

ETL[®]
GLOBAL
Tax • Legal • Auditing

Future value





ETL GLOBAL THE GROUP

TRUST, RELIABILITY, QUALITY AND ALL THE ADVICE YOU NEED.

ETL Global is a group specialising in professional **legal, financial, labour, auditing and consultancy services** with a clear commitment to being of services to small and medium-sized companies.

The firm originated in Germany and is backed **by almost 50 years' experience**. Always in search of excellence as part of a structured growth strategy, in 2014 we started integrating prestigious firms and professionals in Spain as part of our mission to attain the same position of leadership that we already enjoyed in Germany.

- The number one consultancy for SMEs
- Ranked fifth in the list of professional services company in Germany and Central Europe.

What makes ETL Global so successful?

ETL Global is renowned for its close working relationships with clients. This approach coupled with a talented workforce have earned the trust of thousands of small and medium-sized businesses in **more than 50 countries**.

Ranked seventh in the list of professional services companies by Expansión*.

*According to data published by Expansión in April 2019.

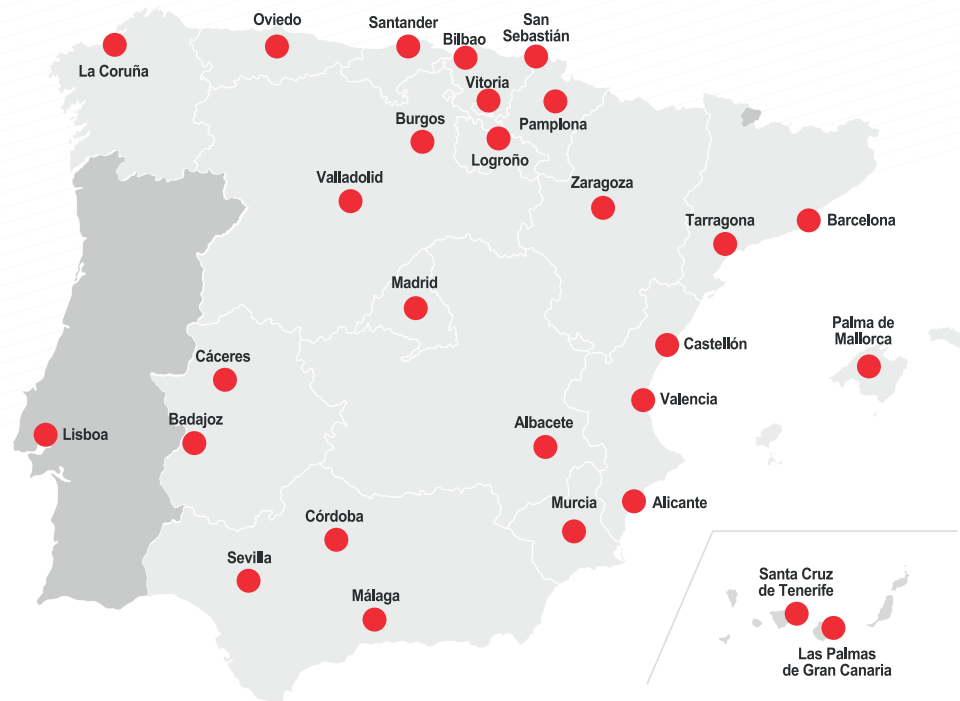
ETL GLOBAL THE GROUP



ETL GLOBAL IN SPAIN AND WORLDWIDE

During its time in Spain, **ETL Global** has been adding renowned professional practices to provide comprehensive, high-quality services **throughout the Iberian Peninsula**.

What's more, with support from our international partner, all **ETL Global** firms are qualified to deal with your needs abroad.





ETL GLOBAL THE GROUP

ETL GLOBAL IN FIGURES.

7th
position in the
ranking

of professional services
firms in Spain.
(Diario Expansión April 2019)

Present in more than

50
countries

15th
in the
ranking

of law firms
in Spain.
(Diario Expansión May 2019)

5th
firm
in the sector

in **Germany**
and **Central Europe.**



ETL GLOBAL THE GROUP

SPECIALISED INDUSTRIES.

- Industry
- Technologies and telecommunications
- Wholesale trade
- Energy (hydrocarbons, renewable generation, gas...)
- Non-profit organisations
- Transport and logistics
- Tourism and leisure
- Franchises
- Wine sector
- Family businesses
- Retail trade
- Holdings and asset-holding companies
- Real estate and construction
- Sport, sports societies and athletes
- Hospitals and pharmaceutical sector
- Financial services
- Public sector and local government
- Food and hospitality
- Town planning
- Start-ups



THE ORIGIN STORY

A SMALL FIRM OPEN TO THE WORLD

In 1971, **Franz-Josef Wernze** founded **ETL**, a financial consultancy firm in **Essen (Germany)**.

In just a few years, the firm built a solid reputation and as well as providing services to a growing number of domestic small and medium-size companies in the industrial and services sector, it garnered great success in the German fuel distribution sector.

Right from the start, and showing a great vision of the future, **Wernze** and his team set out to work as part of clients' teams. Rather than focusing entirely on big companies, they tailored their services **to the needs of small and medium-sized companies**.

And that strategy paid off.

These days, **ETL Global** - the name taken when the company started expanding - is in the throes of international growth, incorporating prestigious partners that keep their independence, autonomy and personality to offer closeness to clients as a differential value.

A benchmark for SMEs in 50 countries



OUR CULTURE

DIVERSE SERVICES BUT JUST ONE WAY OF WORKING.

At **ETL Global** we are devoted to our clients. We are always by your side, assisting with high quality **services and bespoke solutions that keep you thriving**.

