



**Full scale leading
law practice in SEE**

adriala

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Story behind Adriala

Tashko Pustina

Baroš, Bičakčić & Partners

Spasov & Bratanov Lawyers' Partnership

Madirazza & Partners Attorneys at Law LLP

Law Firm Knezović & Associates

Prelević Law Firm

BOPA Bojanovic Partners

Law firm Kavčić, Bračun & Partners, o.p., d.o.o.

Adriala is a unique business law firm alliance for the South-East Europe that is distinctive in its approach to clients from any other local law firm or legal network.

Adriala is established by 8 independent premium law firms covering 9 jurisdictions. Adriala provides a full range of legal services across all major industries, sharing the same vision and having the same ambition to deliver measurable benefit to its clients.

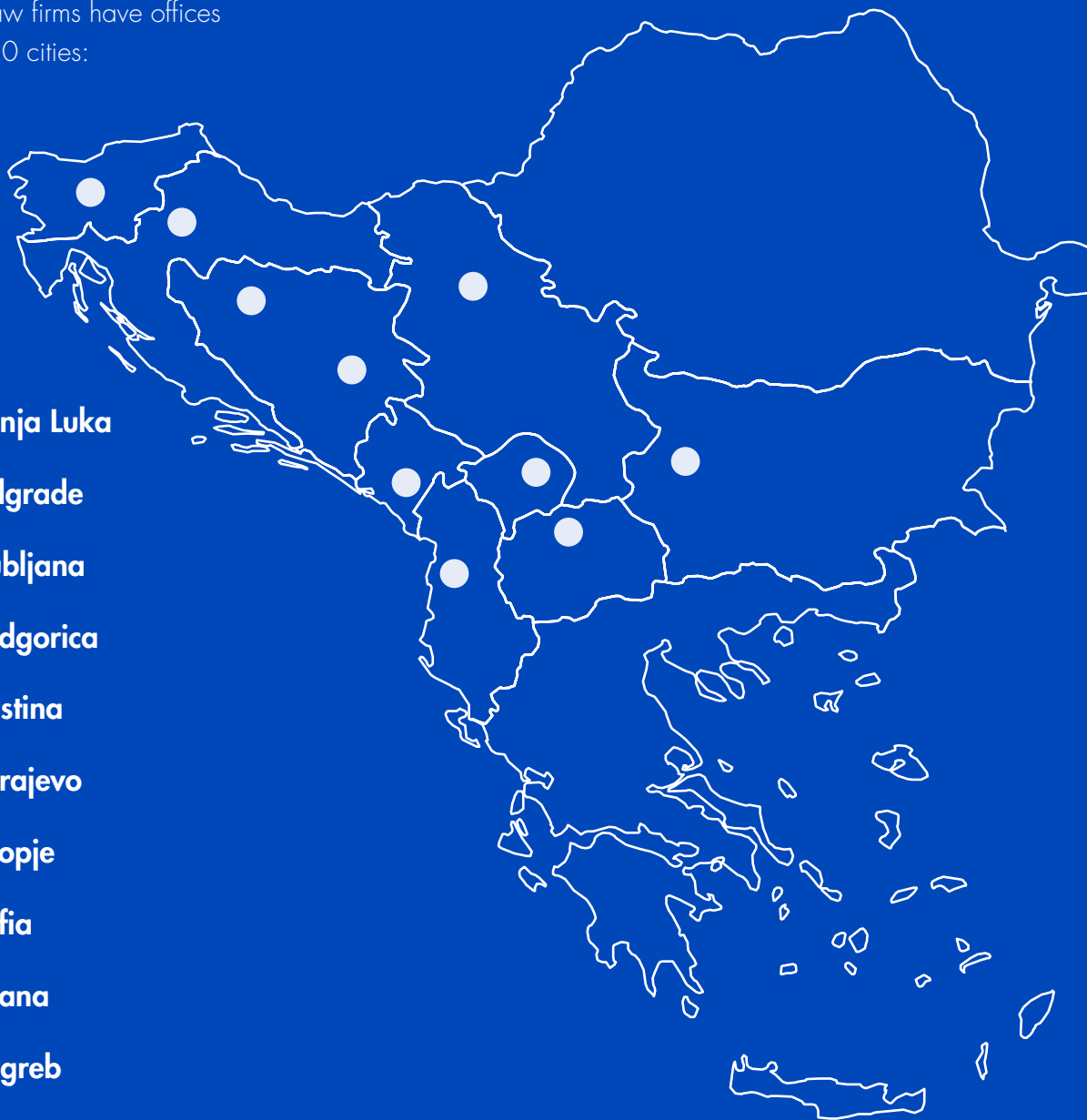
WHERE WE WORK



**Where
we work**

WHERE WE WORK

Adriala law firms have offices
in these 10 cities:



