulatory law

👥 CLIENTS

- › MySphera
- › Menorca Millennials
- › Trucksters
- › Dail Software
- › Italki HK Ltd.
- › Trappit
- › General Drones
- › Casfid
- › Arquitae
- › TUK Iberia
- › Celling 5G Network



BRIEF DESCRIPTION

Andersen Tax & Legal is an international law firm that provides legal and fiscal services all over world through Andersen Global. In Spain they have offices in Madrid, Barcelona, Valencia and Seville, where they provide services to clients, accompanying them in both domestic and international companies. Some 250 professionals make up the team and offer services in all areas of law, always providing solutions adapted to each specific case in order to ensure maximum quality and efficiency. A work based at all times on the specialization and experience that has allowed for the signing and distinction in significant international directories like Chambers & Partners or The Legal 500.

SERVICES FOR STARTUPS

Andersen Tax & Legal offers advisory service to entrepreneurs, emerging businesses and startups. The law firm has a multidisciplinary and flexible team with the skills to accompany both the creator and the investor and guide them through all phases of development of the business, responding to all the questions that might concern them. Among the services, the team advises the creator of the project from the study of the legal framework of the new company to determine the structure that best adapts to the project, up to the drafting of partnership agreements and confidentiality agreements, innovation management, trademark registration, protection of intellectual creations, personal data protection and investment and divestment transactions.

🚀 STARTUPS AREA

JAIME AGUILAR
 Director

jaime.aguilar@andersentaxlegal.es



Jaime Aguilar is a Director in the Corporate Practice of the Madrid office of Andersen Tax & Legal, with a long track-record in the corporate law and M&A field. Jaime specializes in advising entrepreneurs, startups and VC funds, having participated in the negotiation, planning and execution of financing rounds, restructuring operations and structural changes (mergers, divisions and desegregations).

🎯 AREA MANAGERS

COMPANY LAW AND CORPORATE TRANSACTIONS

Jaime Aguilar: jaime.aguilar@andersentaxlegal.es

TAX LAW

María Olleros: maria.olleros@andersentaxlegal.es

NEW TECHNOLOGIES AND DATA PROTECTION

Isabel Martínez: isabel.martinez@andersentaxlegal.es

INTELLECTUAL AND INDUSTRIAL PROPERTY

Almudena Santaefemia:
almudena.santaefemia@andersentaxlegal.es

PROJECT FINANCING

Guillermo Yuste: guillermo.yuste@andersentaxlegal.es

17 DOGMA LECÓ

POINTS
80

📌 LAWYERS INFORMATION

Legal advisory : Dogma Lecó
Founding Partners: Antonio Duvison, Ramón Valencia y
Alberto Rodríguez

🌐 <http://dogma-leco.com>
🌐 /dogmaleco

Founded: 2001
Number of employees: 15
Transactions with startups in 2019: 30

📍 LOCATION

› SEVILLA

🏛️ SPECIALIZATION

- › Corporate
- › Company legal and tax structure
- › Financing

👥 CLIENTS

- › Docline
- › Mox
- › Rehand
- › Iurban
- › Vyootrip
- › Bubocar
- › Dattech
- › Cohosting
- › Zityfy
- › Manolobakes



BRIEF DESCRIPTION

DOGMA LECÓ is a specialized team of lawyers and economists specialized in legal and economic advice for companies and individuals in the world of sports, culture, technology, innovation and business. The practice is structured across six main areas: Corporate Law, Tax Law, Employment Law, Sports Law, Startups and the Economic Financial Area.

Dogma Lecó boasts a team of professionals with in-depth experience and broad versatility, nationally and internationally. This competitive advantage identifies them as a multidisciplinary team with a broad spectrum of competencies and a clear ethical and

SERVICES FOR STARTUPS

Among the services the firm offers to startups are analysis, restructuring, development and execution of participation agreements, assistance for and drafting of investment agreements (LOI) with third parties (business angels, venture capital and private equity firms), legal and tax structuring and planning of the business, allowing for good regulation of the relations between companies of the same group, the drafting and review of domestic, international and tech contracts, advisory services, guidance through financing rounds, day-to-day economic and tax management and startups (taxes, accountancy, payroll) and the processing of brands and patents offline and online.

