

# PwC Málaga

## Real Estate Services

Legal & Tax Advice  
2024



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# Introduction





## Letter from the Directors, PwC Málaga

Hi!

We are Directors of the Legal and Tax departments at PwC Málaga.

We are pleased to welcome you to this presentation. Our main purpose is to introduce you the current state and trends of the real estate market on the Costa del Sol.

In recent years, this region has experienced sustained and remarkable growth in the real estate sector, attracting both national and international investors. Our deep market knowledge and expertise allow us to offer you a detailed and up-to-date analysis, as well as specialized advice to make the most of the opportunities in this dynamic area.

Thank you for this opportunity. We hope this presentation will be of great value to you and your business.

See you inside!,

Nicolás Molina García  
Director of the Legal Department

Joaquín López Avellaneda  
Director of the Tax Department

# Economic context on the Costa del Sol



# Economic evolution of the Costa del Sol

The Costa del Sol is a region in southern Spain, located in the province of Malaga, within the autonomous community of Andalusia. It is not a traditional region but rather a stretch of coastline that has become synonymous with the best Spanish sun, summer and hospitality, not to mention a unique quality of life in the best climate in Europe.

As such, it is one of the most popular tourist and residential destinations in the world.



The economy of the Costa del Sol has undergone a notable transformation over the decades.

Traditionally, the region's economy was based on agriculture (especially the cultivation of olive tree, vineyards and citrus fruits) and fishing. Starting in the 1960s, the Costa del Sol experienced a true **tourism boom**. With over 300 days of sunshine a year, spectacular beaches and a rich cultural and culinary offering, the region has seen sustained growth in the number of visitors. This boom has driven the development of infrastructures such as hotels, restaurants, golf courses and marinas, creating a prosperous environment for investment in the service sector.

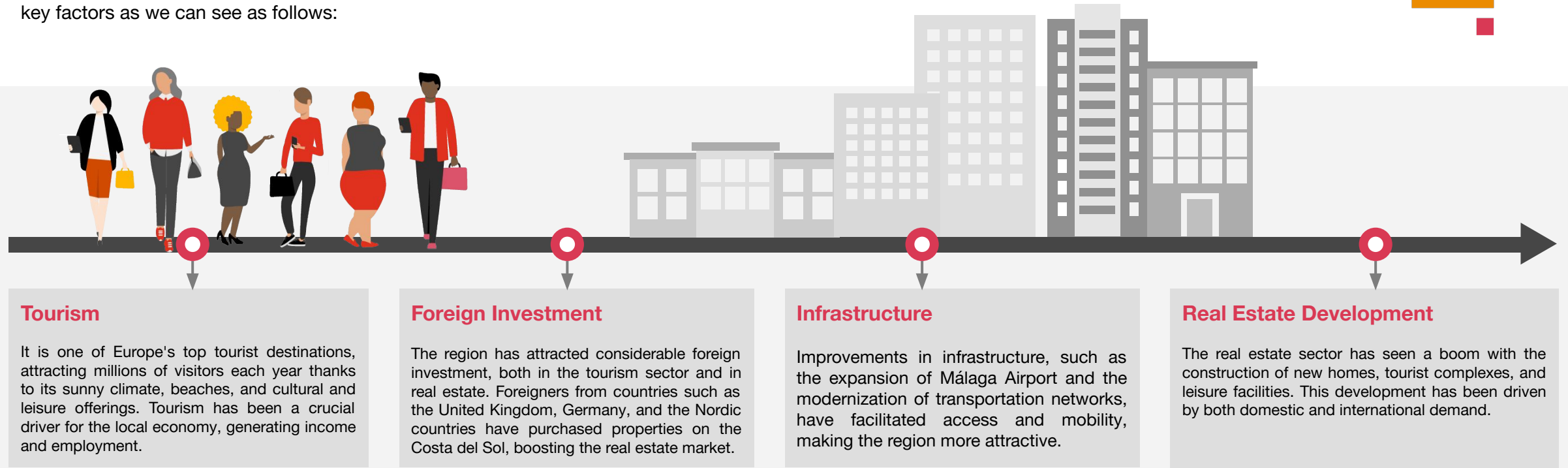
The **real estate market** has flourished on the Costa del Sol, attracting buyers from all over Europe and other parts of the world. The construction of luxury residences, tourist apartments and residential complexes has been a key driver of the local economy. This sector offers high returns, both in sales and rentals, making it an attractive option for investors interested in properties.

