



letslaw

TECH LAW & FINANCE

*#We deliver efficiency at every step*

SERVICE  
PORTFOLIO



## LAW FIRM SPECIALIZED IN DIGITAL SECTOR AND NEW TECHNOLOGIES

Letslaw provides comprehensive 360° advisory services tailored to small businesses and large corporations immersed in the entrepreneurial ecosystem: innovative companies, startups, and technology firms. We offer legal guidance and solutions to investment funds, business angels, startups, and technology companies, supporting them throughout their development process, regardless of the stage they are in.

Letslaw aims to provide its clients with a law firm that specializes in the digital sector, ensuring that clients receive highly specialized attention.



# LEGAL SERVICES

Letslaw offers a wide range of services, allowing us to provide a 360° service to our clients.

At Letslaw, we specialize in new technologies, privacy, e-commerce, and online marketing, ensuring the legal security of our clients in the technological and information security fields.



# PARTNER

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Our partner specializes in various areas, always with the vision of providing our clients with comprehensive service in any challenge they face. With extensive experience in various sectors and companies, both nationally and internationally.



## José María Baños

José Maria is the founding partner of Letslaw and a multidisciplinary lawyer. With over 23 years of experience, he has provided legal counsel to multinational entities and startups in the fields of commercial law, new technologies, e-commerce, intellectual property, and data protection.

As a novice investor and business angel, he has experience investing in startups and venture capital funds, including B2B SaaS, B2C, and LegalTech sectors. Additionally, he serves as a mentor in several startups and as a professor in various business schools.



# SERVICES OFFERED BY THE CORPORATE & M&A AREA

## STARTUP'S INCORPORATION



Letslaw provides comprehensive legal guidance for new business ventures, advising clients on the optimal business structure and assisting with all necessary procedures, from reserving the company name to registering incorporation deeds. We handle tasks such as obtaining identification numbers, tax identification, and opening bank accounts, ensuring compliance with legal requirements for successful startup establishment.

## STARTUP FINANCING



In startup growth, securing financing through capital injections is essential for sustaining and expanding operations. Letslaw supports clients throughout the financing process, facilitating various types of funding mechanisms such as increases in capital through monetary and non-monetary contributions, reserves, profits, credits, and conversion of obligations. Our expertise ensures smooth implementation of financing rounds tailored to meet the liquidity needs and growth objectives of the startup.

## INCENTIVE PLANS



Letslaw recognizes the challenges and costs associated with retaining and motivating employees within a company. With a focus on attracting and retaining talent, we offer the development of incentive plans in the form of **Stock Options or Phantom Shares**. Stock Options entail employees being granted the option to purchase shares at a discounted price, contingent upon meeting specified objectives, thereby incentivizing commitment and performance. In contrast, Phantom Shares provide employees with economic bonuses tied to the appreciation of company shares, without the option to purchase them directly. This approach aligns employee rewards with the company's growth and success.



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# SERVICES OFFERED BY THE CORPORATE & M&A AREA



## SHAREHOLDERS AGREEMENT

Letslaw acknowledges the significance of fostering strong relationships among partners or shareholders within a company, not only during its establishment but also throughout its ongoing operations.

We offer assistance in crafting partnership agreements that promote harmony and address key aspects of the partnership dynamics. This includes organizing the management body, delineating voting rights for decision-making bodies, defining reserved matters for specific company bodies, and outlining protective measures such as trawling and accompaniment rights in the event of a takeover bid. Additionally, we design anti-dilution mechanisms to safeguard partners' or shareholders' interests during capital increases. Our goal is to establish clear guidelines that contribute to the stability and success of the company.



## RECURRENT ADVICE

At Letslaw, we offer the service of **Non-Director Secretary** of the Board of Directors, assisting in the organization and function of corporate decisions, drafting meeting minutes, maintaining mandatory books, and depositing annual accounts in the Commercial Registry.