- > **Banja Luka**
- > **Belgrade**
- > **Ljubljana**
- > **Podgorica**
- > **Pristina**
- > **Sarajevo**
- > **Skopje**
- > **Sofia**
- > **Tirana**
- > **Zagreb**



Law firms operating in Adriala network effectively cover the Balkan region:

Albania, Bosnia and Herzegovina, Bulgaria, Kosovo, Croatia, North Macedonia, Montenegro, Serbia and Slovenia.

WHAT WE ARE NOT



**What we
are not**

Adriala is not a typical legal network.

All Adriala law firms are indigenous and independent law firms. This is a huge advantage due to 3 good reasons:

We know local business and we understand local culture.

Most importantly, we do not intend to leave. In short, we are here to stay; the stakes for us are high and we have zero room for mistake.

We do not believe that strength lies in numbers; however, they may come in handy.

We are proud to say that for international projects we can at any time mobilise over 200 lawyers, and thoroughly cover 9 jurisdictions. No local law firm can even come close to this.

Being independent is a major factor in ensuring quality control.

Instead of expansion from one centralised headquarter; we focus on delivering locally while ensuring the highest quality of service in jurisdictions where we operate.

It took us a great deal of time to come up with a structure that would effectively overcome potential deficiencies of being a typical legal network. There are 3 main characteristics that make us different:

All Adriala law firms have the same strategic orientation towards international projects and clients with measurable track record in being very successful in this type of projects. Adriala is designed as an effective vehicle for this type of work across the Balkans.

We have worked very hard to reach the level where we can proudly say we act in a unified manner. The client may expect aligned quality, terms and delivery throughout the network. The direct benefit from this is that we can ensure one-point-of-contact for the client.

All Adriala law firms adopted unified terms and policies, similar to those found with leading international law firms, and aligned with EU and local regulations. We believe we are the only network which members have the same (to the extent possible) policies such as "Know-your-client", "Anti money-laundering", "Anti-corruption", "Data protection" etc.

Quick facts





200+
lawyers



10
cities



9
jurisdictions



15+
languages



20+
practice areas



20+
industry sectors

Ranked at





Adriala values

In each firm, organizational structure is fundamentally different from what you would find in local markets - each firm is a premium player in a respective jurisdiction, rather than a 'commodity' provider.

Each firm has an organizational structure unique in its jurisdiction, which is one of the reasons why highly sophisticated clients choose member firms for the most challenging legal assignments. What sets us apart from our competition is that the legal teams are mostly composed of highly experienced senior lawyers. In addition, although we have specialized departments, expert practice groups and regional desks, one specific partner always serves as the main point of contact for a client. This rule is applicable regardless of the type of work, geographical spread or mandate complexity.

“Innovation through emphasis on healthy communication and bespoke service.”

We are not conventional lawyers - we consider both legal and non-legal aspects of our clients' business.

We do not ignore financial, strategic, operational, organizational, and other non-legal aspects of our clients' businesses. Many of our lawyers hold business degrees alongside their law degrees, having learned the "tricks of the trade" from domestic as well as prestigious international universities. Some of our lawyers have held managing positions with prominent international companies, while others have worked as partners at leading international and domestic law firms. Individual members of our teams have held executive positions in the public sector as advisors and decision-makers. Finally, we utilize the assistance of respected scholars, university professors and former Supreme Court judges who are engaged on an ad hoc basis when necessary. This "eclectic" team composition makes us truly different in the market, and enables a thorough understanding of our clients' business, ultimately allowing us to provide valuable, practical assistance.

"Added values derives from multifactorial analysis - something that other firms find intimidating; no aspect, regardless of how seemingly negligible, is overlooked."

Blackberry Rule: We do not speak or write too much - we give clear advice that you can actually use.

