



GARRIGUES

Garrigues Media & Entertainment

Covering every angle of business law





Experts in Media & Entertainment

The Media & Entertainment industry has changed dramatically in the last 20 years.

In Spain, in addition to tax incentives, various support mechanisms for audiovisual productions are available, sponsored by the public authorities, provided a Spanish company or entity is involved.

At national level, the Institute of Cinematography and Audiovisual Arts of the Ministry of Culture manages subsidies aimed at the audiovisual industry.

In turn, regional governments have specific systems to provide financial assistance and promote audiovisual production, which local production companies can apply for.

Some municipal councils also have systems in place to exempt production companies from shoot fees, subject to different conditions.

Spanish audiovisual production companies can also take advantage of European programs supporting the industry.

In this scenario, what does Garrigues offer?

We offer in-depth knowledge of the legal and tax intricacies of the Media & Entertainment sector and of your business.

We can draw on the experience of a multidisciplinary team of professionals offering advice from all angles of business law (contracts, tax, IP, labor, administrative, litigation, and more).

We share our know-how and offer insight into the major legal issues faced by the sector on the road to digital transformation.

We are present in the main regions and are able to offer an on-the-ground understanding of each client's business through our extensive network of offices in Spain (18) and abroad (12), advising on all aspects required by the Media & Entertainment industry.

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

With over 25 years' experience in the world of entertainment and media, we lead the way in providing legal advice on investments in productions and co-productions

Our cross-functional, multidisciplinary approach, geared towards new platform and production models, sets us apart.

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 unrelenting 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**

Our **best advice** at the service of clients

We combine empathy, experience, commitment and quality in order to guide and advise clients on how to realize their projects, and we are able to anticipate new challenges.

We advise, among other clients, major film studios, the main streaming platforms, TV networks and media platform operators, as well as national and international production companies.

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 combine seasoned professionals with young talent in horizontal, flexible and fast-responding teams, taking the lead in the most impactful and complex issues in the market

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



Our strength: notable diversification in terms of areas, sectors and geographical presence

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 Media & Entertainment services

Contracts

We have garnered considerable expertise from providing legal advice to different operators in the sector: independent production houses, international production companies, distributors, digital platforms, television networks, investors, talent and more, and this enables us to provide full-service advice from different perspectives.

- National and international productions and co-productions.
- Financial productions.
- Creation of EIGs.
- Term sheets.
- Shareholder and investment agreements.
- Development services agreements.
- Production services agreements.
- Merchandising and product placement.
- Distribution agreements for audiovisual works.
- Agreements for presale of rights in audiovisual works.
- Options for the sale and purchase of rights.
- Financing agreements.
- Alternative financing.
- Completion bonds.
- Due diligence processes.
- Specific security: pledges over assets and IP rights and copyright mortgage.

Intellectual property

Proper management of intellectual and industrial property is vital, in order to obtain and provide guarantees for projects in development and to negotiate contracts with the different agents.

For example:

- Analysis of chain of title.
- Development contracts: underlying rights; contracts with scriptwriters and consultants.
- Production contracts: contracts with talent (actors, contestants, performers, etc.) and technical crew.
- Title clearance reports.
- Clearance of scripts and rough cuts: rights to honor, privacy and personal portrayal; product placement.
- Litigation and arbitration.

Tax

Our experts analyze each project and help clients (i) identify the tax implications deriving from its structure and operating model and (ii) gain a general overview of its impact on their business as a whole.

We also advise on the following aspects:

- Identifying tax incentives linked to audiovisual productions.
- Reviewing tax clauses (or clauses with potential tax implications) contained in the contracts through which the project is structured.
- Tax advice in relation to the entry of investors in audiovisual productions.

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

We keep abreast of **trends in technology** and the **most innovative environments** in the market

Among the elite European law firms,
Financial Times 50 Most Innovative Law Firms in Europe 2023
(in terms of innovation, digital, people and social responsibility)

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.



Garrigues in figures

2,187 professionals | Over **30** areas | **4,282** clients from 83 countries have trusted in us for at least 5 years

Focused on our clients

We advise 48% of the top 50 companies with the 100 most valuable global brands (Reactiva online 2023)

Among the top **100** Spanish companies with the best reputation and corporate governance

Merco Companies /
Merco Responsibility and Corporate Governance 2023

And on our people

A global and diverse team:
24 nationalities **51%** women

#1 law firm in Spain for attracting and retaining talent

Merco Talent 2023

€454.12 million in net revenue

Leaders in the industry

#1 among EU firms in terms of billings

24.6% growth over the past 5 years

Continually evolving

Innovation: €65 million invested over the past 5 years

In the top **50** most innovative European firms
Financial Times Innovative Lawyers 2023

12 countries | **4** continents: Asia, America, Africa and Europe | **30** cities

Multinational and multi-local

The largest legal network on the Iberian Peninsula: 18 offices in Spain and 2 in Portugal

A direct presence in global financial centers: London, New York, Brussels and Shanghai

Broad footprint in Latin America

4 own offices: Chile, Colombia, Mexico and Peru

Among the top **10** most popular law firms
LACCA 2023 - Who Represents Latin America's Biggest Companies

Committed to:

the **10** principles of the Global Compact | the **2030** agenda | and the **SDGs**

Through the pro bono program

135 beneficiary organizations in Chile, Colombia, Spain, Mexico, Portugal and Peru

And sustainable development

Zero net emissions for Scope 1 and 2. Zero net emissions for calculated Scope 3 emissions.

Data from the Sustainability Report 2023

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