🚀 STARTUPS AREA

LUIS FELIPE GÓMEZ MONTERO
Economic and Financial Expert
luisfelipe@dogma-leco.com



Luis Felipe, who holds a degree in Business Administration and Management, started his professional career with empacke.com (specialized packaging solution procurement centre), as Associate Director. From there he moves to the Agrifood Association of Andalusia (LANDALUZ), heading up the organization's marketing. In 2017 he joined Dogma Lecó and is specialized in the analyzing business in which the client's firm invest and in accompanying startups.

🎯 AREA MANAGERS

CORPORATE

Ramón Valencia Clares
ramon@dogma-leco.com

CORPORATE LEGAL AND TAX STRUCTURE

Antonio Duvison Rodríguez
antonio@dogma-leco.com

PROJECT FINANCING

Alberto Rodríguez Estacio
alberto@dogma-leco.com

i LAWYERS INFORMATION

Legal advisory: Lexcrea
 Founding Partners: Silvia Martínez Losas

<https://www.lexcrea.com>

[/lexcrea](#)

[@lexcrea1](#)

Founded: 2012
 Number of employees: 8
 Transactions with startups in 2019: 21

📍 LOCATION

› BARCELONA

🏢 SPECIALIZATION

- › Constitution of companies
- › Secretariats of Boards of Directors.
- › Investment agreements, convertible notes
- › Partnership agreements
- › Remuneration plans
- › IP, Data & GDPR
- › Advice and support for financing rounds
- › M&A transactions
- › Alternative stock market flotations.
- › Incorporation of investment funds.

👥 CLIENTS

- | | |
|-----------------|-------------------|
| › Codeoscopic | › Swipcar |
| › Agile Content | › Inveready |
| › InnoUp | › Lánzame Capital |
| › Volava | › EASO Ventures |
| › Dexma | › BerriUp |



BRIEF DESCRIPTION

LEXCREA, S.L.P. Uis a law firm dedicated to Corporate, Banking and Finance Law with a special focus on advising entrepreneurs, investors and venture capital entities. Created in late 2012, the firm boasts a team of professionals with extensive experience in the sector in which it offers advisory services, with the experience in top level law firms.

SERVICES FOR STARTUPS & VCS

LEXCREA offers advice and legal support with the objective of transforming a brilliant idea into a successful consolidated company. They advise entrepreneurs, investors and venture capital firms. The startups, from incorporation through to the drafting of partnership agreements, investment rounds, M&A transactions, advice on expanding to new countries and, ultimately, sale or dissolution.

🚀 STARTUPS AREA

SILVIA MARTÍNEZ LOSAS

Founding Partner

smartinez@lexcrea.com



Silvia has been advising startups, investors and venture capital firms for more than fifteen years. She started her career working in top level law firms until 2012 when she decided to start her own firm, following in the footsteps of her own clients.

🎯 AREA MANAGERS

STARTUPS & VENTURE CAPITAL

Robert Burgell Bonet. rburgell@lexcrea.com
 Antonio Castro Donaire. acastro@lexcrea.com

REGULATORY & VENTURE CAPITAL

Alejandro Safont Pérez de Larraya
asafont@lexcrea.com

PROCEDURAL LAW AND

INSOLVENCY LAWYER

Elena Martín Barella
emartin@lexcrea.com

19 AKORD LEGAL

POINTS
70

i LAWYERS INFORMATION

Legal advisory: Akord Legal
Founding Partners: Esther López Garasa

<https://akord.es>
[/akord-legal-finance](#)

Founded: 2016
Number of employees: N/A
Transactions with startups in 2019: >35

📍 LOCATION

> BARCELONA

🏛️ SPECIALIZATION

> Corporate
> Contractual
> Finance
> Growth

👥 CLIENTS

> Conector Startup
> Nuclio Venture Builder
> Housfy
> Typs
> Nearby Computing
> Agroptima
> Finteca
> Nuclio Digital School
> Verone
> Hetikus
> Prestalo



