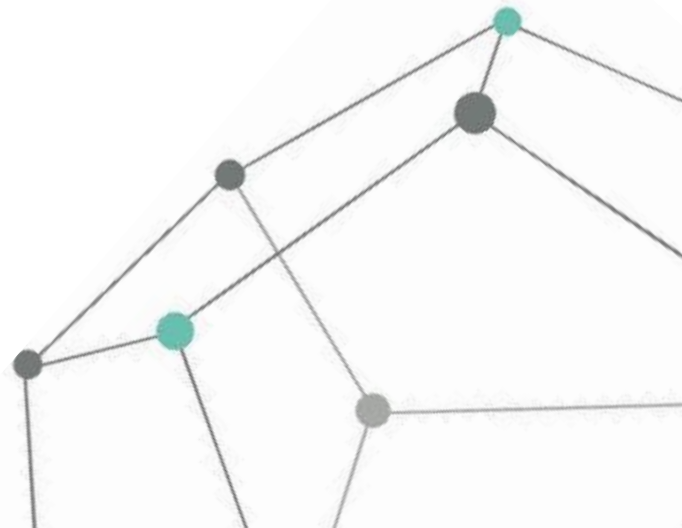




GARRIGUES

Garrigues Automotive

Covering every angle of business law





The changing automotive industry

The automotive industry faces a slow and complicated recovery, which will intensify competition and trigger the necessary adjustments due to structural challenges.

The sector must also address compliance with increasingly strict environmental requirements (pollution, CO2 emissions, mobility, etc.) that will require greater investment.

The most developed markets will be faced, on the one hand, with major regulatory changes stemming from a clear trend towards restricting the use of internal combustion engines (ICE) and, on the other hand, with sizeable growth in R&D, manufacturing, marketing and use of electric vehicles, bolstered by manufacturers themselves and by public subsidies and aid for the manufacture and marketing of these vehicles.

The pursuit of innovative automated driving projects and new mobility services will drive investment in industry R&D, mergers and acquisitions and the development of joint ventures.

In this scenario, what does Garrigues offer?

Thorough industry knowledge combined with broad technical expertise covering all areas of business law.

An extensive network of local offices (18 in Spain) and international offices (in 12 countries) giving us on-the-ground insight into our clients' business.

The trust of the industry: we take part in the vast majority of the major deals in Spain, making us the adviser of choice.

Environmental expertise through G-advisory, our consulting arm specializing in technical, economic and strategic advice in the areas of energy, environment and sustainability, climate change, and risk management and compliance.

To be there for each and every client and help them make the best-informed decisions

In-depth knowledge of the automotive sector that sets us apart

Garrigues is a benchmark in the sector, thanks to its experts with extensive knowledge of the legal and tax intricacies of the business.

Our value proposition

Garrigues is a benchmark in the legal services industry, an international and innovative firm with a clear **value proposition**: to be there for each of our clients every day, anticipating their needs and helping them make the best-informed decisions considering all angles of business law.

Our approach to legal practice is based on three core values which epitomize our firm and are our hallmark:

Professional quality in all areas of business law.

Highest ethical standards and an unremitting focus on the fundamental guiding principles of the legal profession.

Innovation, in order to stay one step ahead of the market and set new standards.

Our strengths

Talented people, a multidisciplinary service that knows no borders, a dual multi-local and multinational approach, and a shared culture focused on offering the highest quality service.

Our hallmark

Leadership in each of the strategic areas of business law, the trust of our clients, and the solidity of a large firm.

Our commitment

To help build a climate of trust and security that fosters business development in a fairer, more ethical, responsible and sustainable society.

Backed by leadership, trust and strength

We are the leading provider of legal and tax advice to automotive companies

Our experience in advising the principal companies in the sector makes us the go-to partner when participating in major deals.

International and multidisciplinary

We are a **leading firm, with top-tier professionals** in each of the strategic areas of business law. This versatility is clearly a great advantage for our clients, who benefit from the multidisciplinary approach taken by specialized teams perfectly coordinated to operate locally, regionally and internationally with the same ethical principles and quality standards.

We have won the trust of over 4,000 businesses across 83 countries, in all economic sectors, from startups to large local and multinational companies.

Profitable growth, secondary to productivity, has made us a solid firm, ranked #1 in the EU in terms of revenue, with sustained growth in Latin America.

With the finest talent in the market

We have eminent professionals in Spain, Portugal and Latin America

Organized in horizontal, flexible and fast-responding teams capable of leading the largest, most impactful and most complex automotive deals.