In recent years, the Costa del Sol has **diversified its economy** beyond tourism and construction. Sectors such as technology, education, and financial services have developed. Cities like Malaga have emerged as technology and innovation hubs, with initiatives such as the Andalusia Technology Park which hosts numerous national and international companies.

The constant **improvement of infrastructure** has been crucial for economic growth. Malaga Airport is one of the busiest in Spain, with direct connections to multiple European and international destinations. Additionally, the road network and public transportation system facilitate access and mobility within the region.

# Factors that drive the economy in our region

The Costa del Sol offers a **high quality of life**, with a temperate climate, top-tier healthcare services and a varied cultural and leisure offering. These factors attract not only tourists but also companies from abroad. In short, the growth of the economy of the Costa del Sol has been driven by several key factors as we can see as follows:



The economy has undergone a notable transformation thanks also to the following factors:

- > Dynamic real estate market
- > Economic stability
- > Location
- > Environment
- > Quality of life
- > Climate
- > Culture and leisure
- > Nature and landscapes

# Reasons to invest in the Costa del Sol

Thanks to all the above, the Costa del Sol is **one of the most important real estate regions in Spain**. With its Mediterranean climate, its natural environment and its cultural and leisure offering, it attracts buyers from all over the world. In recent years, the **real estate market** on the Costa del Sol has experienced **constant growth**.

We have seen records in real estate sales and an increase in visits from tourists. This recovery is due to pent-up demand, renewed consumer confidence and strategic investments. The continuous influx of tourist and international residents ensures constant demand in various economic sectors. For example, the real estate market has reached historic highs in property sales. The tourism sector, key to the local economy, has also been significantly revitalized. This economic boom has unleashed business dynamism. Both entrepreneurs and established companies are taking advantage of this to innovate and expand. The increase in tourists and new residents has benefited hospitality, leisure, technology and sustainable development companies. As a result, new and ambitious projects are being developed to improve infrastructure, cultural offerings and quality of life in the region. These projects not only demonstrate the resilience of the Costa del Sol, but also drive economic growth, creating jobs and attracting investment.

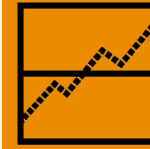
Investing in the Costa del Sol means taking advantage of a region in constant growth and diversification, with a promising future in multiple economic sectors.

## Other reasons to invest in the Costa del Sol:



**5%**

The numbers of companies in Málaga grew by 5% last year



**↑ 2024**

Real Estate markets offer excellent investment opportunities.



**2.1%**

Our economy will register a growth of 2.1% of GDP in 2024, a rate that will be above the Spanish average.



**38.5**

Malaga has the second-highest number of sales per supply

## Real Estate

**8-12%**

of housing prices on the Costa del Sol have experienced an increase in recent years.



## From PwC:



We have led **numerous sales** transactions in the real estate sector, especially with foreign clients who want to invest in the Costa del Sol area.



The main assets in which they usually show interest are usually **land for construction, hotels or housing** for tourist rental.

# Málaga, leader in Economic Growth and Employment in Andalusia

The data highlights the importance of Málaga as the economic engine of Andalusia, standing out both in GDP growth and in job creation



## GDP Growth

- In 2023, the economy of the province of Málaga expanded by **3.6%**, standing out above the average growth in Andalusia, which was **2.45%**.
- This growth positions Málaga as a leader in the region in terms of economic expansion.

## Employment Increase

- Employment in Málaga increased by **4.5%** in 2023, one percentage point higher than the increase recorded throughout Andalusia.
- This dynamism in the labour market reflects the robustness and competitiveness of Malaga's economy.

