

POLITIS & PARTNERS
Law Firm

BUSINESS MATTERS
IN EVERYTHING WE DO



CONTENTS

05	About the Firm
06	Our Network
07	Our Values
07	Commercial Awareness
07	Practice Areas
08	Banking and Financial Services
08	Corporate & Commercial Law
08	- General Corporate Law /Business Law / Contracting
09	- Securities Laws & Corporate Governance
09	- Mergers & Acquisitions
10	Projects & Real Estate
10	IT, Telecommunications & Internet
10	- Information Technology & Telecommunications
10	- Internet & E-commerce
11	Intellectual & Industrial Property
12	Pharmaceuticals & Healthcare Services
13	Energy Law
14	Labour & Employment Law
14	Litigation & Arbitration
15	Highlights
24	Our Lawyers

POLITIS & PARTNERS

Law Firm

Politis & Partners is a highly regarded, Athens-based Law Firm with a legacy spanning over 25 years. Our firm is committed to providing exceptional legal expertise and commercial insight to multinationals and Greek industry players through a team of smart and dedicated lawyers.

We know what clients want. They expect that their lawyer will know the law and be familiar with their business. They want their lawyer to grasp the stakes involved in each matter and advise on the risks. They want their lawyer to answer their calls and emails, listen actively and find ways to add value to their business. In our practice, we work tirelessly to meet these expectations.

Politis & Partners focuses on business transactions and business litigation with a client portfolio including international and Greek commercial and industrial companies, banks and financial institutions. We advise on both national and international projects and have established strong business ties with reputable law firms worldwide.

Our Firm's clientele has steadily grown and today includes an impressive list of businesses, organizations and institutions, such as:

- the European Commission
- Greek and foreign banks and financial institutions
- multinational pharmaceutical and industrial companies, some of which are world leaders in their fields
- large publicly held corporations
- small and medium private companies
- emerging businesses and startups.

Our Clients are our best referral sources.

According to International Law Directories such as Legal 500, IFLR and Chambers & Partners, over the course of the last years Politis & Partners is being ranked among the best law firms in Greece in the following practice areas:

- Banking, Finance and Capital Markets
- Corporate and Mergers & Acquisitions
- Telecom, Media & Technology
- Energy
- Dispute Resolution

OUR NETWORK

Politis & Partners is an active member of GGI, a global alliance comprising renowned independent legal, accounting and consulting firms dedicated to providing specialized solutions for international business needs. In today's interconnected world, businesses require quick and effective access to knowledgeable experts in various countries.

Through the GGI alliance, obtaining comprehensive solutions to global legal inquiries is now within reach. Our extensive global network enables us to address diverse needs effectively while maintaining the personalized touch of a dedicated advisor.

With 648 member firms and over 870 offices worldwide (and expanding), GGI stands as the premier Multi-Disciplinary Association of Professionals since its establishment in 1995, ranking first globally.



OUR VALUES

At Politis & Partners we are open to all channels of communication at any time our clients have a question or concern.

We conduct our business in a transparent environment, engage in pro bono legal services and are committed to diversity, which taps the potential of a world of talent in unity. With a reputation for insightful solutions and personal client engagement, we are committed to a tireless work ethic toward best results.

Commercial Awareness

From banking and finance to intellectual property and artificial intelligence, we are up-to-date on the ever-changing conditions of the global business market. Through the insight and market vision of our lawyers across the practice areas, we create legal solutions with an eye to risk management and perceptive counsel supporting our clients' growth ambitions.

Practice Areas

- Litigation & Arbitration
- Banking & Financial Services
- Corporate & Commercial
- Projects & Real Estate
- Energy Law
- Intellectual & Industrial Property
- IT, Telecommunications & Internet
- Labour & Employment Law
- Pharmaceuticals, Medical Devices & Healthcare Services

BANKING AND FINANCIAL SERVICES CORPORATE & COMMERCIAL LAW

Banking and Financial Services

Our Banking and Financial Services practice strives for excellence. Partners in our Firm have represented major international and Greek banks on almost all aspects of financing and banking transactions including sovereign and syndicated loans, secured and unsecured loans, project and shipping finance transactions.

Our Firm's banking practice involves extensive transactional work, representing borrowers, issuers, sellers, investment funds and financial institutions in a wide range of transactions, including asset-based financings, securitizations, acquisitions and highly leveraged financings, project financings and financings for workouts, restructurings and recapitalizations.

Corporate & Commercial Law

The Firm provides a broad range of general business and corporate legal services, assisting clients in the structuring, negotiation and implementation of their business ventures. Our attorneys provide focused services in general corporate law and contract negotiation, compliance with securities laws and corporate governance, mergers and acquisitions, competition/antitrust law, personal data and e-privacy, corporate finance etc.

We represent investment banking firms, commercial banks and large corporations, listed and non-listed, advising them on significant and complex transactions, including financing, acquisitions and restructurings. In addition, we work with private equity investors and start-up companies engaged in early stage financing as well as strategic joint ventures or other combinations.

General Corporate Law /Business Law / Contracting

We provide transactional and strategic advice to our corporate clients in connection with the entire range of challenges and opportunities they face. We prepare and successfully negotiate a wide range of contractual relationships for business clients, including asset and stock purchase agreements, distribution and licensing agreements, stockholders' agreements, franchising agreements, and strategic alliances or joint ventures. Among our corporate clients are companies listed on the Athens Exchange and multinational corporations investing in Greece and Southeastern Europe.

We are often asked to join client teams set up to address problems that cut across legal, business, financial and public relations lines. We are comfortable cooperating with other professionals, both inside and outside of the company, working toward a joint understanding of the issues and helping develop strategies that are consistent with the business objectives of our client.

BANKING AND FINANCIAL SERVICES CORPORATE & COMMERCIAL LAW

Although our expertise is grounded in legal issues, longtime experience has made us comfortable with accounting, financial, technical and strategic issues that have become ubiquitous in the planning process. Our business clients come to rely on us for practical, experience-based advice that has been built up over decades of representing and advising business owners and managers.