Our principle is to provide concrete, concise, yet comprehensive legal advice and solutions that our clients can use and implement in their business. We apply the “Blackberry” rule whenever we can. By that we mean that the client receives a “yes” or “no” answer, and if the legal situation is unclear, the client can always rely on our advice when making important commercial decisions.

“Substantive simplicity = clarity of understanding.”

Time is money - maximum efficiency is a requisite.

Time is precious. In business, time is money. We fully understand this. Our business approach is that the client should never have to wait for the answer. Our organizational structure of senior lawyers with considerable experience and knowledge allows us to prioritize adequately, avoiding unnecessary and time-consuming research, essentially leading to efficient results in the form of quality answers.

“Instant gratification is an asset in the business world.”

We measure the ‘value for money’ ratio, keeping it as high as possible.

We quantify cost-effectiveness as the extent to which our service has achieved its results at a lower cost compared with alternatives. We share the same philosophy with our clients, in that shortcomings in cost-effectiveness occur when the service provided is not the lowest-cost alternative or approach to achieving the same or similar outputs and outcomes.

Our organizational structure allows us to be extremely cost-effective - providing premium legal service without running into unnecessary overheads.

“Benefit-cost ratio (BCR) should always be greater than expected.”



Adriala jurisdictions



ALBANIA

Established in 2002 in Tirana Albania, **Tashko Pustina** is recognized as one of the fastest growing commercial law firms in Albania. From 2012, Tashko Pustina successfully also operates in Prishtina, Kosovo. The firm gathers a dynamic team of experienced and energetic lawyers having a strong focus on best legal solutions on the key industry sectors of the economy. With almost 16 years of active operations the partners and associates of Tashko Pustina provide legal services in some of the largest and most crucial transactions of the Albanian market. It combines exceptional legal expertise with deep industry knowledge and creative thinking from a skilled local angle, to provide clients unparalleled commercial legal advice. The firm is well recognized for its litigation and international arbitration practice. The firm currently employees 20 local legal professionals in the jurisdictions of Albania and Kosovo with a strong legal background in a variety of industries and practice areas.

The firm's clients range from multinational enterprises to emerging local companies, providing high-level expertise. Tashko Pustina professionals are leaded from common values of integrity, responsibility and persistence in a keen client-service culture.



Chambers Global

“The firm’s main strengths are its high level of professionalism, first-rate knowledge of the Albanian legal system and responsiveness.”

Chambers Europe

“The firm is well recognized for its litigation and international arbitration practice. The firm’s clients range from multinational enterprises to emerging local companies, providing high-level expertise. Tashko Pustina professionals are led by common values of integrity, responsibility and persistence in a keen client-service culture.”





KOSOVO

In Kosovo, Tashko Pustina has a team of two managing partners, and four senior associates. The firm's clients benefit from the knowledge of legal and regulatory framework, and the experience of the partners and associates of Tashko Pustina in some of the complex local and cross-border transactions concerning industries such as: energy, healthcare, telecommunication, food processing, pharmaceuticals, banking, etc. The practice areas of the firm include: corporate and commercial, mergers and acquisitions, public private partnership, procurement, regulatory, competition, real estate, labour, intellectual property, restructuring and insolvency.

In 2012 Tashko Pustina's experts in consortium with Deloitte CE were awarded the project for the liquidation of more than 400 socially owned enterprise of Kosovo, a project which was successfully completed in 2018.

Other industries include: telecommunication, energy, banking, infrastructure, healthcare, pharmaceuticals, information & technology, automotive, and utilities.



Chambers Global

“Managing partner Flonia Tashko-Boriçi garners praise from market commentators for her handling of M&A transactions. She has a broad practice that encompasses employment, competition and financing mandates.”

“Floran Pustina is recognised among market commentators as a key figure in the firm’s corporate and commercial team. He advises on diverse M&A, procurement and restructuring issues.”





BOSNIA AND HERZEGOVINA

Baroš, Bičakčić & Partners is the first domestic law office operating in Bosnia and Herzegovina with its headquarters in both Sarajevo and Banja Luka. The law office is well known for being at the forefront of technological development in the legal sector in Bosnia and Herzegovina, and probably the office with the highest growth rate in Bosnia and Herzegovina. The law office provides a full range of legal services across the following practice areas: Corporate and Commercial Law, M&A, Privatizations, Procurement, Litigation, National and International Arbitration, Regulatory Affairs, Competition, Insolvency, Real Estate, Labour, Restructuring, and Tax.