Our **multidisciplinary team** looks upon your success as our own. Our work is marked by closeness, honesty, transparency, independence and a vocation to be of service.

All the firms integrated in **ETL Global** share expertise and a clear philosophy:

- Working as and for the team
- Understanding each business
- We are committed and responsible
- Active participation with partners
- Close, long-lasting client relationships
- Innovation, agility and efficiency
- Optimal quality and flexibility
- Integration and multidisciplinary services



CORPORATE SOCIAL RESPONSIBILITY

BUILDING A BETTER SOCIETY, TOGETHER.

All the firms that make up **ETL Global** know how important the business world is to society and to building the future we want to leave to generations to come.

That's why we work hand-in-hand with companies, developing and implementing business policies that foster respect for the environment and integration and equality among people.

What are ETL Global's areas of specialisation?

Equal opportunities for women and men:

ETL Global is guided by a principle we consider essential:

Gender has nothing to do with a person's talent or professional value.

All our partners encourage the incorporation of women in their staff through specific integration policies.



CORPORATE SOCIAL RESPONSIBILITY

- **Cultural integration:**

ETL Global knows that cultural diversity adds value to companies and to society. That's why we support business projects that promote social and cultural integration in the countries where we are present.

- **Environment:**

This planet is our only home, and **ETL Global** knows it. A home that mankind has been abusing for years, the consequences of which we need to reduce by implementing **long, medium and short-term policies**.

- **Supporting entrepreneurs:**

Providing advice to SMEs and professionals thinking of going into business is the essence of **ETL Global**. So much so that we believe in your projects and ideas unconditionally, providing all the support you need and committing to your everyday work as our own.

- **Encouraging young talent:**

These days, many young people have to live with job insecurity and a lack of opportunities. Not only does **ETL Global** believe that this is unfair, we also see it as a waste of talent. We help by developing youth recruitment programmes, which is our active commitment to the professionals of the future.



OUR SERVICES

AUDIT

ETL Global approaches audits as more than compliance with a legal requirement for companies and an opportunity to create added value. All our reports are issued with a letter of recommendations and suggestions for improvement in case of potential weaknesses detected in companies' internal oversight systems.

All this is supported by close, personalised services, managed by a top-level team of auditors.

- Annual accounts audits.
- Foundations and associations audits.
- Financial statement audits.
- Grant audits.
- Due Diligence.
- Company valuations.
- Expert reports.
- Public sector compliance audits.

TAX

ETL Global offers the full range of tax services and advice, with expertise in all stages of the fiscal process. From providing personalised responses to questions to issuing opinions, and planning tasks to formalities like filing statements and responding to demands, attending checks and inspections, filing administrative appeals and defence in court.

We have the skills to manage all your tax-related affairs (corporate, VAT, personal income tax, assets, legacies and donations, special taxes and customs and excise) for all types of companies and businesses, particularly tax management for family businesses.

- General taxes.
- Indirect taxes.
- Local taxes.
- International taxes.
- Transfer prices.
- Tax disputes.

OUR SERVICES



LEGAL

The law is becoming increasingly complex, to the extent that it sometimes interferes with normal business activity. This requires ever-increasing levels of specialisation and a multidisciplinary approach, as well as being continuously on the alert, to build a long-lasting, transparent relationships of trust with our clients.

With its structure, as well as specialising in different sectors, **ETL Global** provides legal advice in the main branches of law with a preventive approach when drafting compulsory documents and agreements, as well as representing clients in mediation and arbitration proceedings, legal management in disputes...

- Labour and Employment Law.
- Competition Law.
- Commercial and Corporate Law.
- Banking Law.
- Litigation and arbitration.
- Civil Law.
- Public Law.
- Criminal Law.
- Economic Law.
- Laws on New Information Technologies and Intellectual Property.
- Fiscal Law.
- Sports Law.
- Pharmaceutical Law.
- Family Law.
- Compliance.
- Debt collection and asset management.



OUR SERVICES

CONSULTANCY

Companies need to professionalise management, optimise resources, innovate in the business model, boost brand recognition, tailor business models to new channels and markets, structure the organisation and attract talent, undertake the expansion process. The needs that emerge over time are many and varied.

Thanks to our alliance with **Ifedes**, a business consultancy with reliable, proven expertise in the sector guaranteed by numerous success stories, **ETL Global Consulting** is always here for you with professional, specialised advice and real, specific, effective solutions.

Market Development:

- Strategy and Governance
- Marketing and Communication
- Sales - Commercial Development
- International
- Corporate

Support to Management:

- Processes and Organisation
- Innovation and Change
- Human Resources - Talent Management

Executive Support

- Risk Management:
- Insurance (brokerage)
- Debt collection
- Trademark and Patent Protection
- Technology Security

A world map with a red and blue color scheme. The top left is red, and the rest is blue. White lines connect various points across the map, representing a global network. The text 'ETL GLOBAL IN THE WORLD' is in the top left.

ETL GLOBAL IN THE WORLD

- Germany
- Argentina
- Australia
- Austria
- Belgium
- Bolivia
- Brazil
- China
- Cyprus
- South Korea
- Denmark
- Ecuador
- Slovakia
- Spain
- United States
- Estonia
- Philippines
- Finland
- France
- Greece
- Hong Kong
- Hungary
- India
- Indonesia
- England
- Ireland
- Iceland
- Israel
- Italy
- Latvia
- Lithuania
- Luxembourg
- Malaysia
- Malta
- Mexico
- Netherlands
- Perú
- Poland
- Portugal
- Czech Republic
- Romania
- Russia
- Singapore
- South África
- Sweden
- Switzerland
- Thailand
- Taiwan
- Turkey
- Ukraine
- Vietnam