We are motivated to know our clients intimately, not just so that we can be nimble and efficient in achieving day-to-day business goals, but also so that we can provide insights and point out constraints that can affect desired outcomes. We consider our client's objectives before implementing a plan and we carefully evaluate business relationships before discussing approaches or drafting documents.

Securities Laws & Corporate Governance

We have experience assisting clients in listing equity and debt securities and we have participated in the structuring and implementation of the spin-offs of public companies.

The Firm represents major publicly listed corporations in a variety of corporate governance matters, including compliance with fiduciary duties, board composition, directors compensation and qualifications, executive and employee compensation, shareholders matters, strategic transactions, disclosure requirements, changes in control, financial reporting irregularities and crisis management.

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Mergers & Acquisitions

Our M&A practice involves preparing documentation for and negotiating transactions for both publicly and privately held clients. Regardless of the size of the transaction, we understand and appreciate that the transaction is probably the most important event to the client at that time.

Our attorneys have worked with clients to structure and close asset and stock acquisitions and dispositions, mergers and consolidations, leveraged buy-outs, partnerships and joint ventures, tender offers as well as proxy and consent solicitations.

We work on a wide range of issues that are often involved in M&A transactions, including: (a) counselling management and boards of directors concerning fiduciary responsibilities; (b) tax planning and structuring; (c) technology and intellectual property issues; (d) labour and human resource planning; (e) securities law reporting and compliance and (f) antitrust planning and structuring.

PROJECTS & REAL ESTATE IT, TELECOMMUNICATIONS & INTERNET

Projects & Real Estate

We have substantial experience in project finance and real estate projects. We have represented developers, investors, lenders and financial advisors in the development, financing, construction and operation of a number of capital-intensive projects and facilities in Greece.

IT, Telecommunications & Internet

Information Technology & Telecommunications

Politis & Partners provides regulatory advice to a number of prestigious corporate clients engaged in IT and telecommunications, in relation to new product and business launches as well as acquisitions and disposals. We have acquired extensive experience in representing purchasers and providers of information technology and telecommunications software, equipment and services over a broad spectrum of transactions. We help clients negotiate license and distribution agreements, maintenance services agreements, implementation services agreements, marketing services agreements and reseller agreements.

We provide established and emerging communications companies with the timely and expert legal assistance that is essential for succeeding in today's rapidly evolving, highly competitive and converging communications marketplace. Due to our solid regulatory knowledge and our expertise in corporate and finance transactions we employ the right resources to assist telecommunications companies with complex financial and corporate matters, business planning, commercial agreements and other needs that span in a variety of disciplines.

Internet & E-commerce

Politis & Partners provides consultation to corporate clients regarding the management of their IP portfolio, on a national, a European Union, as well as an international level, from the planning and registration phases to the prosecution of defense of infringement actions and the commercial utilization of their IP rights through assignment and licensing agreements.

INTELLECTUAL & INDUSTRIAL PROPERTY

Our firm's practice also covers the spectrum of internet and telecommunications, with services including the negotiation and drafting of computer and software contracts and technology and know-how transfer agreements, data protection and information security, acquisition, protection and renewal of domain names and the operation of e-commerce platforms.

We act on behalf of both private individuals such as prominent authors, actors, journalists etc. and companies from various industry sectors, such as clothing and accessories, other retail and consumer goods, food and beverages, cosmetics, pharmaceuticals, medical devices, hotel & leisure, electric and electronic equipment, media & entertainment, software development & IT, on a full spectrum of possible legal issues in connection with the protection of their IP rights in Greece.

Intellectual & Industrial Property

Our Intellectual Property practice is dedicated to meeting the legal requirements of both established and emerging companies, and their investors, across a broad spectrum of intellectual property and technology-related issues. We are regularly involved in preparing and negotiating a range of agreements crucial to safeguarding intellectual property and fostering business growth.

Our expertise extends to drafting and negotiating confidentiality agreements, term sheets, letters of intent, joint development agreements, license agreements, joint venture and business alliance agreements. By leveraging our in-depth knowledge and experience, we ensure our clients receive comprehensive legal support tailored to their specific needs in the ever-evolving landscape of intellectual property and technology.

PHARMACEUTICALS & HEALTHCARE SERVICES

Pharmaceuticals & Healthcare Services

Politis & Partners healthcare practice provides high-end legal services to some of the largest and most renowned multinational pharmaceutical and medical devices companies and their subsidiaries in Greece.

We take pride in our ability to counsel and give specific solutions in the area of regulatory compliance, combining industry-specific transactional and regulatory expertise with an extensive in-house experience. We provide advice on the most important issues of the sector such as anticompetitive behavior, patent protection, biotechnologies, marketing practices, pricing and reimbursement, consumer law, product liability, licensing, distribution, parallel trade and many more.

Additionally, being a leading force in the litigation practice in Greece, Politis & Partners has also extensive experience in successfully handling high stake litigation relating especially to the pharmaceutical and medical devices industry, on behalf of various companies.

Finally, we provide legal support specializing in drafting and negotiating several types of standard agreements to support the day-to-day operations of our clients that encompass corporate issues, regulatory obligations, labour matters, personal data and intellectual and industrial property issues.

ENERGY LAW

Energy Law

Politis & Partners boasts extensive experience in navigating renewable energy deals both domestically in Greece and abroad. The renewable energy sector, characterized by its dynamism and evolution, operates within a framework of comprehensive regulations and fierce market competition.

We actively assist and advise diverse clients, from large international conglomerates and equity funds to Greek entrepreneurs and joint ventures, in their efforts to invest in projects relating to the demanding and rapidly evolving energy markets in the Southeastern Europe region.

We have been retained by the Greek Ministry of Environment & Energy to support the Hellenic Republic in certain contractual and regulatory aspects of the privatization project of Hellenic Petroleum SA, one of the largest oil companies in the Balkans. Our Energy practice has been recently engaged in various significant projects, national and international. We have advised diverse clients from large international conglomerates and equity funds to Greek entrepreneurs in their investments in projects relating to the demanding energy markets in the Southeastern Europe region.

We are happy to hear that our clients find in our advice the business-sense approach and realistic solutions that they need for the accomplishment of their objectives.