BRIEF DESCRIPTION

AKORD Legal was born with a clear vocation to be a legal and strategic partner in the entrepreneurial ecosystem. It offers startups continued legal support throughout all phases: pre-seed, seed, growth (financing rounds with national and international funds) and international expansion. What's more it provides legal support to other stakeholders such as accelerators, venture builders and venture capital funds for investment transactions and any other legal and financial aspect relating to daily operations or the investment portfolio.

SERVICES FOR STARTUPS

AKORD stands out for its comprehensive, integrated advisory service to entrepreneurs and startups with innovative projects. Legal: Covering all legal and strategic needs, among others, legal feasibility of the business, guidance through financing rounds and M&A transactions; investment agreements and partnership agreements; incentive plans; legal support on the participation in incubators and accelerators; support for the creation of spin offs and technology transfer contracts, international expansion and ongoing contractual advice. Financial: Financing (public and private capital); part-time CFO; reporting systems..

🚀 STARTUPS AREA

ESTHER LÓPEZ GARASA

Founding Partner

esther@akord.es



Esther is a lawyer and economist. With extensive experience in advising tech startups with innovative projects, she is also the trusted lawyer of leading domestic business angels, venture capital firms, accelerators and venture builders. She participates actively in the ecosystem as a startup mentor, business angel and speaker.

🎯 AREA MANAGERS

LEGAL

Esther López Garasa
esther@akord.es

FINANCE

Jordi Ferré Aragonés
jordi.ferre@akord.es

i LAWYERS INFORMATION

Legal advisory: Pérez Llorca
 Founding Partners: José Pedro Pérez-Llorca

<https://www.perezllorca.com>

[/perez-llorca](#)

Founded: 1983
 Number of employees: 343
 Transactions with startups in 2019: 25

📍 LOCATION

- › MADRID
- › BARCELONA
- › LONDRES
- › NUEVA YORK

🏛️ SPECIALIZATION

- › Investment rounds/partnership agreements
- › Exits
- › Intellectual property
- › Contracts relating to technology
- › Tax questions
- › Employment questions

👥 CLIENTS**BRIEF DESCRIPTION**

Pérez-Llorca is a leading law firm in Spain that provides advice to domestic and international clients for major market transactions and disputes. The firm prides itself on offering clients quality, service and commitment. The majority of their work is cross-border and often involves several jurisdictions. As an independent law firm, we approach multijurisdictional work by providing turnkey solutions together with other leading independent firms from Europe, the Americas and Asia.

SERVICES FOR STARTUPS

Pérez Llorca's Venture Capital and Startups practice is comprised of a multi-disciplinary team of over 30 lawyers that cover all areas of practice. The firm advises venture capital funds (equity funds, venture debt, investment rounds, convertible notes, incubators and accelerators, among others), founders and entrepreneurs and startups in all legal aspects of the different phases of their projects: from incorporation processes, restructuring and investment rounds to exits. Among their clients are most of the big players on the Spanish market, but also the US market.

🚀 STARTUPS AREA**PEDRO FERNÁNDEZ**

Partner

pfernandez@perezllorca.com



Pedro Fernández has more than 20 years' experience in M&A and capital markets. He joined Pérez-Llorca in January 2017 and leads the firm's venture capital and startup practice. He is among the leading lawyers in the venture capital and startup sector in Spain. He started out ten years ago advising private equity firms and startups in restructuring processes, investment rounds and all areas relating to the technology sector. He advises most players in the Spanish market and also has extensive experience in the US market especially in Silicon Valley, Miami and New York..

i LAWYERS INFORMATION

Legal advisory : Legal Army
 Founding Partners: Natalia Martos

<https://www.legalarmy.net>

[/legal-army/](https://www.linkedin.com/company/legal-army/)