\*The Málaga City Council regularly updates a map that helps visually identify the significant business presence in the city, which they refer to as Málaga Valley.

# Tourism sector in Málaga



# Importance of Tourism in the Costa del Sol

Tourism is one of the fundamental pillars of Malaga's economy, both in the city and the province.



Malaga is internationally known as an attractive tourist destination due to its Mediterranean climate, beaches, rich history and cultural offerings.

## Tourist Attractions

- The city is home to numerous renowned museums such as the Picasso Museum, the Centre Pompidou, and the Carmen Thyssen Museum. Additionally, it boasts historical monuments like the Alcazaba, the Gibralfaro Castle, and the Cathedral of Málaga.
- Málaga's beaches, such as La Malagueta and Pedregalejo, are popular among both tourists and locals. The province also offers natural spaces like the Caminito del Rey and the Montes de Málaga Natural Park.
- Málaga's gastronomy is another great attraction.

## Tourist Infrastructure

- Málaga has a wide range of accommodation options, from luxury hotels and resorts to hostels and tourist apartments.
- Málaga-Costa del Sol Airport is one of the busiest in Spain, connecting the city with numerous European and international cities. Additionally, Málaga has a high-speed train (AVE) station that connects with Madrid and other major cities in the country.
- Málaga's port is one of the main cruise ports in the Mediterranean, attracting thousands of tourists every year.

# Importance of Tourism on the Costa del Sol



## Events and Festivities

- Málaga's Holy Week is famous for its spectacular processions and is one of the most important in the country.
- Málaga Film Festival; Held annually, this festival focuses on Spanish and Latin American cinema, attracting numerous personalities from the film world.

## Innovation and Development

- Málaga is committed to sustainable tourism and the digitalization of the sector. Initiatives like Málaga Smart City are designed to enhance the tourist experience through technology.
- The city is also working on diversifying its tourism offerings, promoting business tourism and cultural tourism in addition to the traditional sun and beach tourism.

## Challenges and Future

- Like many tourist destinations, Málaga faces challenges related to sustainability and the impact of mass tourism. The city is implementing measures to balance tourism growth with the quality of life of residents and environmental preservation.
- The future of tourism in Málaga looks promising, with plans to continue improving infrastructure, diversifying offerings, and investing in sustainability and innovation.

In summary, the tourism sector in Málaga is dynamic and diverse, with offerings that attract a wide variety of visitors from around the world. The city continues to invest in its development and make continuous improvements to maintain its position as one of the most important tourist destinations in Spain.

# The influence of Tourism on the Real Estate sector

## Importance of Tourism and its relationship with the Real Estate Sector

The synergy between tourism and the real estate market has been a key economic driver, generating employment, investment and development.

The Costa del Sol received around 13 million tourists in recent years. This figure represents a significant post-pandemic recovery and is expected to continue growing in coming years.

The Junta de Andalucía has announced several infrastructure investments to improve accessibility and services on the Costa del Sol. For example hundreds of millions of euros have been allocated for the improvement of the road network and Malaga airport.

## Tourism as an Economic Engine

Tourism on the Costa del Sol attracts millions of visitors each year from all over the world. This constant influx of tourists has fostered the creation of high-quality infrastructure, such as international airports, marinas, golf courses and a wide range of dining and entertainment options.

Tourism demand not only drives the local economy through direct spending on these services but also creates an attractive environment for real estate investment.

Tourists who frequently visit the region fall in love with its charm and decide to acquire property, whether as a vacation home, retirement retreat or investment for rental purposes.

## Impact on the Real Estate Sector

Strong tourist demand has had a direct impact on the Costa del Sol's real estate sector. Apartments with sea views, luxury villas, exclusive penthouses and rural properties have experienced a significant increase in demand. Investors see a golden opportunity in purchasing properties for vacations, rentals, taking advantage of high occupancy rates throughout the year.

Tourism has also influenced the development of new real estate projects. Developers and builders have responded to the demand by constructing modern residential complexes that offer all the amenities international buyers seek: security, accessibility and a wide range of facilities.