In the day-to-day operations of a company, ongoing compliance with government regulations is crucial. Letslaw provides support to clients in creating or modifying the corporate structure of their companies as needed. This includes drafting minutes and certifications of corporate resolutions passed by the General Meeting or the Board of Directors, managing procedures for granting public deeds and registering agreements in the Commercial Registry, drafting general or special powers of attorney, reviewing commercial contracts, and preparing documents to attest to the status of legal proceedings or pre-litigation claims on behalf of the company, as required by auditors. Our aim is to ensure that clients remain in legal compliance and maintain efficient operations.



# SERVICES OFFERED BY THE DIGITAL AREA



## PRIVACY

Letslaw provides a team of Data Protection specialist lawyers that ensure an integral assistance to the client about all the concerns that may arise, especially in relation with new standards by providing guidance in its rightful fulfillment.

A prior briefing and Compliance Policy of GDPR and LOPD-GDD can avoid risk scenarios and insures the companies a correct personal data treatment, guaranteeing an adequate protection of this Fundamental Right.

## GDPR ADAPTATION

- Initial diagnosis in Data Protection and Information Security.
- Assessment on the implementation of the necessary technical, organisational and legal security measures, as well as the drafting of a Record of Processing Activities
- Assessment for the review or drafting of all contracts involving the processing of personal data.
- Overhauling of the procedure for gathering and processing Personal Data and drafting of forms providing responses to Right Requests
- Adequacy and implementation of legal texts.
- Data Protection Delegate Service (DPD).

## GDPR SANCTIONS DEFENSE

The General Data Protection Regulation (GDPR) applies significant penalties of up to 4% of the overall annual turnover or 20 million euros for failure to comply with the obligations laid down therein.

- Letslaw has data protection experts capable of assisting its clients throughout the entire penalty procedure, with the aim of achieving the dismissal of the procedure, the abrogation of the penalty imposed or, ultimately, reducing the amount of the sanction as much as possible.
- Proceedings with data protection and consumer protection authorities.
- Appeals on resolutions, fines or sanctions of the AEPD.



# SERVICES OFFERED BY THE DIGITAL AREA



## ONLINE LEGAL REPUTATION

Online-reputation refers to information and image about a person, entity or brand to be displayed on the internet. These contents can be negative, incomplete, inaccurate or confidential, and its dissemination may harm a person or entity and affect its negotiations or agreements.

- Requirements for cessation, withdrawal and blocking of contents.
- Legal advice for regulatory compliance on the Internet.
- Legal assistance in procedures for the defence of honor, privacy, etc. and self-image.
- Legal assistance in proceedings for libel or slander.
- Legal assistance in Spanish Agency procedures of Data Protection.
- Intervention in arbitration and mediation processes.



# SERVICES OFFERED BY THE DIGITAL AREA



## SOFTWARE AND MARKETING ONLINE

- Software Agreements.
- Software development Agreements, license of software use and software consulting and maintenance.
- Software registration and protection.
- Cloud computing.
- Adaptation of marketing campaigns to the Data Protection Law.
- Drafting contracts for digital marketing campaigns.
- Legal advice to compliance with the regulation in online marketing actions.
- Legal advice for the correct processing and management of users' cancellations.
- Advice on the legal capture of registrations.

# SERVICES OFFERED BY THE DIGITAL AREA

## DOMAIN NAMES AND TRADEMARK REGISTRATION

### DOMAIN NAME RECOVERY

Domain names are the key to the functioning of the Internet by providing a function of identification of a company's products and services. They are an intangible of great value that the company must protect.

- Due to the current importance of domain names in relation to companies, Letslaw offers extensive experience in advice and recovery of domain names, negotiating and offering solutions to disputes that may arise, without the need to go to court.
- Negotiation and resolution of conflicts, related to domain names.

### TRADEMARK REGISTRATION

In Letslaw we advise our clients to register the exclusive right of use of the trademark offering advice before, with reports of viability of the trademark, during and after, having the capacity, equipment and skills necessary to proceed to the registration of the national trademark before the Spanish Patent and Trademark Office (OEPM).