[@army_legal](https://twitter.com/army_legal)

Founded: 2018
 Number of employees: 8
 Transactions with startups in 2019: N/A

📍 LOCATION

› MADRID

🏢 SPECIALIZATION

- › Specialists in technology
- › Digital businesses and privacy
- › Technological law
- › Legal advice for the business

👥 CLIENTS

- › Wolters Kluwer
- › Softonic
- › Accor Invest
- › Savana
- › Change.org
- › Ethon Shield
- › Seedtag
- › Fintonic
- › Adigital
- › Qustodio
- › Vizzuality
- › Aluxion
- › Madiva
- › Alto Analytics
- › Rich Audience
- › Graphext
- › Photopills
- › PrivacyCloud



BRIEF DESCRIPTION

Legal Army is an alternative legal services provider (ALSP). It offers legal services to companies, reducing their costs by up to 80% thanks to hiring the best lawyers and their working methodology, which includes the use of digital tools that multiply productivity and efficiency. They are highly specialized in intellectual and industrial property, technological and corporate hiring, privacy and data protection, cybersecurity, digital business models, compliance and the corporate law in general..

SERVICES FOR STARTUPS

Legal Army works with startups in the maturity phase. This means that startups we work with already have a business model with traction whose operation is backed by KPIs and a demand for legal specialization in the business development. Legal Army understands their models perfectly and give them a comprehensive legal solution, regardless of their complexity. The firm has close to 20 years of legal experience and that, combined with its connections in the world of technology and digital business means makes it the perfect partner and not merely as a provider of legal.

🚀 STARTUPS AREA

NATALIA MARTOS

Founding Partner

natalia@legalarmy.net



Natalia Martos is CEO and founder of Legal Army. Previously, she was a partner with Andersen Tax & Legal and Counsel with Pérez-Llorca. Up to the end of 2016, she was Chief Digital Legal Officer and Chief Privacy Officer at Grupo PRISA and before that held the same position at Tuenti. She has been included on the Best Lawyers list in 2018, 2019 and 2020 for her practice in the area of Technology Law and has been included by The Legal500 in its top 70 company lawyers on the Iberian Peninsula. She has received the Civil Merit Cross from the Spanish Ministry of the Interior for her collaboration in the fight against cyber terrorism. She holds a Master's in Telecommunications Law from ICADE and an expert in data protection and intellectual property diploma from IE and is a graduate in exponential technologies from Singular University.

🎯 AREA MANAGERS

PRIVACY

Loreto Jiménez
loreto@legalarmy.net

DIGITAL REGULATION AND INTELLECTUAL PROPERTY

Natalia Martos
natalia@legalarmy.net

i LAWYERS INFORMATION

Legal advisory: Letslaw
 Founding Partners: José María Baños

<https://letslaw.es>

[/letslaw](#)

[@Letslawfirm](#)

Founded: 2012
 Number of employees: 30
 Transactions with startups in 2019: 80

📍 LOCATION

› MADRID

🏢 SPECIALIZATION

- › New technologies
- › Employment & Tax
- › E-commerce
- › Data protection
- › Intellectual property
- › Corporate and M&A
- › Tax

👥 CLIENTS

- › Amovens
- › The Power MBA
- › Pisamonas
- › Civitatis
- › iAhorro
- › Bodas.net
- › Wayapp pay
- › Talent Garden
- › Name the Brand
- › Grosso Napoletano



BRIEF DESCRIPTION

LETSLAW is a law firm specialized in the digital sector and new technologies that offers comprehensive advice to startups and consolidated companies, along with investors for different sectors like Fintech, the collaborative economy, e-commerce, advertising, marketing and software and others. .

SERVICES FOR STARTUPS

For LETSLAW, the most important thing is for every company to reach its objectives and that's why it provides every company with a team of highly qualified and experienced professionals to satisfy their needs in transcendental questions like company incorporation, partnership agreements, incentive plans through stock options and phantom shares, financing rounds, capital increases, data protection, tax law and employment law.