LABOUR & EMPLOYMENT LAW LITIGATION & ARBITRATION

Labour & Employment Law

Politis & Partners possesses extensive expertise in addressing virtually every type of labour and employment issue encountered by businesses. We assist clients in formulating effective solutions to employment challenges that affect the efficiency and productivity of their workforce.

We have structured sophisticated equity compensation arrangements and we have helped our multinational clients operating in Greece comply with tax, securities and labour laws applicable to their employee compensation programs.

We offer our clients a complete array of legal services related to executive compensation and employee benefits. Our services include:

- Assistance with design and drafting for all types of compensation agreements.
- Advice on executive employment agreements, stock option and other compensation plans, termination issues, and other aspects of labour and employment relationships.
- Advice on regulatory compliance, employment law and labour relations issues.
- Assistance with benefits issues in corporate transactions and restructurings, including due diligence review of target company benefit programs and advice concerning post-closing benefit issues.
- Representation of clients in employee benefit litigation.

Litigation & Arbitration

Our Litigation & ADR practice is both national and international in scope. We represent Greek and international clients in significant legal disputes across various domains. These include securities, antitrust, torts, insurance coverage, banking and commercial disputes. We handle cases at all trial levels, from First Instance Courts to the Supreme Court, ensuring comprehensive representation and advocacy for our clients.

We also provide counseling services and guidance on a full range of legal questions, including crisis management scenarios, resolving disputes through alternative means outside of litigation, and strategically planning and structuring operations and transactions to mitigate potential litigation risks. By providing proactive legal advice and support, we empower our clients to navigate complex legal landscapes with confidence and foresight.

HIGHLIGHTS

Banking and Financial Services

- We were retained by a systemic Greek Bank to advise them in the financing of an emblematic PPP marina project that is going to be constructed in Nafplio, Greece.
- We were retained by a systemic Cypriot Bank in two project and asset financing transactions, one involving a health care company and the second being in the tourism industry.
- We advise a venture capital firm investing in early-stage technology startups. We currently advise them on several equity investments, shareholders agreements and M&A transactions.
- We act for a Greek leasing company in various aspects of several multi-million leasing financings to one of the biggest global telecom operators. One of the financings enabled the telecom operator to finance the acquisition and installation of a submarine fibre-optic submarine cable interconnecting the Greek mainland telecommunications network to several islands of the Aegean and Ionian Sea. A second financing enabled the telecom operator to finance a terrestrial fibre-optic FTTH cable covering multiple areas throughout Greek territory.
- We advised a systemic Greek Bank, in their capacity as a member of a bank consortium which refinances two major aquaculture conglomerates, by participating in a €300 million syndicated bond loan.
- We represented a UK based financial services provider in the licensing procedure as a debt management company before the Bank of Greece, reviewing and consulting them on the various regulatory issues and concerns applying to core banking activities (internal audit, compliance, anti-money laundering, risk management etc.)
- We advised a private equity fund on the legal procedure for the marketing of their securities in the Greek market; we successfully completed the licensing procedure with the Greek Capital Markets Committee, and we prepared and negotiated the Distribution and Paying Agent Agreements executed with the National Bank of Greece.
- We advised a systemic Greek Bank in connection with their proposal to refinance two companies controlled by one of the largest Energy companies in Greece, developing and operating a portfolio of three (3) Wind Parks in Greece, with a total nominal capacity exceeding 23,4 MW. In this respect, we performed a legal due diligence on the project's contracts, real property and licensing status.
- We advised a systemic Greek Bank (acting as Lenders' Legal Advisor) in connection with a €20 million refinancing of two SPVs controlled by a major European energy Group, developing and operating a portfolio of eight (8) PV Plants in Greece, with a total nominal capacity exceeding 23.4 MW.
- We acted as the lead external legal counsel to a Greek Bank in connection with the financing, by virtue of a €37 million bond loan, for the construction and operation of a luxury 5 stars hotel in Athens, Greece.
- We advised a Cypriot bank on a syndicated credit facility involving the restructuring of a €550 million debt to the largest chemical company in Greece, in connection with its LBO by a foreign private equity

HIGHLIGHTS

group and subsequent delisting from the Athens Exchange.

- We represented a bank in the sale of its participation in a syndicated facility to another international bank.
- We acted as legal counsel of a company for its trading on the AIM market of London's Stock Exchange.
- We represented a Greek listed company in the issue of a high yield bond loan.
- We represented a Greek financial services firm which introduced in Greece shares of a Luxembourg investment fund; to this end, we applied for and obtained on behalf of our client the required authorization by the competent authority, the Greek Capital Markets Commission.

Corporate & Commercial Law

- We advise the Greek affiliates of a US listed medical devices company, supporting their local operations and business transactions both with the public and with the private sector.
- We represent the Greek subsidiary of a German group of production and marketing of industrial automation systems, on all their corporate and business matters, including issues related to banking financing and intercompany loans, strategic partnerships, restructuring, regulatory and employment issues, as well as drafting complex sales and distribution contracts.
- We represent a Greek marketing communication and public relations consultancy firm with a parallel presence in Cyprus, Romania, Bulgaria, Serbia and Albania, with regard to its growth strategy, public tenders, business contracts etc.
- We represent a Greek distributor of computer peripherals, listed on the Athens Exchange.
- We represent a US pharmaceutical company, listed on the NYSE and operating throughout the world, including Greece, offering our advice on regulatory & compliance issues, distribution and sales.
- We represent a US based, Nasdaq listed company and solar energy facilities developer, on the acquisition and development of various photovoltaic projects in Greece.
- We advise a rapidly growing energy company, active in all photovoltaic project's stages, which provides permitting of licenses, consultancy, development, financing, purchase and sale of solar SPVs, EPC, construction oversee for other EPCs, operation and maintenance of utility scale solar projects across the world.
- We represented a Greek pharmaceutical listed company with a significant international presence, including an R&D operation in the US, and we advised them on partnering, licensing and distributorship agreements for its products with multinational pharmaceutical companies around the world (US, Europe, Canada and elsewhere).