- Search for antecedents and opposition to trademarks.
- Preparation of documentation, written submissions and formal and substantive examination of documents.

# SERVICES OFFERED BY THE DIGITAL AREA

## REGISTRATION OF PATENTS, UTILITY MODELS AND INDUSTRIAL DESIGNS

Inventions offer technical solutions to everyday problems and patents grant an exclusive right to protect the asset, which can be exploited commercially, for a limited period of time, in exchange for the disclosure of the invention. The registration of the patent prevents third parties from manufacturing, selling or using it without prior consent.

We have a team of professionals specialized in advising on the best protection strategy, starting with a study of registry antecedents, preparing the adequate and precise documentation to make the application and in the registration of protectable inventions to adjust and adapt us to the specific needs of each one. In this way, our clients can gain a competitive advantage over their competitors.

- Pre-registration advice.
- Preparation of reports.
- Application before OEPM, EPO and PCT.
- Preparation and presentation of the report and forms.



# SERVICES OFFERED BY THE DIGITAL AREA



## E-COMMERCE LEGAL ADVISE

Thanks to e-commerce, it is possible to internationalize your business almost immediately, in addition to considering the online presence of companies as practically obligatory or necessary to guarantee their expansion.

- Drafting and/or revision of the privacy policy of web pages.
- Drafting and/or revision of general terms and conditions or terms of use.
- Legal advice on issues related to consumer legislation.
- Registration and protection of web pages and databases.
- Online advertising.





# SERVICES OFFERED BY THE DIGITAL AREA



## ENTERTAINMENT LAW

The entertainment and media industry is a sector in constant evolution and development. Our team of lawyers has extensive experience in providing global and comprehensive legal advice to media companies, television rights holders, influencers, among the most outstanding, which by its special nature extends from intellectual property to commercial, labor and fiscal law issues.

We advise in the development of projects and in the protection of rights within the creative industry both to multinational companies consolidated in the market, as well as to start-ups, offering a complete advice for each client.

- Drafting and negotiation of contracts.
- Regulatory advice and legal assistance in promotions, advertising, marketing, social networks, etc.
- Artists' contracts for television and cinema.
- Advice on distribution channels.
- Legal services for influencers.

## SERVICES OFFERED BY THE DIGITAL AREA

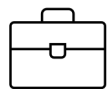


## E-SPORTS, SWEEPSTAKES AND CONTESTS

We offer legal and technical solutions for companies whose business model revolve around the offer of gambling, contests and raffles online. LETSLAW also helps these companies to comply with the obligations established by the General Data Protection Regulation (GDPR) as well as the Spanish Law of Information Society Services and Electronic Commerce (LSSI), ensuring a complete and correct application of the current legislation.

- Legal advice on the legal feasibility for contests, sweepstakes and online games.
- Drafting of bases and notarization
- Obtaining licenses and authorizations.
- Feasibility analysis of e-Sports platforms.
- Tax advice of the profits obtained in tournaments.
- Creation and advice for e-Sports businesses.
- Advertising agreements for the video games and betting sector.

# SERVICES OFFERED BY THE LABOR AREA



## LABOR LEGAL ADVICE

Our objective as labor lawyers is to advise and provide solutions to any question relating to employment law, both to workers and employers. We have professionals with extensive experience in the legal defence of our clients' interests and we advise them in collective negotiations, labor law audits, labor contracts, the negotiation and drafting of collective agreements and any other labor issue.

- Employment contracts
- Disciplinary dismissals and targets
- Exclusivity, non-competition and non-competition agreements Supervision and review of employment contracts
- Elaboration of a report of incidences, valuations and recommendations for a better management of personnel.
- Advice to human resources Prevention of occupational risks Assistance before Labor Inspections
- Drafting of Digital Disconnection policies, Use of digital devices, re-registration of working day.