🚀 STARTUPS AREA

JOSÉ MARÍA BAÑOS

Founding Partner

jose.banos@letslaw.es



José María Baños was a founding partner of the firm in 2012. A multidisciplinary lawyer, with more than 20 years of practice, specialized in corporate law, new technologies law, e-commerce, intellectual property and data protection. He holds a degree in Law from Complutense University of Madrid and a Specialist Master's in Law for New Technologies at Comillas Pontifical University.

🎯 AREA MANAGERS

CORPORATE (CORPORATE Y M&A)

José María Baños. jose.banos@letslaw.es

DIGITAL

Luis Seoane. luis.seoane@letslaw.es

INTELLECTUAL & INDUSTRIAL PROPERTY

José Morato. jose.morato@letslaw.es

FINTECH

Marino Uceda. marino.ucedada@letslaw.es

EMPLOYMENT & TAX

Víctor Mateos victor.mateos@letslaw.es

Marcos Fernández marcos.fernandez@letslaw.es

i LAWYERS INFORMATION

Legal advisory: Serna&Co
 Founding Partners: Tomás F. Serna



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/tfserna

Founded: 2012
 Number of employees: 1
 Transactions with startups in 2019: +15

📍 LOCATION

› MADRID

🏛️ SPECIALIZATION

- › Partnership agreements
- › Negotiation and execution of investment rounds
- › M&A
- › Intellectual property
- › Personal Data Manager
- › Protección de Datos Personales



SERVICES FOR STARTUPS

Serna&Co is a corporate firm with over 18 years' experience in intensive sectors and environments both in Spain and overseas. The firm offers startups negotiation and execution of all types of corporate and company transitions, as well as international transaction and contract negotiation. It also provides negotiation and drafting of partnership agreements.

🚀 STARTUPS AREA

TOMÁS F. SERNA

Lawyer

tomas@serna.co



Tomás holds a degree in Law from Complutense University of Madrid. In 2000 he joined Obralia, Spain's major on-line marketplace for the construction industry, as head of its Legal Department and in 2003 he started his own private legal practice. He is general counsel in Spain for a number of local and international corporations, mostly related with media, telecommunications and technology-intensive sectors. In 2011 he was involved in the genesis of Vitamina K, a private investment fund specialized in Internet and Technology start-up companies. He has extensive working experience as an advisor to start-up companies in financing rounds both in Europe and in the US.

i LAWYERS INFORMATION

Legal advisory: EJASO ETL Global
 Founding Partners: Álvaro Hernando Hernando de Larramendi
 Alfredo Hernández

<https://www.ejaso.es>

[/ejaso-etl-global/](#)

[@EJASOLawyers](#)

Founded: 1984
 Number of employees: 180
 Transactions with startups in 2019: 25

📍 LOCATION

- > BARCELONA
- > MADRID
- > VALENCIA
- > CÓRDOBA
- > SEVILLA
- > A CORUÑA
- > VIGO
- > ZARAGOZA
- > LISBOA

🏛️ SPECIALIZATION

- > Investment
- > Structure
- > Strategy
- > Tax
- > Employment

👥 CLIENTS

- > Next Limit
- > Tutellus
- > Woptix
- > Aura Robotics
- > Cityprive
- > Adopta un abuelo
- > Microcar
- > Team Heretics
- > 4IQ INC
- > Internet Laboratory



BRIEF DESCRIPTION

EJASO ETL Global is a multidisciplinary law firm specialized in company and business law. The firm's head office is in Madrid and in also has offices in Lisbon and Spain's major cities. In 2016 EJASO joined ETL Global, the professional services group of German origin specialized in legal advisory, tax, audit and consultancy services. It also boasts an extensive network of collaborating offices across Spain, Europe and Latin America. In its commitment to innovation, new technologies and entrepreneurship, EJASO ETL Global has a specialized startups department with a multidisciplinary team (employment, corporate, tax and new technologies) to meet the needs of the different companies and stakeholders that operate in this ecosystem.