According to the National Statistics Institute (INE) and other real estate reports, property prices on the Costa del Sol have seen a steady increase in recent years.

**10%**

Property prices in areas such as Marbella, Malaga and Estepona increased by around

5-10% annually, reflecting strong domestic and international demand.



**30%**

according to a report by Tinsa (a property valuation company) over 30% of real estate transactions on the Costa del Sol in 2022 were made by foreigners with British, German and Scandinavian buyers leading the purchase.



The profitability of vacation rentals on the Costa del Sol remains high. According to the DATA from AirDNA, a vacation rental analytics platform, the average occupancy rate of vacation rentals on the Costa del Sol was

**70%**

in 2022, with peaks of up to 90% during the high season.

# Our FY24 progress, at a glance

According to the INE\*,  
more than **32.000**  
housing sales were  
registered in Malaga

marking an  
increase of  
**6%** compared  
to 2022

Foreign buyers  
accounted for  
more than

**30%**  
of real estate  
transaction



House prices increased by  
**13%** during 2023.

**8,052**

homes sales were registered in the province  
of Malaga, between the months of January  
and March 2024.



## The luxury housing market

continues to thrive, with significant interest in  
high-value properties, especially among  
foreign buyers. **Estepona** and **Marbella** has  
the biggest concentration of luxury homes.



New home prices

**70%**

of acquisitions made in  
recent times on the  
Costa del Sol were made  
without the need for  
financing.

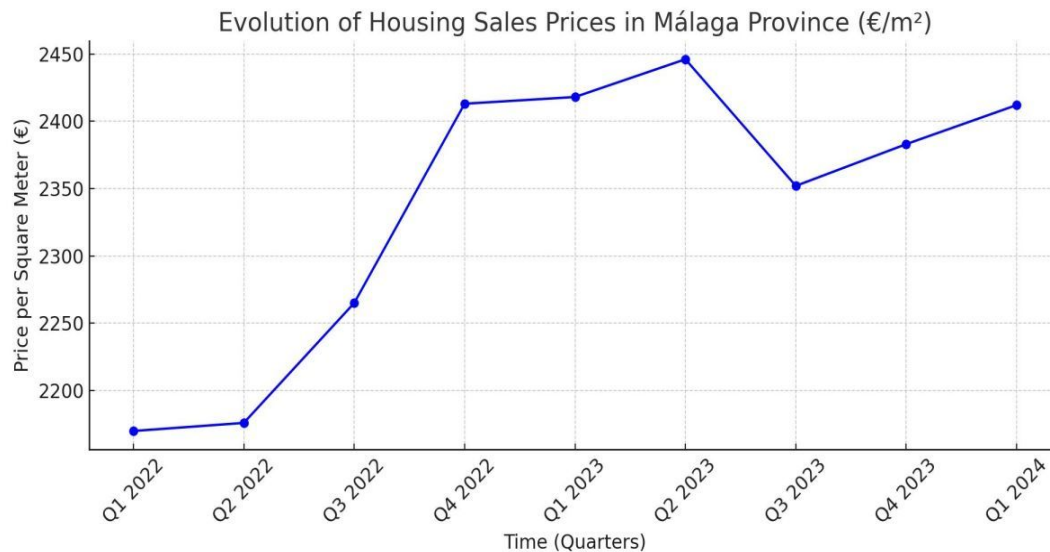


\*Note: National Statistics Institute

# Investment Opportunities on the Costa del Sol



# Real Estate Sector



## Luxury Homes

The Costa del Sol is known for its luxury housing market, especially in areas like Marbella, Puerto Banús and Sotogrande. These areas attract international buyers looking for exclusive properties.

## Second Homes

Many people invest in the Costa del Sol to acquire second homes, taking advantage of the pleasant climate and beaches. Areas such as Estepona, Benahavís and Mijas are popular for this type of investment.

## Vacation Rentals

Investing properties for vacation rentals can be very profitable due to the constant influx of tourists. Cities like Fuengirola, Torremolinos and Benalmadena are ideal for this type of investment.