## SERVICES OFFERED BY THE TAX AND FISCAL AREA



### TAX AND FISCAL

Our legal team is in charge of the legal advice to our clients in the design of a fiscal policy aimed at achieving a reduction of the fiscal charges, advising on the legal possibilities in all the necessary actions. We offer our clients, whether they are natural or legal persons, at a national or international level, a complete advice fiscal and tax advice.

- Advice on management procedures, inspection and tax collection and we carry out the monitoring of Community legislation and the criteria of the ECJ.
- Procedures in criminal tax matters fiscal.
- Advice on mergers and acquisitions, due diligence processes, negotiations and contracts, financing projects, etc.
- We advise and planning on Indirect Taxation and Customs and advice on foreign and intra-community trade operations.
- Advice on corporate governance and corporate social responsibility on fiscal and accounting.
- Advice to family businesses, foundations, executives and, in general, taxation for individuals.
- Advice to entities in the financial sector (credit entities, insurance entities, collective investment entities, etc.) on their regulations and their implications on the volume of own resources required.





# Key Clients

we have worked with



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**letsfinance**  
FINANCE & INNOVATION

## THE AREA SPECIALISING IN CORPORATE FINANCE

With the same digital vision, is born **Letsfinance**, the area specialised in digital financial services.

**Letsfinance** is a consultancy firm where we have developed a proprietary method of customised AD-Hoc financial modelling for each of our clients.

From the union of **Letslaw** and **Letsfinance** is born **LetsGroup**, completing the circle and offering a comprehensive service to all types of entities, including multinational companies, SMEs, funds and startups in an increasingly digital and specialised era.

**Letsgroup** currently has more than 25 employees and 3 partners.





# OUR PARTNERS

Our partners are specialised in different areas, always with the vision of offering our client a comprehensive service in the challenge that arises, they have a great experience in different sectors and companies, both national and international.



## Silvia Altieri

Silvia has more than 15 years of professional experience in financial areas of consulting firms such as LLYC and as an entrepreneur of her own boutique. For the last 10 years she has specialised in supporting the entrepreneurial and investment ecosystem, both nationally and internationally.

Silvia has a global vision of the financial needs of technology companies and SMEs; and has been CFO of several of them.

## OUR PARTNERS

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### Mónica Mayoral

Financial Director with more than 18 years of experience in multinational environments. With a global and strategic vision that allows her to mitigate risks and develop the necessary plans for business growth, she is an expert in budget control, accounting and administrative control, working capital control and monitoring, analytical financial accounting, contract negotiation and the management of control processes to comply with audits.