SERVICES FOR STARTUPS

The firm stands out for its comprehensive advice to startups and its 360 degree focus, with involvement of the IT, tax and employment departments from the outset, helping the company and the entrepreneurial team in all aspects relating to their activity: company structure and partnership agreements, investment rounds, capturing financing and subsidies, brand and digital asset protections, regulatory compliance, talent retention, flexible remuneration, composition of the administration body, tax strategy of the business and for the company, etc.

🚀 STARTUPS AREA

LUIS M^a LATASA VASSALLO

Partner Director TIC

lmlatasa@ejaso.com



Luis holds a degree in law from Complutense University and a Master in Finance and Stock Market from Instituto de Estudios Bursátiles (dual master). He worked as a lawyer in the IT and Corporate departments at Garrigues from 2001 to 2010. In 2010 he founded his own practice and in 2016 he joined EJASO ETL Global to head up the Information Technologies and Intellectual Property Department. He also collaborates with the University of Francisco de Vitoria on its course in Law and Digital Competencies

🎯 AREA MANAGERS

INVESTMENT

Manuel González-Haba y José Ignacio Saldarriaga
mgonzalezhaba@ejaso.com / jsaldarriaga@ejaso.com

STRUCTURE

Alejandro Varo Reina y César Espert
a.varo@ejaso.com / cespert@ejaso.com

STRATEGY

Luis M^a Latasa Vassallo.
lmlatasa@ejaso.com

TAXATION

Juan Enrique Altimis Ibañes. jaltimis@ejaso.com

EMPLOYMENT

Silvia Palacios Flores. spalacios@ejaso.com



OTHER
Law Firms

StartupsReal
CONNECTING THE SPANISH STARTUP ECOSYSTEM

BLACKPOL VENTURE LAW

i LAWYERS INFORMATION

Legal advisory : Blackpol Venture & Law
Founding Partners: Eduardo Ortega,
Fernando Martín Anes
David Amado Monroy

<https://www.blackpol.net>
[/blackpol-vl/](#)

Founded: 2015
Number of employees: 10
Transactions with startups in 2019: 25

📍 LOCATION

- › MADRID
- › CIUDAD DE MÉXICO
- › BOGOTÁ

🏠 SPECIALIZATION

- › Proptech
- › Fintech
- › Audio-visual media
- › Smart Cities
- › Social Entrepreneurship
- › Health

👥 CLIENTS

- › Codeoscopic
- › Agile Content
- › InnoUp
- › Volava
- › Dexma
- › Swipcar
- › Inveready
- › Lánzame Capital
- › EASO Ventures
- › BerriUp



BRIEF DESCRIPTION

Blackpol is an international legal firm based on the New Law Model, using technology as a tool that allows them to provide services in a more efficient manner, reducing time and costs, focussing exclusively on quality. Blackpol offers its services in Venture Capital, Corporate, Telecommunications, Data Protection, E-Commerce, Property, Social Entrepreneurship and Tax Law with the aggregate value integrated by a multidisciplinary and highly qualified team. What's more, as an international firm with a head office in Spain, Mexico and Colombia it has developed an ad hoc service for the international expansion of companies, family offices and investment funds.

SERVICES FOR STARTUPS

Blackpol offers three services aimed at startups: a subscription scheme for the provision of services, assimilating into a membership that allows startups avail of quality legal advice at a fixed cost in line with the reality of their project; structuring and development of startups through scoring designed exclusively for Blackpol to assess projects in all its phases and legal advice for investment rounds and the drafting of efficient due diligence designed specifically for startups.

🚀 STARTUPS AREA

FERNANDO MARTÍN ANES

Partner

fmartin@blackpol.es



Fernando is a lawyer specialized in corporate law with more than 10 years' experience in Venture Capital. He currently heads up the Foreign Investment Funds and Family Offices area within Blackpol. He has advised multiple startups and funds from their structuring up to the different rounds of investment and exits.