HIGHLIGHTS

Securities Laws & Corporate Governance

- We advised a Greek investment services company in the conclusion of an agency and the granting of a permission by the Greek Capital Market Commission for the disposal in the Greek market of investment capital stakes managed by a foreign financial institution based in Luxembourg.
- We advised a Greek public company in a legal matter pertaining to the investment in a shipping company; we drafted a legal opinion which was accepted by the Athens Exchange and was published in the Greek Business Law Review ("DEE").
- We advised a listed company on a rights issue, in which the total funds raised were €37 million.
- We advised a listed company on the sale of a majority stake of one of its subsidiaries to a company also listed on the Athens Exchange.
- We represented a Greek listed company in the acquisition of a majority block of shares in a company listed in the Cyprus Exchange.

Mergers & Acquisitions

- We advised the sellers of a majority stake in a Greek communication agency (with subsidiaries in 6 countries) to a multinational communications group. We coordinated the work of several international law firms (including obtaining antitrust clearance) and ensured a smooth and successful closing of the transaction.
- We recently advised a multinational pharmaceutical company on the Greek law aspects of a major corporate restructuring.
- We advise a multinational company, being the world largest producer of printing inks and pigments, and a leading provider of materials to packaging, publication, coatings, plastics, cosmetics and other industrial markets on an important project (joint venture) with a Greek listed company in Greece and South-eastern Europe.
- We represent a distinguished Greek public company, in a series of impactful M&A transactions. We currently advise them in a highly complex corporate acquisition of a software developer.
- We represent a Nasdaq listed company, innovator in the field of photovoltaic energy, in the acquisition of a number of photovoltaic (PV) energy projects in Greece and Southeastern Europe.
- We represented a Japanese multinational company, innovator in the fields of energy and high technologies, in a number of acquisitions of renewable energy projects in Greece and Southeastern Europe.
- We advised a Greek public company in the acquisition of a majority stake in a company listed in the Cyprus Exchange.

HIGHLIGHTS

- We advised a Greek distributor of computer peripherals in the acquisition of the local operation of a multinational, provider of Information and Communication Technology (ICT) solutions and services.
- We advised a Greek listed company in connection with the spin off and acquisition of an office automation systems operation in Greece.
- We represented one of the largest Internet Service Providers in Greece, in the acquisition of the majority stake of its shares.
- We represented the subsidiary of a German group of production and marketing of industrial automation systems, in public procurements.
- We represented a minority shareholder in the disposal of its stake in a company which has invested in a 60,000 sq.m. real property in Bucharest, Romania.

Projects & Real Estate

- We advised a Greek systemic Bank in connection with the financing of an SPV controlled by a major Greek energy Group, developing and operating a Wind Park in Greece, with a total nominal capacity of 39.95 MW.
- We advised a Greek systemic Bank in connection with financing a Greek company in the context of a concession contract for the granting of a port operation services (berthing and other services) concession and of the right to use, operate, manage and exploit the movable and/or fixed assets within the land area and/or the sea area of the Marina of Nafplio.
- We provided legal services to a Cypriot systemic Bank in connection with a Cyprus law bond financing in the amount of EUR 10,500,000 to a Greek company (as the issuer) for the purpose of financing the construction, renovation and operation of a hotel located in the center of Athens.
- We were retained to advise a systemic leasing company on an overly complex financing to a global telecommunications operator. The financing involved the purchase and installation of a fibre-optic submarine cable interconnecting the Greek mainland telecommunications network to several islands of the Aegean and Ionian Sea.
- We acted for a Greek systemic Bank (as Lenders' Legal Advisor) in connection with a €43.6M project financing of the construction of four (4) hotels (4 stars) in Athens.
- We represented the Hellenic Republic in certain major aspects of the ongoing privatization of Hellenic Petroleum SA. Hellenic Petroleum is listed on the Athens Exchange and is one of the leading energy groups in Southeast Europe, with activities spanning across the energy value chain and presence in six countries.
- We represented the Piraeus Port Authority (OLP) in its negotiations with Cosco Pacific Limited and

HIGHLIGHTS

Piraeus Container Terminal S.A. on the extension / amendment of the existing concession agreement of the container terminal (ratified with Law 3755/2009). The value of the deal amounted €250 million. The amendment of the concession agreement posed various business, competition and EC law issues; we are in close cooperation with the competent European Commission authorities (DG Comp & DG Markt) and we support OLP in the resolution of all outstanding issues thereon. Piraeus Port Authority (OLP) is a public-owned company listed with the Athens Stock Exchange, managing the Port of Piraeus, the largest Greek seaport, one of the largest seaports in the Mediterranean Sea basin and one of the top ten container ports in Europe.

- We acted for a private investor, advising them on the envisaged acquisition of a plot of land, located at Elounda, which is one of the most renowned, up-end touristic resorts in Greece.
- We advised a major Greek Bank in connection with the financing, by virtue of a €37 million bond loan, for the construction and operation of a luxury 5 stars hotel in Athens, Greece.
- We advised a Greek Bank in connection with their proposal to refinance two companies controlled by one of the largest Energy companies in Greece, developing and operating a portfolio of three (3) Wind Parks in Greece, with a total nominal capacity exceeding 23.4 MW (i.e. we are Lenders' Legal Advisor). We performed legal due diligence and we drafted the entire Project Finance documentation, i.e., the bridge financing, Bond Program, Bond Subscription Agreement, Intercreditor Agreement, Security Agreements, Hedging Agreements, Parent Company Guarantee, Equity Subscription Agreement and others.
- We advised a Greek Bank (as Lenders' Legal Advisor) in connection with a €20M refinancing of two SPVs controlled by a major European energy Group, developing and operating a portfolio of eight (8) PV Plants in Greece, with a total nominal capacity exceeding 23.4 MW.
- We advised a bank on a syndicated credit facility of more than €1.5 billion to Olympia Odos S.A., one of the biggest projects under way in Greece pertaining to the construction of the national motorway network in Peloponnese.
- We represented the Ministry of Culture of the People's Republic of China (PRC) being the buyer in a multimillion euro acquisition of a major building in Athens, which shall house the Cultural Institute of People's Republic of China in Greece.
- We represented a company set up to create the Greek Silicon Valley, namely a Technological Park named "Acropolis", that would house over 140 IT and Telecommunications companies in a €150 million project which would be developed in a real estate property of 450,000 sq. m. in northern Attica.
- We represented a group of investors in a real estate development project in Romania, involving the acquisition of an area of 6 hectares for the development of office buildings.
- We represented a Greek public company in the acquisition of investment project in the energy sector in Ukraine.