The experience, professional qualifications, and participation in many complex transactions, allow the law office to set landmarks in the legal field in Bosnia and Herzegovina.



Chambers Europe

“Very detailed professionals who are at the client’s disposal at all times. Their efficiency is indisputable, as they approach all matters very seriously to complete tasks in the shortest possible time.”

Chambers Global

“Clients value department head Nenad Baros for his understanding “that transactions and projects need to be dealt with quickly.” His wide-ranging caseload includes notable activity on capital markets mandates.”





BULGARIA

Founded in 1999, **Spasov & Bratanov Lawyers' Partnership** has grown to become a leading Bulgarian law firm. The firm has strong relationships with major international law firms which allow it to meet international clients' broad range of legal needs. Spasov & Bratanov Lawyers' Partnership boasts premier banking and finance, projects and infrastructure practices dealing with structuring of and advising on all types of lending and financing transactions, including commercial and sovereign lending, project, structured and acquisition finance. The firm owns its offices in Sofia and operates from a single location. Uniquely for Bulgaria, Spasov & Bratanov Lawyers' Partnership boasts US and UK law qualified and experienced partners, which enables the firm to provide legal services at a level commonly expected from international clients. The firm aspires to provide experience of working abroad for its associates and junior lawyers by way of secondments to international law firms and clients in London, Paris, Prague, Budapest and Zurich. Managing Partner Georgi Spasov has performed legal tasks in 20 jurisdictions and was appointed to both ICSID panels by Bulgaria.

Spasov & Bratanov Lawyers' Partnership has developed cutting-edge expertise in established and emerging industries including banking, telecommunications, energy, technology, concessions, competition law and securities markets and media. The firm's clients include banks, multilaterals, development banks and other financial institutions, major corporations and investment funds, government and municipal entities, and private clients.



Chambers Europe

“These lawyers are very knowledgeable and experienced, and able to present different aspects of a certain issue and make recommendations for an informed decision. They have the resources to carry out large volumes of work in a diligent manner, and are very dedicated.”

“Not only are these lawyers very knowledgeable and experienced from a legal and regulatory perspective, but are also very dedicated to what they do. They can take on large volumes of work and have the resources to carry it out in a diligent manner.”

“Managing partner Georgi Spasov comes described as extremely knowledgeable, understands what is required very quickly, and is very realistic and practical”.





CROATIA

Madirazza & Partners Attorneys at Law LLP is a Croatian full-service business law firm. Since 2000, the firm provides thorough and reliable legal services to Croatian and international enterprises and private individuals. Following the shifting demands of the market and the growth of its team, Madirazza & Partners Attorneys at Law LLP has expanded the scope of practice areas to cover some specialty fields. The firm has been mandated on a number of landmark projects and transactions in Croatia, notably the EUR 5 billion Agrokor group restructuring, the EUR 300mn Zagreb Airport expansion project, and a EUR 120mn sale of a major Croatian hotel chain and EUR 67mn SPO of the largest food manufacturing company in Croatia. The firm is also a market leader in wind park project development and financing. It is highly ranked by Legal 500, Chambers and Partners and IFLR for its key practice areas.

The firm has a prominent position in the Croatian market due to its reputation, personnel, size and expertise in various corporate law matters, secured financing, capital markets, M&A, renewable energy, project finance, corporate governance, real estate, foreign investment and company restructuring.



Legal 500

“**Madirazza & Partners Attorneys at Law LLP** has ‘excellent banking and finance insight’ on behalf of international and domestic lenders and corporates (...) provides a ‘timely and accurate service’ encompassing M&A, corporate governance advice and pre-bankruptcy counselling, (...) a strong reputation among international clients engaged in renewables projects”



Chambers Global

“Well known for representing leading domestic lenders, as well as global investment banks. Particularly active in capital markets transactions and also offers advice on banking-related disputes and financial restructuring. Strong presence in the area of project financing, especially within the energy sector.”

Chambers Global

“This is a well-organized, highly motivated department, with each team member bringing specific competencies to a deal. I would recommend the firm for its client-friendly approach to diverse legal issues.”