# Hotel Sector

The Costa del Sol faces the best summer in its history: it offers 5.6 million seats on airplanes. The figure represents 10.8% more than the same period last year. During the first four months of this year, 2.2% million travelers have chosen the province of Málaga to spend their holidays.

## Boutique Hotels

There is a growing demand for boutique hotels that offer personalized and unique experiences. Investing in these types of establishments can be an excellent opportunity in cities like Málaga and Nerja.

## Resorts and Tourist Complexes

The demand for high-end resorts and tourist complexes remains high. Locations like Marbella and Estepona are ideal for this type of investment due to their tourist appeal and luxury infrastructure.



# Commercial Sector

According to a report by CBRE, the occupancy rate of commercial spaces on the Costa del Sol exceeds 90%, reflecting high demand and stability in the sector. Additionally, retail sales in Málaga increased by 3.5% in 2022, indicating an expanding market with growth opportunities.



## **Restaurants and bars:**

Gastronomy is an essential part of the Costa del Sol experience. Investing in restaurants and bars, especially those offering local cuisine and unique experiences can be very profitable.

## **Shopping Centers and Retail Spaces:**

The growing population and constant tourism create a continuous demand for commercial spaces. Investing in shopping centers and retail spaces can provide attractive returns.

# Technological Sector

The technological boom on the Costa del Sol is not only transforming the economic landscape of the region but also attracting international talent and fostering collaboration between the public and private sectors. This dynamism promises to make Málaga a global technological reference in the coming years.

In recent years, the Costa del Sol, particularly the city of Málaga, has experienced a notable **technological boom** that has positioned it as one of the main innovation and development hubs in Spain. This growth has been driven by a combination of factors, including a business-friendly climate, an enviable quality of life, and a modern, well-connected infrastructure. Málaga has successfully attracted numerous renowned international tech companies, as well as emerging startups, thanks to its proactive approach in creating an ecosystem conducive to innovation. The city boasts the Parque Tecnológico de Andalucía (PTA), a hub that houses over 600 companies and is considered one of the key drivers of technological development in the region.

Some examples of Companies in Málaga:



In 2021, **Google** announced the opening of a cybersecurity excellence center in Málaga, representing a significant investment and recognition of the city's potential as a technological hub in Europe.



Another multinational that has invested in Málaga is **Oracle**, which has established a development and service center in the city, contributing to job creation and strengthening the local tech fabric.



**The Green Lemon**; The Málaga City Council, through the National Digital Content Hub and the School of Industrial Organization in collaboration with Málaga TechPark, have launched an initiative around Artificial Intelligence that includes both training activities and a pre-incubation program for business projects in this field.



**Dekra**, a German multinational leader in inspection and certification has chosen Málaga to install one of its innovation centers, focused on mobility and safety.

# Our PwC Team in Andalusia



## Our work team

The New Equation of  
**people + technology**

### **Our Presence and Leadership in Andalusia**

At PwC, we are proud of our strong presence in Andalusia, with strategically located offices in **Málaga** and **Seville**. Our team combines experience and deep knowledge to lead the legal and tax sectors throughout the region. We are committed to providing an exceptional service that promotes the growth and success of our clients in the real estate and commercial sectors.

### **Our Commitment to Excellence and our Client**

We strive to exceed our clients' expectations in every project. Our dedication to excellence and our commitment to our client are fundamental pillars of our professional approach.

### **Innovation and Adaptability**

We live in a constantly changing world, and at PwC, we embrace new technologies and innovative approaches to provide efficient and effective solutions. Our adaptability allows us to tackle complex challenges and deliver results that make a difference.

### **Teamwork and Collaboration**

We foster a collaborative work environment where each team member contributes their expertise and knowledge to achieve exceptional results. We believe that teamwork and collaboration are essential to the success of our clients and our organization.

## Our purpose

*“We want to adapt to our client, build trust with them and solve important problems, providing the greatest possible benefit”*



# Expertise & Specialization

“At PwC Málaga, we turn real estate opportunities into tangible successes. Together, we build a solid and profitable future.”