HIGHLIGHTS

IT, Telecommunications & Internet

- We represent a number of multinational and Greek companies on their IT projects and agreements.
- We advise a satellite internet constellation operated by American aerospace company, in connection with the licensing of their broadband internet satellite services in Greece.
- We represent a rapidly growing software powerhouse that provides conversational intelligence solutions (AI Assistants), on a series of regulatory & compliance cross-border matters.
- We represent a high-end tech start-up that has developed a novel monitoring application and has recently entered into a third round of seed capital investment and its post-investment assets are currently evaluated at 70M\$.
- We advise a leading travel technology company digitizing DMCs and Tour Operators through pioneering solutions.
- We acted for a Finnish software company providing a patented wireless IoT solution for industrial systems and platform, successfully representing them in receiving a clearance to launch their services in the Greek market.
- We act for a fin-tech start-up, offering AI-based price optimization and strategic forecasting solutions to corporate customers.
- We represent a software powerhouse, in a joint venture aspiring to develop a music studio booking platform.
- We represented one of the leading internet providers in Greece.
- We represented an e-commerce company belonging to one of the largest banking and financial Groups in Greece and Southeastern Europe.
- We advised a Greek IT company on the transfer of its SAP division to another company.
- We advised a multinational luxury-goods producer on a worldwide IT project.
- We acted as a subcontractor of a Greek IT company, in a contract awarded by the Greek Ministry of Transportation with regard to the restructuring of said Ministry's organization, including the drafting of a Presidential Decree.
- We have acted as co-counsel for a Greek satellite telecommunications company in view of court litigation in Paris, France involving the purchase of space capacity from EUTELSAT (European Telecommunications Satellite Organization), which operates and monitors Europe's regional satellite system.

HIGHLIGHTS

Intellectual & Industrial Property

- We represent multinational pharmaceutical companies who are world leaders in the fields in licensing and co-development arrangements in the pharmaceutical sector.
- We represent and advise the Greek subsidiary of a French multinational company, leading in-store media specialist, that uses a mix of music, visual and scent media to help its clients communicate with consumers with a view to driving incremental sales at the point-of-purchase. The group has a global business presence in more than forty countries throughout North America, Europe, Asia and Australia.
- We represented successfully one of the most significant groups in the global beverage industry with a portfolio of over 40 brands marketed and distributed in over 190 countries worldwide, in a litigation case with a Greek actor re intellectual property rights on a TV commercial spot.
- We regularly submit national and European Union trademarks on behalf of companies, relating either to corporate logos or to the products they trade, and fully represent them before competent authorities and courts.

Pharmaceuticals, Medical Devices & Healthcare Services

- We advise a Global pharmaceutical group on regulatory & compliance issues, distribution and sales both in Greece & Cyprus, including arbitration or litigation proceedings with former distributors.
- We provide full-service support to the Greek subsidiaries of one of the biggest multinational medical devices and health care company.
- We represented a Global pharmaceutical group on various issues relating to the integration of the business of the local branch of a global eye-care company following a worldwide acquisition (global deal value: \$8.7 billion).
- We represented a Greek pharmaceutical company, listed on the Athens Exchange, with a significant international presence, including an R&D operation in the US, and advise them on partnering, licensing and distributorship agreements for its products with multinational pharmaceutical companies around the world (US, Europe, Canada and elsewhere) as well as on general business matters, including bank financing (bond loans, securities etc.).
- We offered our advice to a pharmaceutical company in its strategy plan to expand an innovative business system, which includes a number of services to associated pharmacies around Greece.
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HIGHLIGHTS

Energy Law

- We have provided advice on contractual and regulatory aspects in relation to the privatization project of Hellenic Petroleum SA, one of the largest oil companies in the Balkans.
- We represent Naftogaz of Ukraine, the largest national oil and gas company of Ukraine, wherein we provide specialized legal counsel on select commercial matters related to the natural gas market in Greece.
- We advise MET Austria Energy GmbH, an energy trading company seeking an electricity trading license, as they prepare to enter and trade in EnExGroup Markets.
- We provide legal guidance to Survey Digital, one of Greece's rapidly growing renewable energy developers, on multiple energy projects and investments.
- We acted for Eurobank S.A. conducting a legal due diligence on a 40MW wind farm; we drafted and negotiated all relevant documentation for the project financing.
- We represent a major US based company and solar energy facilities developer, on the acquisition and development of various photovoltaic projects in Greece.
- We represent a multi-national energy group in an ongoing international arbitration in connection with a portfolio of 26 MWp photovoltaic power plants in Greece.
- We represented a Japanese multinational and world leader in high technology, on the acquisition of a 10 MW photovoltaic power plant in Bulgaria and on projects across the Balkans and Greece.
- We advised a Scandinavian renewable energy producer, who has invested on a number of wind farm projects in Greece, in relation to its IPO on the Frankfurt Stock Exchange.
- We represent both Greek and foreign companies in trading and developing energy projects in Greece.

Litigation & Arbitration

- We represent a Nasdaq listed company, acting as co-counsel (together with a Malta law firm) in an international arbitration taking place before the Malta Arbitration Center. The dispute involves a 26.5MW photovoltaic investment in Greece and the amounts in dispute exceed EUR 100 million. In parallel, we handle all Greek judicial proceedings for our client in connection with this dispute.
- We successfully represented one of the biggest banks in Korea before the Athens Court of Appeals and before the Supreme Court (Areios Pagos). The Korean bank was the defendant in a USD 35million lawsuit filed against it by a major Greek shipping group. We were successful in both the Court of Appeals and the Supreme Court and we managed to have the lawsuit against our client entirely rejected.
- We have been representing the European Commission for more than 20 years in litigation cases against Greek private companies, NGOs and public law legal entities, beneficiaries of Framework Program

HIGHLIGHTS

subsidy programs. To this end, we have represented the European Commission in many litigation cases in Greece and before the General Court of the European Union in Luxembourg, whereas we closely assist them in the enforcement of Court Judgments or Commission's Decisions against Greek entities.