NORTH MACEDONIA

Law firm **Knezović & Associates** is a leading North Macedonian law firm dedicated to corporate law, with a track record of advising in some of the most prestigious deals, including high end M&A transactions. The team members are dedicated to legal excellence through continuous legal education. Over the past eighteen years of existence the firm has specialised in full scope of corporate and commercial matters, including Corporate Governance and Disclosures, Merger, Acquisition and Divestiture, Competition Matters, Banking, Finance and Insurance, Civil Law Litigation, Tax Matters, Product Quality Litigation, Industrial Compliance, Health & Safety, Immigration Matters, Intellectual Property / Trademarks, Bankruptcy, Employment and Labour and Environmental. The firm also has past records of representation in front of the ICC Court of Arbitration. It provides services to the prestigious corporations as well as institutional clients. Some of the flagged engagements include leading corporations in the FMCG industry, privatisation of electricity companies and complex public private partnership deals.

The client list includes leading worldwide corporations, international banks, insurance companies, organizations and government institutions.



Chambers Europe

“Experienced domestic commercial law firm which acts for a range of global corporations with business in North Macedonia, as well as domestic corporate clients. Strong track record of cases involving clients from the financial sector.”

“Head of practice Dejan Knezović is this firm’s primary figure for commercial work, covering transactional, financial and other corporate matters.”



Legal 500

Law Firm **Knezovic & Associates** is widely praised for its experience in business law and project finance transactions; it also acts in significant arbitration matters. Dejan Knezovic is a key contact





MONTENEGRO

Prelević Law Firm was established in 1991 and has grown to become the largest corporate law firm in Montenegro. With a team of 18 lawyers and offices in Podgorica and Budva, the firm covers the entire spectrum of business-related practice areas and is a true leader in the legal landscape in Montenegro. The firm was entrusted with the recovery of formerly distressed residential and tourist development in the coastal area of Montenegro. Prelević Law Firm is the only office in Montenegro maintaining a German language desk, and currently employs three German-speaking lawyers.

Prelević Law Firm specialises in handling commercial transactions, M&A deals and privatizations and was major advisor in the most important transactions in the banking and financing sector, as well as in the area of property developments and tourism.



Chambers Global

“Sources regard Dragan Prelević as a “very capable lawyer who always finds a solution, no matter what”, adding: “he is one of the best I’ve worked with in Montenegro”. He has an established presence in the Podgorica corporate market, with experience across all aspects of the commercial sphere.”

Chambers Europe

“Commercial real estate is a key area of activity for this local firm. It offers a broad real estate service, advising clients on acquisitions, disposals, developments and transfer of title. The team is also able to offer support on related issues, including tax, insurance and banking”.



The Legal 500 – Europe, Middle East & Africa

“Prelević Law Firm has the market’s largest team and provides ‘a top-quality service’. It is a team of choice for numerous international law firms requiring Montenegrin expertise and typically acts for well-known multinationals and high-profile domestic companies. Clients include the European Bank for Reconstruction and Development (EBRD), Philip Morris International, Deutsche Telekom, Unilever, Ford and Porto Montenegro. Radomir Prelević is widely respected and Dragan Prelević, who leads on many of the transactions, is the main contact at the firm.”

CEE Legal

In June 2017, at special awards ceremony in Warsaw, Dragan Prelevic, managing partner of Prelevic Law Firm, was named the Market Maker for Montenegro (CEE Legal Matters award) a special lifetime achievement award given to the senior lawyer identified by peers as having played the most influential and significant role in creating the country’s modern legal market.





SERBIA

BOPA Bojanovic Partners is a leading full-scale commercial legal practice from Serbia. Work in the firm is organized into specialized practice areas and the office has expertise in all industry sectors. Leading legal directories describe BOPA Bojanovic Partners as “a premium commercial law firm” and “one of the best in Serbia”. The firm brings together some of the most established legal professionals with strong industry knowledge and a track record of dealing with some of the most prominent and truly ground-breaking transactions in the region, in a total value of EUR 3 bn. Also, BOPA Bojanovic Partners is the firm of choice for clients dealing with private equity and venture capital transactions, with a specialised department covering this segment of work. Furthermore, BOPA Bojanovic Partners is the only Serbian law firm with a dedicated department for sports arbitration, representing some of the leading names before the court of arbitration for sport in Lausanne, Switzerland. The lawyers from the firm have been educated at leading international universities and hold business degrees in addition to law degrees.

The law firm provides a full range of legal services across the following practice areas: Corporate and Commercial Law, M&A, Privatizations, Procurement, Litigation, National and International Arbitration, Regulatory Affairs, Competition, Insolvency, Real Estate, Labour, Restructuring, and Tax.