## Legal Department:

Our legal department specializes in providing comprehensive legal advisory services in the real estate and commercial sectors. Our highly qualified team of lawyers is dedicated to:

- Due Diligence: analyzing possible contingencies in relation to properties or companies subject to acquisition.
- Real Estate Contracts and Transactions: We advise on the negotiation and drafting of contracts, as well as the management of complex real estate transactions.
- Mergers and Acquisitions: We offer expert support in processes of mergers, acquisitions, and corporate restructurings.
- Regulatory Compliance: We ensure that our clients comply with all applicable legal regulations, minimizing risks and protecting their interests.
- Litigation and Dispute Resolution: We represent our clients in litigation and offer alternative dispute resolution solutions.

## Tax Department:

Our tax department is dedicated to tax planning and compliance for companies in the real estate and commercial sectors. Our services include:

- Tax Optimization: We develop strategies to maximize tax efficiency and reduce the tax burden. We can also advise on the best international restructuring.
- Indirect Tax Advisory: We provide guidance on the management of indirect taxes such as VAT.
- International Tax Planning: We help companies manage their tax obligations globally.
- Tax Reports: We conduct audits to ensure compliance with tax regulations and identify potential areas for improvement.
- We provide services to high net worth individuals and family offices.
- Family estate planning and inheritance tax planning.
- Investment and de-investment in Spain.
- Cross-border transaction.
- Transfer pricing.
- Tax investigations and tax litigation.

# Our team

We are pleased to welcome you to PwC Málaga, where our team of experts is dedicated to offering innovative and effective solutions for the real estate sector.

We understand the complexities and challenges faced by the real estate market. Our team, led by the **directors** of the Legal and Tax departments, possesses vast experience and deep knowledge to guide our clients through the ever-changing regulatory and tax landscape. We are committed to providing personalized and strategic advice designed to optimize profitability and minimize risks.

Our mission is to turn real estate opportunities into tangible and sustainable successes and we are here to support you every step of the way. With a combination of local expertise and a global perspective, we take pride in being your trusted partner in the development and growth of your real estate projects.

Thank you for considering PwC Málaga as your strategic ally. We look forward to the opportunity of working for you and with you to build a solid and profitable future together.

## Nicolás Molina García Director (Legal Area)

M. +34 650 40 53 28

E. nicolas.molina@pwc.com



## Joaquín López Avellaneda Director (Tax Area)

M.+34 600 973 696

E. joaquin.lopez.avellaneda@pwc.com



# Nicolás Molina García



**Nicolás Molina**  
Director

Legal Area  
Real Estate

T. +34 952 366 642  
M.+34 650 40 53 28  
E. nicolas.molina@pwc.com

Nicolás has extensive experience in legal matters and professional advice to foreigners investing in real estate in Spain.

He has broad professional experience, over 29 years, in Legal-Commercial advisory and business consultancy. Since 1991, he has been part of the Legal Department of PricewaterhouseCoopers Tax & Legal, S.L. in the Málaga office, currently serving as the Director responsible for the legal area. He is a member of the Family Business and Insolvency unit at PwC Tax & Legal Services Málaga.

He has participated in numerous projects providing legal advisory services in civil-commercial matters for various prominent companies and entities in the regional and local public sector, as well as the private sector in Andalusia and Extremadura: Málaga Provincial Council, Andalusian Tourism, Proyecto Atarfe, SA, Costa del Sol Tourism Board. His experience in the procedural field is very extensive, mainly within commercial and insolvency proceedings. In the latter, he has been appointed as an insolvency administrator in various large-scale insolvencies, notably in the real estate sector, such as Grupo Aifos and Grupo Jale; in the maritime sector, such as Astilleros de Sevilla and Astilleros de Huelva; in the transport sector, such as Helitt Líneas Aéreas and Sujeciones de Vía; and lastly, in the sports sector, such as Real Club Recreativo de Huelva.

