



**ETL**<sup>®</sup>  
**GLOBAL**  
Tax · Legal · Audit

*Growing together*

**ETL GLOBAL**  
INDEPENDENCE, EXPERIENCE, AND  
INTERNATIONAL VISION

GROWING **TOGETHER**

**NURTURING CLOSE RELATIONSHIPS WITH OUR**  
CLIENTS TO FULFIL THEIR NEEDS AT ALL TIMES.

## THE GLOBAL ETL GROUP. RELIABILITY, SOLVENCY, QUALITY AND ALL THE ADVICE YOU NEED.

**The ETL Global group provides professional legal, tax, auditing and consultancy services and has a clear vocation to serve small and medium-sized businesses.**

Originating in Germany almost 50 years ago and faithful to an orderly strategy of growth and the search for excellence, in 2014, we started adding prestigious Spanish firms and professionals with the mission of achieving the same leading position it already held in Germany as the national leader in consultancy services to SMEs.

**If there is one defining feature of ETL Global, it is its close relationships with its customers.**

Our closeness and commitment to talent have convinced thousands of small and medium-sized enterprises in more than 50 countries to entrust their important matters to us.

## ETL GLOBAL IN NUMBERS

**5<sup>th</sup>**

place in the ranking  
of professional services  
firms in Spain.

*Diario Expansion April 2022*

**+50**

Present in more  
than 50 countries  
around the world.

**9<sup>th</sup>**

place in the ranking  
of law firms in Spain.

*Diario Expansion May 2022*

**7<sup>th</sup>**

sector firm in Europe  
*International Accounting  
Bulletin 2022*



## **ETL GLOBAL** IN SPAIN AND PORTUGAL.

Since it started operating on the Iberian Peninsula, ETL Global has been adding prestigious professionals and firms to provide comprehensive, high-quality services all over Spain and Portugal.

With support from its international partners, all ETL Global Group offices in Spain and Portugal can serve the needs of their customers abroad.



## **ETL GLOBAL.** SPECIALISED IN DIFFERENT PRODUCTIVE SECTORS.

Industry.  
Technology and telecommunications.  
Wholesale trade.  
Energy (hydrocarbons, renewable energies, gas...)  
Non-profit entities.  
Transport and logistics.  
Tourism and leisure.  
Franchises.  
Wine sector.  
Family business.  
Retail trade.

Holding and heritage companies.  
Real estate and construction.  
Sports, sports companies, and athletes.  
Hospitals and the pharmaceutical sector.  
Financial services.  
Public sector and local administrations.  
Food and hospitality.  
Town planning.  
Start-ups.



**“ ETL Global is different from other consultants because of its customer-focused approach and business mindset ”**

**Antoni Soler**  
Director, and Senior Advisor,  
DomusVi, Barcelona

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# OUR ORIGIN



## ETL GLOBAL: A SMALL OFFICE WITH WINDOWS TO THE WORLD.

**In 1971, Franz-Josef Wernze founded the ETL Tax Consultancy Office in Essen (Germany). Within a few years, the company had earned an excellent reputation and as well as providing services to a growing number of small and medium-sized industrial and service sector enterprises in its country, it had achieved significant success in the German oil distribution field.**

Right from the word go, and demonstrating great vision for the future, Wernze and his team were keen to become a part of the companies they advised. They were not only interested in large companies but also small and medium-sized enterprises.

The strategy has been a success. Renamed ETL Global at the beginning of its expansion, it is in full international growth and only accepts partners that keep their independence, autonomy and personality and have closeness with the client as a differential value.

ETL GLOBAL:  
A BENCHMARK FOR  
SMALL AND MEDIUM  
ENTERPRISES IN MORE  
THAN 50 COUNTRIES.



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# OUR CULTURE



## THE ETL GLOBAL GROUP. A VARIETY OF SERVICES, ONE WAY OF WORKING

**ETL Global is committed to assisting its portfolio of customers with excellent quality, bespoke solutions to keep them growing.**

**An entire multidisciplinary team celebrates the success of its customers, working based on closeness, honesty, transparency, independence, and vocation for service.**

- Work as a team and for the team.
- Enthusiasm and 100% empathy with our customers.
- Commitment and accountability.
- Active participation of partners.
- Honesty and integrity.
- Innovation, speed, and efficiency.
- Maximum quality and flexibility.
- Integrated, multidisciplinary services.