Garrigues' strength lies in its people: over 2,000 professionals of 24 different nationalities who make up a global, diverse and close-knit team, always willing to listen and learn in order to propose new ideas and solutions to our clients.

Our commitment to organic growth through the recruitment and training of local talent and development of a shared corporate culture guarantees the very best service in each of the 12 countries in which we operate.

Our broad geographical reach clearly sets us apart, enabling us to stay connected with society at large and our clients. We have the largest legal network in Spain and Portugal and one of the broadest regional networks in Latin America.



Covering every angle of the law...

- Administrative and Constitutional Law
 - Banking and Finance
 - EU and Antitrust Law
 - Human Capital Services
 - Labor and Employment
 - Securities Markets
 - Corporate and M&A
 - Criminal Law and Internal Investigations
 - Intellectual Property
 - Restructuring and Insolvency
 - Financial Regulation
 - Dispute Resolution: Litigation and Arbitration
 - Tax
 - Planning, Zoning and Environment
-
- Agribusiness and Food
 - Automotive
 - Sports
 - Data Economy, Privacy and Cybersecurity
 - Family Business
 - Energy
 - ESG
 - Life Sciences and Healthcare
 - Infrastructure
 - Real Estate
 - Media and Entertainment
 - Fashion Law
 - Private Equity
 - Insurance
 - Startups and Open Innovation
 - Technology, Communications and Digital
 - Transport, Logistics and Shipping
 - Tourism and Hotels

...in every corner of the world

Own office network in 12 countries

Europe

Spain (18 offices), Brussels (EU law),
Lisbon, London, Porto, Warsaw

America

Bogota, Lima, Mexico City,
New York, Santiago de Chile

Africa

Casablanca

Asia

Shanghai

With connections throughout the world

Asia-Pacific Desk
Brazilian Desk
French Desk
German Desk
Italian Desk
Indian Desk
US Desk

Permanent contact with foreign law firms in over 130 countries



An extensive network and a multidisciplinary team ideally placed to serve the industry

Our main strength: notable diversification in terms of practice areas and our local and international offices enable us to offer an on-the-ground integrated service.

Delivering outstanding multidisciplinary service that knows no borders

Our multidisciplinary and international teams comprise experts in both **established and emerging sectors** capable of offering a **360° perspective**. Tackling challenges from just one angle is no longer a viable option. This is why we not only train our professionals to be technically robust but also to understand each client's business and the economic, social and cultural elements at play. Our work is as diverse as our client base.

Our services

Corporate Law and Commercial Contracts

- Advice on corporate matters
- Analysis, review and drafting of contracts (dealer, repair shop, supply, advertising and sponsorship contracts, standard business terms and conditions, etc.)
- Advice on consumer matters and distance sales
- Analysis, review and drafting of financial contracts (financial leases, financial/operating leases, factoring, reverse factoring, etc.)
- Financial and regulatory advice in relation to the obligations of captive financial institutions and specialized credit institutions and to matters of legislative compliance, including anti-money laundering advice
- Advice on corporate acquisitions and disposals, as well as of assets belonging to companies in the value chain (dealers, repair shops, etc.)

Trade defense, anti-dumping measures and duties

- Recurring tax advisory services
- Advice in relation to customs warehousing, indirect taxation, imports and exports, transfer pricing and optimization of R&D&I tax credits
- Analysis and implementation of restructuring transactions, company acquisitions and transfers, business sale and purchase transactions, joint venture agreements, due diligence reviews for company acquisitions, project finance, establishment of businesses abroad
- International taxation
- Advice and representation in tax inspections and judicial review proceedings
- Compensation-related aspects (flexible compensation, collective procedures, etc.)
- Local taxation
- Accounting law

Restructuring and Insolvency

- Business restructuring
- Debt refinancing
- Distressed debt transactions
- Pre-insolvency matters
- Insolvency proceedings
- Debt recovery
- Directors' liability

Litigation and Arbitration

- Advice, pre-litigation assistance and legal representation before ordinary civil and commercial courts and arbitral tribunals in relation to the following issues, among others:
 - Restructuring of distribution networks
 - Disputes deriving from the termination of dealer, repair shop, agency contracts, etc.
 - Financial leases, financial/operating leases, factoring contracts, etc.
 - Product liability
 - Consumers and users
- Advice, pre-litigation assistance and legal representation before the criminal courts