- We successfully acted for a VC fund, in a series of litigations and ADRs among its partners.
- We successfully represented one of our corporate clients in a significant lawsuit filed by the company's former HR manager.
- We successfully represented a pharmaceutical company on two litigation cases in Greece before the First Instance Court and the Court of Appeals. The cases are now pending before the Supreme Court.
- We successfully represented a Scottish state-owned industrial manufacturer in a high-stake commercial dispute with an industrial customer before the Greek Courts.
- We have successfully handled a number of litigation cases for long-standing pharmaceutical and medical devices clients involving collection of debts owed by public and private sector entities.
- We have been retained by one of the systemic Banks in Greece, to represent them in more than 20 different lawsuits brought against them by bondholders and customers of a bankrupt insurance group. We have been 100% successful and we have managed to have all lawsuits against our client rejected, both at the first instance and the appellate level.
- We successfully represented a number of shareholders in a large family business, formerly dominant in the foreign language books wholesale and retail market, in a prolonged anti-trust litigation.
- We successfully represented one of the most significant groups in the global beverage industry with a portfolio of over 40 brands marketed and distributed in over 190 countries worldwide, in a litigation case with a Greek actor re intellectual property rights on a TV commercial spot.
- We have extensive experience in banking litigation, representing banks and investors on matters such interpretation of loans and other contracts, bank's duty of care, enforcement proceedings etc.
- We represent a multinational pharmaceutical company on a number of arbitration and litigation proceedings with former distributors and suppliers as well as on a number of employment disputes. Litigations involve lawsuits for goodwill indemnity and lost profits arising due to the alleged unlawful terminations of the distribution agreements and other unfair competition practices.
- We have represented a Cypriot Bank operating for many years in Greece on all litigation cases at all court levels from first instance court to Supreme Court.
- In collaboration with a Danish law firm, we successfully represented a listed company in Greece in an international litigation, initiated by a lawsuit filed by a Norwegian group of companies regarding the former's €35 million shareholding in a Danish shipping company with shares listed on the Copenhagen Stock Exchange and the NASDAQ.
- We have successfully represented one of Greece's leading insurance companies in a litigation involving alleged investment advice on a derivative financial products lawsuit against a Greek stock brokerage firm.

VANGELIS POLITIS (MANAGING PARTNER)



Vangelis Politis practices in the areas of Commercial and Corporate Law, M&A, Energy, Banking & Finance and Litigation. He is an Athens Law School graduate and holds an LL.M from Duke University (USA). After practicing several years with another major Athens law firm, he co-founded Politis & Partners in 2000.

Vangelis draws on his three decades of experience as a corporate lawyer in advising domestic and international clients. His work includes M&A, joint ventures and infrastructure projects. He has represented buyers, sellers and financial institutions in most industry sectors, including energy, health care related companies, industrial and financial services, e-commerce and communications related businesses.

Vangelis is often invited as a speaker at company and securities law conferences. He is the author of the book "Public Disclosure: An obligation of companies with listed shares", a book published by Sakkoulas Publications (2002). He is also a contributing author on "Sociétés Anonymes", published by Sakkoulas Publications (2013 and 2023), as well as of many articles in the fields of corporate and securities law published in Greek and foreign law reviews.

Banking & Finance

As head of the Firm's Banking & Finance practice, Vangelis has represented buyers, sellers and financial institutions in various investment projects and all types of acquisitions and dispositions, including energy development projects, health care related companies, e-commerce and communications related businesses, IT services and

products companies, and many types of companies on industrial and financial services. Moreover, Vangelis is a respected M&A specialist, advising banks, corporations and international investors – including private equity – on structuring complex deals bringing them successfully to completion.

Recent Notable Cases

- Advised Eurobank in a project financing for the acquisition and renovation of a five (5) star hotel in Athens (2022).
- Advised Piraeus Bank in the financing of a PPP project (concession and operation of a tourist marina) (2022).
- Advised Eurobank in a project financing for a 40MW wind park (2022).
- Advised Eurobank Leasing on a financing to a global telecommunications operator relating to purchase and installation of a terrestrial fibre-optic FTTH cable covering several cities in Greece (2021) as well as on the purchase and installation of a fibre-optic submarine cable interconnecting the Greek mainland telecommunications network to several islands of the Aegean and Ionian Sea (2020).

Commercial & Corporate

Vangelis has advised clients from a very wide variety of industries including pharmaceutical, financial sector, construction materials, energy, consumer goods and chemicals. He has coordinated large-scale projects involving private entities and state agencies and has extensive experience in transactions involving complex commercial contracts and negotiations.

Recent Notable Cases

- Advised V+O Group (with subsidiaries in 6 countries) in a successful acquisition of a majority stake by SEC Newgate, the 21st ranked communications group globally (2024).
- Advised SpaceX in entering the Greek market as provider of broadband satellite internet services (2022).
- Advised listed company CPI on the implementation of a stock option plan (2023).
- Advised Sun Chemical on a commercial transaction with a leading digital printing company (2022).
- Advised Bosch Rexroth on a public procurement contract (2023).
- Advised Bausch Health on the Greek aspects of a global corporate restructuring (2022).
- Advised Netdata on several rounds of venture capital financings (2019 - 2021).
- Advised a multinational medical devices company in relation to a debt restructuring agreement for the biggest private sector health provider in Greece in a EUR 500m restructuring transaction (2021).
- Advised a US company, listed on Nasdaq, on the acquisition and disposal of several PV parks in Greece (2018 - 2020).
- Advised a major Greek developer on the sale of a portfolio of 200 MW PV projects to a Danish investment fund.

Litigation

Vangelis is a highly regarded litigator in a wide spectrum of civil, and commercial law matters and arbitration. His litigation and arbitration experience covers a wide range of areas, including complex commercial lawsuits, shareholder disputes, banking,

securities, corporate and insurance litigation, as well as employment disputes. He regularly represents multinational companies, banks, equity funds, and other corporate clients in multimillion lawsuits, including cases pending before the Supreme Court (Arios Pagos).