**“Our relationship with ETL Global is marked by its excellent services, the closeness of its team, its capacity to adapt and the actions suggested. They helped us grow as an entity”**

**Sebastián Pachón López**  
Director of Financial Management and General Services  
Fundación Manantial, Madrid

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# CORPORATE SOCIAL RESPONSIBILITY



# ETL GLOBAL.

## WORKING TOGETHER FOR A BETTER SOCIETY.

**All ETL Global companies are aware of the important role of business within society in building the future we want to leave to generations.**

**ETL Global develops and implements enterprise policies that foster respect for the environment and integration and equality among people.**

What are ETL Global's areas?



### **Equal opportunities for men and women**

ETL Global is guided by a principle that it considers fundamental: gender has nothing to do with a person's talent or professional worth.

All its partners encourage the recruitment of women into their workforces through specific integration policies.



### **Cultural integration**

ETL Global understands that cultural diversity adds value to a company and society. That's why it supports business projects that encourage social and cultural integration in the countries where it is present.



### **Environment**

The planet is our home, and ETL Global knows it. A home we have subjected to all manner of damage for years and whose consequences we must minimise for everyone through responsible policies that help protect it in the short, medium, and long term.



### **Support for entrepreneurs**

Consulting for SMEs and any professional starting a business is at the core of ETL Global. So much so that it believes in its projects and ideas unconditionally, gives them all the support they need and participate in their daily lives, making them part of its own.



### **Promotion of young talent**

Job instability and lack of opportunity are situations that many young people are experiencing today. As well as recognising this as unfair, ETL Global considers it a waste of talent and seeks to change things by developing youth recruitment programmes.

## OUR SERVICES

### Tax

ETL Global offers comprehensive, specialised tax consultancy at every stage of the tax process: from personalised responses to questions arising to issuing opinions and planning, completing statements, and dealing with demands, assisting with checks and inspections, filing administrative appeals, defending clients in court, among other services.

We are experts in all types of taxes (corporate income tax, VAT, personal income tax, assets, inheritance and donations, special taxes, and customs), and businesses, particularly tax planning for family businesses.

- General taxes
- Indirect taxes
- Local taxes
- International taxes
- Transfer prices
- Tax disputes
- Tax consolidation
- Fuel tax
- Corporate taxes
- Tax regime in the Canary Islands
- Contentious-tax proceedings
- Accounting and Payroll
- Cryptocurrency tax consultancy: Blockchain

### Legal

The legal framework has become increasing complex to the extent that it restricts normal business activity, and requires great expertise, a multidisciplinary approach and constant attention to build lasting relationships based on transparency and mutual trust with the client.

Because of its structure, as well as specialising in different production sectors, ETL Global offers legal advice on the main branches of law from the perspective of preventive advice, drafting of mandatory documents and contracts, mediation, and arbitration. legal management in contentious proceedings, among others.

- Banking Law
- Civil Law
- Bankruptcy Law
- Family and Succession Law
- Competition Law
- Insurance Law
- Sports Law, e-sports, and entertainment
- Digital Law, Intellectual Property
- Real estate law
- Private International Law
- Labour and Employment Law
- Commercial and Corporate Law
- Criminal and Economic Criminal Law
- Procedural Law, Litigation and Arbitration
- Public Law
- Planning Law
- Legal advice for the wine sector

## OUR SERVICES

### Audit & Assurance

ETL Global looks upon auditing as something that goes far beyond meeting a legal requirement for companies.

That's why it adds value to its work: a closeness and the commitment with each and every client, standing beside them at all times to help them grow.

Through the mutual support of its member practices, ETL Global operates as a multidisciplinary, specialised group, planning and developing each product individually, guaranteeing the total involvement of the partners, independence, transparency and confidentiality, professionalism, and high qualification.

- Audits of annual accounts
- Public sector audits
- Audits of financial statements
- State aid and subsidies
- Audits of foundations and associations
- Due diligence
- Expert reports
- Forensic and bankruptcy processes
- IFRS and US GAAP

### Consulting

Professional management, optimised resources, innovation in the business model, promoting brand knowledge, adapting business activity to new channels and markets, structuring the organisation, and attracting talent, launching an expansion process... the needs of all companies fluctuate over time.

Thanks to its alliance with Ifedes, business consultancy with a solid, proven history in the sector and backed by numerous success stories, ETL Global Consulting offers professional, specialised advice to give real, specific and effective solutions.

- Web Services and e-commerce
- Management support
- Individual and collective disputes
- Labour due diligence
- Processes & Organisation
- HR – Talent Management
- Recruitment
- Trademark and Patent Protection
- Debt collection
- Insurance (brokerage)
- IT Services
- French desk
- German Desk
- Italian Desk
- UK Desk

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