In recent years, due to the significant increase in foreign investment in our territory, he has participated, from a commercial perspective, in various deals involving significant real estate assets such as transactions in hotels like Incosol, Guadalpín Banús, and Marbella. Additionally, he has been involved in the contracting of waste management and treatment processes, both hazardous and non-hazardous, at a community level from Italy with Spanish companies like Befesa, Dictesa, Acteco, etc.

Similarly, he has participated and is currently developing various Urban Compensation Boards along the Costa del Sol. Specifically, he is a member of the Governing Council of the Compensation Board named Cerro Luis-CDU8 in Manilva (Málaga).

# Joaquín López Avellaneda



**Joaquín López**  
Director

Tax Area  
Real Estate

T. +34 952 345 400  
M.+34 600 97 36 96  
E. [joaquin.lopez.avellaneda@pwc.com](mailto:joaquin.lopez.avellaneda@pwc.com)

Joaquín Lopez is a tax lawyer with extensive experience in matters related to tax inspections and tax procedures at all levels.

His expertise covers state, regional, and local taxes. Throughout his career, he has advised companies and private clients on the reorganization and tax optimization of their assets, helping to improve their efficiency and tax compliance.

He is a member of the Bar Association of Málaga, reinforcing his commitment to professional excellence and ethics in the practice of law. Additionally, Joaquín is a recognized speaker at tax-related courses and seminars organized by various business schools. During these events, he has shared his expertise on topics such as tax inspections, international taxation, inheritance and gift tax, and tax planning.

His knowledge and experience are also reflected in his publications in specialized journals, where he has addressed current and relevant topics in the field of taxation. The combination of his academic background, practical experience, and ability to communicate complex knowledge clearly and accessibly, makes him a reference in the tax field in Málaga.

In conclusion, Joaquín embodies the excellence and professionalism that PwC stands for. His extensive experience, dedication, and strategic approach make him an outstanding leader and a trusted advisor. We are confident that his expertise will greatly benefit your organization, providing you with the insights and support needed to achieve your financial goals.

# Alejandro Zaro de la Linde



**Alejandro Zaro**  
Senior Manager

Tax Area  
Real Estate

T. +34 952 345 400  
M.+34 618 368 895  
E. [alejandro.zaro.de\\_la\\_linde@pwc.com](mailto:alejandro.zaro.de_la_linde@pwc.com)

We are delighted to introduce Alejandro Zaro, the Senior Manager of the Tax Department at PwC in Málaga. With an impressive background and extensive experience, Alejandro is a valuable asset to our firm and a key figure in providing exceptional tax advisory services. Alejandro graduated in Law and holds a Master in Tax Assessment from the prestigious IE Business School. This strong academic foundation has equipped him with the necessary skills and knowledge to excel in the complex field of tax matters.

He began his career at PwC Tax & Legal Services in 2008. Over the years, he has accumulated specialized experience in tax matters, building a reputation for excellence and reliability. His journey within PwC has been marked by a steady rise, reflecting his dedication, expertise, and unwavering commitment to his clients. In this role, he is responsible for directing and supervising a variety of projects, ensuring that all deliverables meet the highest standards of quality and accuracy. His comprehensive understanding of tax laws and regulations enables him to provide insightful advice to clients, helping them navigate the complexities of the tax landscape.

One of his primary responsibilities is to develop and implement effective tax strategies that optimize clients' tax burdens. By leveraging his deep expertise, he assists clients in minimizing their tax liabilities while ensuring full compliance with all relevant regulations. His strategic approach not only enhances clients' financial positions but also contributes to their long-term business success.

Throughout his career, Alejandro has been involved in numerous significant projects that have had a profound impact on our clients and the Málaga office. His innovative solutions and strategic insights have consistently delivered exceptional results, earning him recognition and respect within the firm. The importance of Alejandro's role at PwC Málaga cannot be overstated. His leadership has been instrumental in the growth and success of our tax department. His experience and knowledge are invaluable assets, ensuring that our clients receive the highest level of service and expertise. Under his guidance, our team is well-equipped to tackle even the most complex tax challenges and deliver tailored solutions that meet the unique needs of each client.