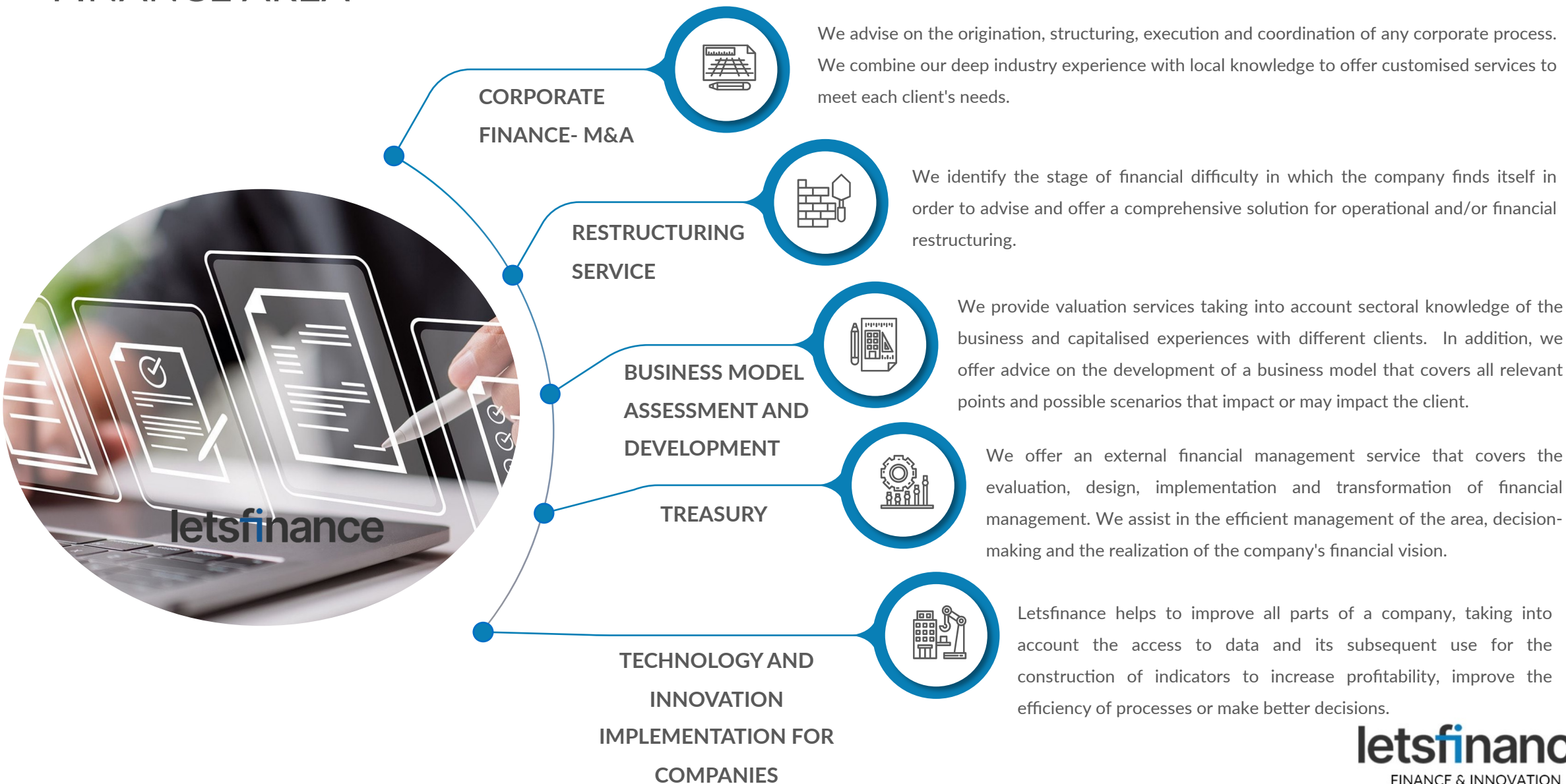
She is a member of the Board of Directors at Larbus, S.A. and Laboratorios Arroyo, S.L.

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# SERVICES OFFERED BY THE CORPORATE FINANCE AREA



# Key Clients

we have worked with ○○○

**letsfinance**  
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## Established companies

 **CEPSA**  **renfe**  **kelag**  **LLYC**  **LIVENSALIVING**



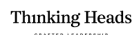
 **agilia**

 **Gesmedia**  
GRUPO

 **SMARTRENTAL**

 **PVpharm**



 **Thinking Heads**  
CRAFTED LEADERSHIP

 **somos sapiens**

 **10 Sink services**

 **LWALL**

## Funds and VCs

 **The Valley VENTURE CAPITAL**

 **SAMAIPATA**

 **VAS II**

 **THE LAB VENTURES**



 **BackFund**

 **enagas emprende**

 **D'ELLA CAPITAL**

 **techhub**

 **ATHOS CAPITAL**

 **LANZADERA**

 **archipelago NEXT**

 **adventurees**

 **BBVA**  
Open Innovation

## Startups



 **LAMASMONA**

 **APACHE**

 **visually**

 **INSPIDE**

 **ENJOYERS**

 **HOVERING SOLUTIONS**

 **LANDEX**

 **TORSALOGIC**

 **TOMATICKET.es**

 **MINOS GLOBAL**

 **MOVECO**

 **ZIZER**

 **Great Little People**

 **farmacias .COM**

 **intelio**  
ingenious technology





# WHAT WE CAN DO FOR YOU

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## LET'S GO!



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