🎯 AREA MANAGERS

VENTURE CAPITAL SPAIN

Fernando Martín
fmartin@blackpol.es

INTERNACIONAL VC

Eduardo Ortega
eortega@blackpol.es

TELECOMMUNICATIONS

David Amado
damado@blackpol.es

LEXIDY LAW BOUTIQUE

i LAWYERS INFORMATION

Legal advisory: Lexidy Law Boutique
Founding Partners: Federico Richardson Alborná

 <https://www.lexidy.com/es/>
 /lexidy-law-boutique/
 @LexidyLaw

Founded: 2015
Number of employees: 30
Transactions with startups in 2019: 20

📍 LOCATION

- › MADRID
- › BARCELONA
- › LISBOA

🏛️ SPECIALIZATION

- › Immigration
- › Tax
- › Real Estate

👥 CLIENTS

- › Impact
- › Suco
- › One Cowork
- › Connective
- › Cleanzy
- › Nordigen



BRIEF DESCRIPTION

Lexidy is an innovative law firm that uses technology to capture clients and provide a specialized service to foreign investors, with service of the highest quality for clients. The firm is split into the following departments: Corporate, Immigration and Tax. It offers support in as many languages as possible (French, German, Italian, Portuguese and English). The firm covers what clients might need by carrying out its plans in Spain from the processing of the visas and residence permits, property purchases, tax advice and assistance with employment affairs up to the constitution of a company.

SERVICES FOR STARTUPS

Lexidy offers advice from the process of incorporation of companies, with the possibility of also offering, with respect to licenses or permits that the client might need in order to carry out their activity. They also offer the service through powers of attorney when clients are overseas and, this way, facilitate and streamline the time of constitution. When the company is incorporated, they focus on supporting the company on a day to day basis, for example, on issues relating to contracts and company operations, the entry of new partners or capital increases.

🚀 STARTUPS AREA

DAMIEN MARQUET
Head Corporate / Employment
Damien.marquet@lexidy.com



Originally from France, Damien has significant experience both in Spain and in France, on corporate and employment issues relating to new companies specialized in new technologies, personal data and GDPR.

CAMILA BRODERSEN
Head Corporate Madrid
Camila.brodersen@lexidy.com



Hailing from El Salvador, Camila has experience in regulatory aspects of the renewable energy sector. Lexidy advises foreign companies of their implementation in Spain and the drafting of corporate agreements with the suppliers and clients.

🎯 AREA MANAGERS

TAX/ACCOUNTING DEPARTMENT
Jose García jose.garcia@lexidy.com

IMMIGRATION DEPARTMENT
Laura Fustè laura.fuste@lexidy.com

PROPERTY DEPARTMENT
Antonio Torres antonio.torres@lexidy.com

EVERSHEDS SUTHERLAND NICEA

i LAWYERS INFORMATION

Legal advisory : Eversheds Sutherland Nicea
Founding Partners: Juan E. Díaz

<https://www.eversheds-sutherland.com>
[/Eversheds-Sutherland-Nicea](#)
[@ESlawSP](#)

Founded: 2009
Number of employees: 120
Transactions with startups in 2019: N/A

📍 LOCATION

› MADRID

🏛️ SPECIALIZATION

- › Tax
- › Employment
- › Corporate
- › Financial
- › Procedural Property
- › Compliance
- › Entertainment, Mass media & TIC

👤 CLIENTS

- › Immune Tecnología
Institute
- › Paymatico



BRIEF DESCRIPTION

Eversheds Sutherland represents the combination of two companies with a shared culture and a commitment to excellence in client services. They have over 5,000 employees all over the world operating from 69 offices in 34 countries. Eversheds Sutherland Nicea Spain is an innovative, international and multidisciplinary firm the prides itself on provided legal advice of the highest quality. The purpose is to maintain a close working relationship with the client to understand and anticipate their needs and remain available to them at all times to accomplish the goals of the business.