Antitrust Law

- Advice on application of the provisions adopted by the European institutions in the area of distribution in general, including specific rules adopted in the automotive industry
- Programs to ensure compliance with antitrust law
- Filing of claims and representation and defense in penalty proceedings concerning anti-competitive practices
- Advice on merger control procedures
- Legal representation before national courts, and before the General Court and Court of Justice of the European Union

Public Law

- Advice on applications for the industry authorizations and municipal licenses required for pursuit of the activity
- Advice on obtaining, managing and justifying industry-related subsidies/public aid
- Assistance in administrative proceedings brought against operators (consumer affairs, zoning, etc.) in both the administrative and judicial review jurisdictions Assistance in tender procedures for administrative contracts to supply vehicles to the public sector

Data Protection

- Advice on the review and drafting of data protection clauses to be used when gathering personal data, whether on-line or off-line
- Advice on the review of contracts for services to be executed with clients that entail access to personal data owned by the clients of companies in the automotive industry. Contracts for services to be executed with suppliers that entail access to personal data owned by companies in the automotive industry
- Advice on the notification, registration, modification and cancelation of personal data filing systems at the Spanish Data Protection Agency
- Legal advice on IT-related matters that may have a bearing on the business activities of companies in the automotive industry
- Advice on obtaining clearance from the Director of the Spanish Data Protection Agency for international data transfers outside the European Union or to countries that do not offer a level of protection comparable to the provisions of Spanish data protection legislation

Labor and Employment

- Labor relations. Advice on day-to-day matters (including contracts, modifications, suspension and termination of employment relationships, compensation, penalties, social security, etc.)
- Collective labor relationships: collective bargaining (collective labor agreements, company provisions and agreements), material modifications to collective working conditions, opt-outs, preretirement and partial retirement systems, outsourcing
- Restructuring and collective layoffs: integral advice on collective layoff processes, procedures for temporary layoffs or reduced working hours, taking in everything from design of the strategy to active participation at the negotiating table and dealings with labor union organizations, the labor inspection authorities and central and regional government authorities
- Litigation: assistance in court proceedings at any instance (labor and judicial review courts, high courts, National Appellate Court, Supreme Court); advice on and appearances before the labor inspection authorities, mediation services and any other competent authorities
- Occupational risk prevention, health and safety at work: prevention systems, appointment of workers tasked with prevention activities, prevention plans, evaluations, training and information, etc.

We are **international innovators**, and we always have been

We are familiar with **the most innovative trends and environments in the automotive sector**

Among the elite European law firms, *Financial Times Top 40 Law Firms - Europe 2022* (in terms of innovation, people, digital, client mentions and financial growth)

Garrigues is the product of its **more than 80 years at the forefront of the legal industry**. At each stage in our history, we evolved and anticipated the changes that laid ahead, remaining true to the essential values of our profession and our firm: standing by every client and making sure we identify and interpret their needs and offer the best possible service.

Our history

- We helped modernize the Spanish legal profession by importing the management model on which law firms of English-speaking countries are based and establishing ourselves as the firm of choice for the first foreign firms to set up in Spain.
- We became a benchmark in the Portuguese legal market, with the best talent and offices in Lisbon and Oporto.
- We were the first Spanish law firm to have its own offices in New York, Brussels and Shanghai.
- We saw the potential of Latin America, where we committed to organic growth through the opening of our own offices, staffed by local teams and imbued with the Garrigues culture.
- We broke new ground in the technological transformation of the legal sector: integrated and efficient management, collaboration 4.0, big data strategy, RPA, artificial intelligence and new innovation and intrapreneurship models.

We believe in the law as a means of responding to society's greatest challenges

As an international legal benchmark, we are determined to address the major challenges facing society and to help build a climate of trust and security that fosters a fairer, more ethical, responsible and sustainable society.

We are committed to

Business development

- on the road to **sustainability**, bringing our knowledge and experience to the table to help guide organizations as they embrace sustainable development.
- in the **digital transformation** of businesses and organizations, with international multidisciplinary teams that have an expert understanding of different technologies and disruptive business models.

Education and research through chairs in law, observatories and collaboration projects with universities all over the world.

Diversity of talent through our internal policies, plans and committees that promote new ways of thinking and working to help us grow and thrive as an organization.

Pro bono work and community outreach, By giving back, we ourselves gain on both a professional and personal level, as these projects broaden our culture of diversity and inclusion.

Combating climate change and protecting the planet through the Garrigues Eco-Efficiency Plan, by promoting energy efficiency and responsible consumption and raising environmental awareness.





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