# Marina Pérez Mediavilla



**Marina Pérez**  
Manager

Legal Area  
Real Estate

**T. +34 952 345 400**

**M. +34 650 40 53 28**

**E. [marina\\_rocio.perez.mediavilla@pwc.com](mailto:marina_rocio.perez.mediavilla@pwc.com)**

Marina is the Manager of the legal team at PwC Málaga. She joined PwC in 2016 and since then, she has participated in multiple advisory projects of various kinds. With over ten years of professional advisory experience, she has developed a solid career within PwC, currently serving as Manager of the Legal Department.

Marina has extensive experience in procedural law, real estate and commercial advisory. In the procedural field, she has handled various complex legal proceedings and has demonstrated great skill in resolving litigation and disputes. In the real estate sector, she has developed a professional specialization, participating in numerous real estate advisory projects, providing legal guidance on transactions, property management, and regulatory compliance.

Additionally, Marina provides comprehensive legal advisory services to businesses in the commercial field, covering civil and commercial matters. She has advised companies across diverse sectors, helping them navigate the legal landscape and ensure compliance with current regulations.

Since joining PwC, Marina has participated in numerous advisory projects for both national and international clients. Her high involvement in insolvency projects has allowed her to gain a profound knowledge of the functioning and management of companies in situations of insolvency. She has managed insolvency and bankruptcy cases, assisting in restructuring and recovery strategies for distressed companies. Moreover, Marina is adept in the fields of technology and artificial intelligence (AI). She effectively navigates the legal challenges and opportunities presented by these emerging areas, providing innovative solutions to her clients.

In summary, Marina is a highly experienced, committed and qualified legal professional whose expertise spans procedural law, real estate, commercial advisory and insolvency law. Her contribution to PwC Málaga is significant and she continues to play a crucial role in the firm's success.

Why us?



# Our values



ACT WITH  
INTEGRITY



MAKE A  
DIFFERENCE



CARE



REIMAGINE THE  
POSSIBLE



WORK  
TOGETHER

# Why us?

*“We combine experience, dedication, and a personalized approach to deliver innovative solutions and exceptional results. Your success is our priority”*



## Specialists with local knowledge

A worldwide team of specialists and dedicated international structuring lawyers combining a high quality service with local knowledge and expertise



## Our experience

Our experience in the field of Real Estate allows us to offer a quality service according to the requirements of each client.



## Our team

A team created specially for our clients forward-thinking in its approach and enthusiastic to work with them. Our team of professional staff is highly experienced in providing legal and tax advisory services and with the support of specialists in other relevant areas where PwC provides services.



## Client's needs

We understand our client's needs.

Their challenges are ours. We understand and share their vision of the future. We work hand in hand with them to help achieve their aims.



## We are not just lawyers

Our teams of lawyers and tax advisers enable us to take a comprehensive and distinctive approach when offering solutions which go beyond just tax and legal issues.



## Our fee commitment

Our fees reflect the commitment and enthusiasm of our teams to work with our clients. We take into consideration their needs so our fees are competitive without compromising on quality of service.





# Opportunity Summary

*A win-win business case: benefits to your firm and you*

- Trustworthy firm with your own ethical codes and procedures
- Multilingual local team
- Controlling the performance through your local engagement leader
- Adding value to your client with little time investment
- We are your local ears for your client's needs. Bilateral flow of information and services
- We talk the same business language
- Mutual trust and networking. Fair advice to your client with no hidden agenda
- Smooth management of services issues through your local engagement leader



# Opportunity Summary

*A win-win business case: benefits to your client*

- Equivalent user experience
- Highly specialized and trained local team
- Guaranteed professionalism and quality advice at PwC's standards
- Fair, comparable and competitive professional fees
- International mindset
- Possibility of arranging multinational and multidisciplinary teams for complex international issues and sharing knowledge with your local engagement team and other PwC firms
- Being attended to in your own language or English
- Complex reports and written advice in English
- Support and introduction by the client's engagement leader at source

*Our goal is that our  
international PwC  
clients feel at home.  
Let's work together*

Thank you.