SERVICES FOR STARTUPS

Eversheds Sutherland Nicea guides startups and scaleups throughout the process, from constitution, drafting and negotiation of partnership and participation agreements, the entry of investors in successive investment rounds, tax planning for partners and the company, employment and regulatory advice, whether financial (Fintech, Insurtech, etc.) or general, compliance, data protection, litigations, property, etc. All of these services and costs are adapted to the reality of companies that are starting out, those looking for guidance on their journey, in coordination with other non-legal suppliers such as accountants, auditors, boutique M&A firms and others.

🚀 STARTUPS AREA

JUAN E. DÍAZ
Partner Director

Jdiaz@eversheds-sutherland.es



Juan E. Díaz is Managing Partner of Eversheds Nicea and partner of the Corporate department and M&A. Juan E. Díaz specialises in M&A and financial law, acting for banks, public entities and private companies (energy sector, infrastructure and financial projects). He holds a Law degree from the University of Santiago de Compostela, a Master's Degree in Legal Counselling from IE University and a Master's Degree in Tax Law from the Financial Studies Centre of Madrid. He has been a Professor of Banking Law at the IE Business Institute since 1998.

🎯 AREA MANAGERS

TAX

Enrique López de Ceballos y Antonio Cuéllar

EMPLOYMENT

Jacobo Martínez

CORPORATE

Juan E. Díaz y Carlos Pemán

PROCEDURAL PROPERTY

Kiko Carrión, Antonio Bravo, Luis F. Bermejo y José Mariano Cruz

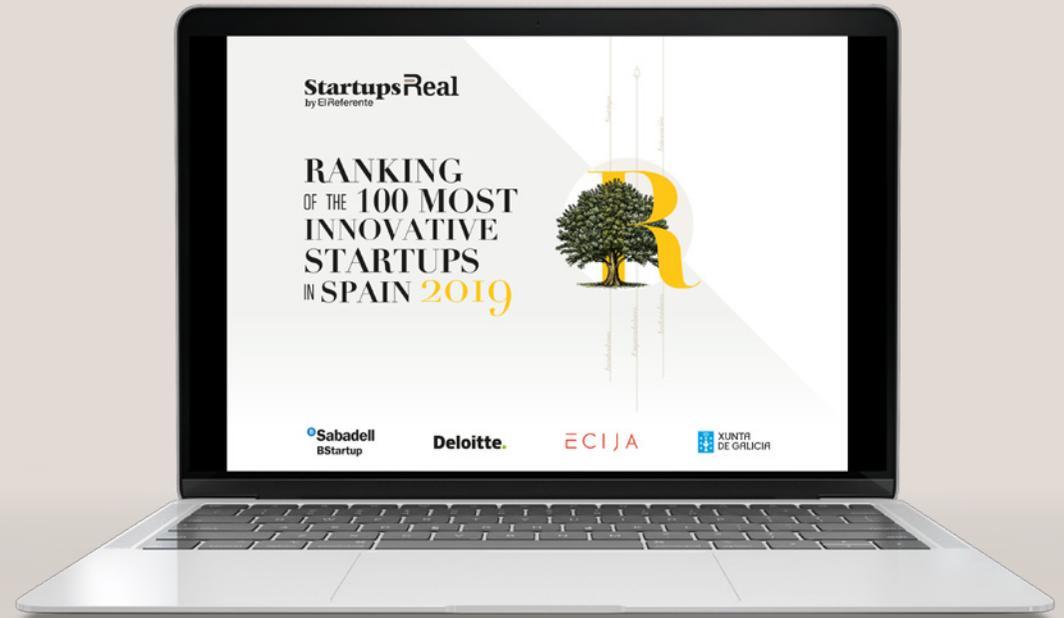
PROPERTY

Rafael Arráez y Javier Ibáñez

ANOTHER REPORTS



[The Evolution of investment in startups 2019](#)



[Ranking of the 100 most Innovative Startups in Spain in 2019](#)

StartupsReal
CONNECTING THE SPANISH STARTUP ECOSYSTEM

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 @StartupsReal

www.startupsreal.com

Jose María Torrego

CEO of StartupsReal
jose.torrego@elreferente.es