Recent Notable Cases

- Successfully represented Bausch Health in a litigation currently pending before the Greek Supreme Court in relation to a distribution agreement (2022).
- Acting as co-counsel with a law firm in Malta in a EUR 54m international arbitration involving a renewable energy project (2022).
- Successfully represented Technolas Perfect Vision GmbH in a litigation before the Athens Court of Appeals on a commercial dispute. (2021)
- Successfully represented Survey Digital in a lawsuit against an energy company seated in Canada (2021).
- Successfully represented New Hellenic Postbank in a series of litigation cases brought against it by investors and clients of an insurance group (Aspis Group) (2018 – 2021).
- Successfully represented Heliex Power, a Scottish cleantech company, in a commercial litigation with a customer (2020).

Memberships

- Athens Bar Association
- Association of Greek Commercial Law Lawyers

Education

LLM, Duke University (USA)
LLB, School of Law, University of Athens



Angeliki is a founding partner of Politis & Partners, practicing in the areas of Information Technology & Telecommunications, Intellectual Property and Internet & E- Commerce. Prior to co-founding Politis & Partners, Angeliki was a partner in another major law firm in Athens, handling a wide variety of corporate transactions, including IPOs, acquisitions and disposals, joint ventures and venture capital investments.

She has also acted as chief legal counsel of one of the largest IT companies in Greece and was involved in all phases relating to the bidding and award of a mobile and fixed telephony license and the formation of the operating company which carried out an investment in excess of 100 million euro.

Today, Angeliki provides regulatory and commercial advice to a number of corporate clients in the industries of real estate finance, technology and communication. Her work involves handling new product and business launches, advising on project finance and real estate transactions, acquisitions and disposals, giving day-to-day regulatory advice and liaising with the appropriate authorities.

Commercial & Corporate

Angeliki focuses on advising clients in highly regulated industries on all inherent legal and compliance issues. She also advises them on their corporate law matters. Her extensive experience in commercial and corporate matter

is particularly valuable; it allows her to thoroughly comprehend and analyze in depth the complex environment, in which her clients operate.

Recent Notable Cases

- Advised V+O Group (with subsidiaries in 6 countries) in a successful acquisition of a majority stake by SEC Newgate, the 21st ranked communications group globally (2024).
- Coordinated a major group restructuring of one of the leading communication agencies in Greece and the EMEA region, which involved a spin-off governed by multiple jurisdictions (2021).
- Advised Netdata on several rounds of venture capital financings (2019 - 2021).
- Advised a multinational medical devices company in relation to a debt restructuring agreement for the biggest private sector health provider in Greece in a EUR 500m restructuring transaction (2021).

Projects and Real Estate

Angeliki leads the practice, combining her academic qualifications with accumulated field experience. She regularly advises international and domestic clients on local and international business transactions, with a particular focus on real estate, commercial cooperation agreements and commercial lease agreements.

Notable Cases

- Handled major real estate projects, including the erection of the Henry Dunant Hospital in central Athens and the planning for the creation of the Sounion Technology Park in south Attika directed by the National Technical University of Athens.

Memberships

- Athens Bar Association

Education

DEA, Paris II (Assas) as an Onassis Foundation Scholar
LLB, School of Law, University of Athens



Banking & Finance

Nikolaos has represented buyers, sellers and financial institutions in various investment projects and all types of acquisitions and dispositions, and has advised on numerous energy development and telecommunications projects, bringing them successfully to completion.

Recent Notable Cases

- Advising a Greek Bank in connection with the financing of a 40MW wind farm owned by a major Greek energy group.
- Advised a Greek Bank (as Lenders' Legal Advisor) in connection with a €43.6M project financing construction of four (4) luxury hotels in Athens.
- Advised a Greek Bank in connection with a EUR 37million financing of a company controlled by Hines & Henderson Park Group, renovating and operating the former Athens Ledra Marriott Hotel, at Sygrou Ave, nearby Athens city-center.
- Advised a Greek Leasing Company on financing of a terrestrial cable (FTTH) network.
- Advised a Greek Leasing Company on a novel and complex financing for the deployment of a submarine cable network spanning across Greek territory.

Energy

Nikolaos advises clients on the full spectrum

of energy related issues including compliance, financing and licensing requirements of Renewable Energy Projects and relevant transactional work. He has a considerable track record coordinating the legal due diligence in projects' financing.

Recent Notable Cases

- Advising a major developer of utility scale photovoltaic projects in Greece, Africa and Middle East across the range of their corporate, commercial and regulatory matters.
- Advising a major independent power producer, developer, engineering-procurement-construction & maintenance contractor (EPC & O&M), in connection with a transaction with a big Danish investment and development company, regarding the disposal of a portfolio of photovoltaic projects in Greece of over 200MW.
- Acting for a London based investment firm focusing on the development, construction and operation of clean energy assets, in connection with negotiating on their behalf of the disposal of a 260MW portfolio of wind projects in Greece.

Litigation

Nikolaos leads our Litigation practice group and is an experienced and highly skilled litigator and courtroom advocate. He has extensive experience, inter alia, in corporate and banking

litigation, representing banks and investors on matters such interpretation of loans and other contracts.

He has represented major clients from many industry sectors in a wide range of disputes, including issues relating to contracts, tort, agency and distribution, and moral damages, at all levels of the Greek courts up to the Supreme Court.

Recent Notable Cases

- Representing the European Commission in litigation cases against Greek private companies and public law legal entities, being beneficiaries of Framework Programme subsidy programs. To this end, Nikolaos has represented the European Commission in many litigation cases in Greece and before the Court of First Instance of the European Union in Luxembourg, whereas assists them in the enforcement of Court or Commission's decisions against such Greek entities.
- Representing a multinational pharmaceutical company on a number of arbitration and litigation proceedings with former distributors and suppliers.
- Represented a major Chinese Group developing and operating photovoltaic parks in Greece and worldwide, in connection with an international arbitration in Malta, which involved a claim in excess of € 54 million.
- Represented a major Scottish cleantech company producing energy recovery equipment harnessing steam & generating

power for industrial use in a lawsuit filed against them by a major Greek manufacturing company on two grounds, torts and breach of Consumer Protection Law.

Memberships

- Athens Bar Association.

Education

LLM University of Pennsylvania Law School (USA) in International Finance and Business Law
LLM University of London, King's College in European Union Law
LLB, School of Law, University of Athens



Emmanouil is a partner in our Corporate & Commercial, IT and Energy Law practices, where he leads our advisory, corporate and contractual work for several domestic and multinational companies.

Emmanouil is widely respected for his commercial insight and he puts this to work in advising clients and developing practical solutions in matters relating to corporate and commercial law across several industries, with an emphasis on EU law, corporate formation and governance matters.

Commercial & Corporate

Emmanouil uses his business acumen and legal expertise to advise many of our large corporate clients on their day-to-day needs, ensuring they remain compliant, while helping them to achieve the most effective commercial arrangements. His portfolio features many leading international businesses including Abbott, Bausch Health, Bosch Rexroth, and Sun Chemical.

Recent Notable Cases

- Advised V+O Group (with subsidiaries in 6 countries) in a successful acquisition of a majority stake by SEC Newgate, the 21st ranked communications group globally.
- Advised Bausch Health on its group restructuring through a series of intragroup share transfer transactions and business divisions acquisitions.

- Advised a major medical devices company in relation to the commercial launch of an innovative diabetes care product line, providing guidance on issues relating to GDPR, Internet of Things, regulatory licensing, antitrust, etc.

Energy

Emmanouil advises clients on the full spectrum of energy related issues including compliance, electricity, and natural gas regulation, financing and licensing requirements of Renewable Energy Projects and relevant transactional work. He has a considerable track record coordinating due diligence projects and acting for energy players in their compliance obligations towards regulatory authorities.

Recent Notable Cases

- Acting for the largest national oil and gas company of Ukraine, in their effort to enter the Greek natural gas market.
- Acting for an energy trading company, in connection with its activities in the Greek energy and natural gas market.
- Advised Eurobank on a due diligence report, in connection with the financing of a 40MW wind farm owned by a major Greek energy Group focusing on petroleum refining and trading, in their effort to penetrate the sector of Renewable Energy Sources.
- Advising a major developer of utility scale

photovoltaic projects in Greece Africa and Middle East across the range of their corporate, commercial and regulatory matters.

IT, Telecommunications & Internet

Emmanouil is highly active in technology-rich sectors, supporting both technology multinationals and start-ups to navigate in the waters of electronic communications, data protection, cybersecurity, content regulation, intellectual property, telecommunications, and e-commerce law. His solid academic background is underpinned by a deep understanding of the IT industry and novel technologies. In his capacity as a certified privacy professional, he advises and represents clients with regulatory bodies and Courts.

Recent Notable Cases

- Advising Starlink / SpaceX in connection with their recent commercial launch of broadband satellite internet services in Greece.
- Acting for Netdata Inc., a tech start-up that has developed a performance and health monitoring solution for systems and applications.
- Providing full legal support to a software house developing conversational AI solutions to corporate clients.
- Acting as appointed DPO for several software companies with a domestic and international presence.

Memberships

- Heraklion Bar Association

Certifications

- Data Protection Officer (DPO) (ISO/IEC 17024)

Education

LLM Eur., LMU Munich
LLB, School of Law, University of Thessaloniki (summa cum laude)

DIMITRIOS THEODOROPOULOS



Dimitrios completed his law degree at the University of Athens, earning his Law Decree in 2018. He also holds an LL.M. in Public Law from the University of Athens and an MSc in Banking Finance from the University of Piraeus. His primary area of expertise lies in corporate and business law, where he provides legal counsel to businesses on matters including corporate governance, corporate finance, mergers and acquisitions, and energy law.

Additionally, he has a specialized focus on administrative law, public procurement law, and administrative procedural law.

Dimitrios is fluent in Greek and English and has an intermediate command of German.

ZOI VELAETI



Zoi obtained her law degree from the University of Athens. She holds an LL.M. in Law and Technology at Tilburg University and is a well acclaimed privacy professional (CIPP/E | CIPM).

Zoi brings her extensive expertise and profound understanding of EU law and privacy regulations as Counsel. She leverages her comprehensive knowledge and practical insights to provide strategic guidance to clients navigating complex legal landscapes.

Zoi's dedication to excellence, coupled with her passion for promoting legal compliance and protecting individual rights, positions her as a valuable asset in our team.

Zoi is fluent in English and she has a very good command of French and Italian.

IOANNIS PARASKEVOPOULOS



Ioannis obtained his law degree from the University of Thessaloniki in 1995. He holds a Master's degree in Business Administration from the University of Macedonia in Thessaloniki since 2004. In 2017 he completed an LL.M. program in Transnational and European Commercial Law, Banking Law, Mediation, Arbitration and Energy Law at the International Hellenic University of Thessaloniki.

Since 1997 he is an admitted attorney of the Thessaloniki Bar Association, working in private practice and representing both natural persons and corporate entities before the competent civil, criminal and administrative courts.

Ioannis has extensive experience litigating contractual and commercial disputes which included cases where judicial protection

of trademarks, industrial designs and other intellectual property rights was sought before national courts, and also cases where insolvency procedures were initiated.

Furthermore, in his capacity as the legal adviser of construction companies, he developed a broad understanding of the construction industry by way of dealing with issues of regulatory compliance, drafting commercial contracts, representing the companies in sales contracts, dealing with public construction contracts and handling company law issues. His role within the companies' structure required his participation in team projects and the successful collaboration with entrepreneurs, engineers and economists.

Ioannis speaks fluently Greek, English and German and has a good knowledge of French.

KASSIANI SKAMAGKA



Kassiani holds a bachelor's degree in law from the National and Kapodistrian University of Athens. Currently, she is pursuing a Master's degree in International Private Law and Business Transactions. Additionally, she has completed an intensive program at the University of Bologna specializing in Business, Tax and Banking Law. She conducts legal research in Greek and European law, focusing on commercial law, privacy law, healthcare legislation, and civil procedure.

Kassiani supports the IT & Telecommunications team in advising domestic and international clients. She is responsible for drafting legal documentation, including extrajudicial statements, letters to regulatory authorities, contracts, and more.

Kassiani is fluent in Greek and English and has an intermediate command of French.

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