Legal 500

“(…) one of the best in Serbia for sure, it has defied market conditions by adding lawyers and clients in the past year, attracting Lukoil, Skechers, Tesla Motors, Mitsubishi and Sberbank, to name a few. Vladimir Bojanovic is a highly experienced corporate lawyer.”

“(…) highly professional’ team ‘absolutely client-oriented’ and acts for Sberbank Austria, UniCredit Bank Serbia, and highly qualified in the field of transaction finance.”

“(…) a premium commercial law firm’ and is making waves in the market. The firm is advising a leading private health institution on franchise agreements and its operational structure. Clients note the firm’s business experience, efficiency and ‘comprehensive approach to transactions’.”



Chambers Global

“(…) according to impressed interviewers, Vladimir Bojanovic “understands the market, knows what the client needs, and is very prompt and helpful. He primarily represents international organisations in transactional matters, and acted for Israeli company King Engine Bearings on the planned acquisition of a Serbian company.”





SLOVENIA

Law firm **Kavčič, Bračun & Partners, o.p., d.o.o.** is an established, modern, full service Slovenian law firm, offering a complete range of legal services in selected areas of civil and commercial law to national and international financial institutions, various companies and other business subjects. With a professional and pragmatic approach to business issues, the firm provides legal solutions tailored to a variety of client needs. The lawyers from the firm are respected legal experts, with broad experience and excellent legal knowledge. They excel in ambition, dedication, professionalism, and qualifications on par with the highest international standards. Recognised for its understanding of clients' business operations, the team of lawyers is committed to delivering comprehensive and efficient legal advice and solving most complex legal situations.

Law firm **Kavčič, Bračun & Partners, o.p., d.o.o.** offers legal services in various fields of law. Division of work by industry sectors and areas of practice enables the firm to gain complete and in depth understanding of their client's business operations and markets on which they operate.



Chambers Europe

“The service is **high-quality**. They are **responsive, proactive and highly experienced**. They give us the support we need so that we are able to successfully manage our business.”

“The **service is top-notch** and the lawyers are **loyal, client-oriented and hard-working**. They are always looking for solutions for the client.”

The Legal 500

“Law Firm Kavčič, Bračun & Partners, o.p, d.o.o. impresses with its **‘knowledge’** and **‘responsiveness’**, and provides **‘tailored advice’**, particularly across competition, corporate and M&A, restructuring and finance instructions.”

Iflr 1000

“The firm is **highly professional, dedicated**. They provided us with the personal touch.”

“**Excellent work**, highly responsive, great attitude.”





Practice areas

BANKING AND FINANCE

- › General banking finance
- › Financial regulation
- › Capital markets
- › Syndicated lending
- › Public-private partnership
- › Insurance
- › Derivatives & structured finance
- › Restructuring
- › Distressed transactions
- › Investment funds

CORPORATE M&A

- › Mergers and acquisitions
- › Privatizations
- › Joint ventures
- › Management buyouts
- › Corporate and tax structures
- › Leveraged buyouts
- › Status changes
- › Takeover bids
- › Private equity and venture capital transactions

COMMERCIAL

- › Corporate governance
- › Business and commercial contracts
- › Public procurement
- › Data protection and privacy
- › Consumer protection
- › Environmental law

COMPETITION AND ANTI-TRUST

- › Antitrust
- › Merger control
- › Dawn raids
- › State aid
- › Public procurement
- › License agreements
- › Competition litigation
- › Trade related issues
- › Distribution
- › Franchising
- › Commercial agents' law

EMPLOYMENT

- › Work management
- › Termination of employment
- › Salary system and employment incentive plans
- › Restructurings and reorganisations
- › Outsourcing
- › Strikes, lock-outs
- › Collective bargaining agreements
- › Trade unions
- › Industrial action
- › Management
- › Cross-border hires
- › Personal data protection
- › Restrictive covenants
- › Labour disputes
- › Share ownership plans
- › Tailor-made in-house client seminars
- › Immigration

REAL ESTATE

- › Real estate acquisitions
- › Project development
- › Project and real estate finance
- › Real estate management
- › Construction
- › Construction and real estate litigation
- › PPPs
- › FIDIC advisory

DISPUTE RESOLUTION

- › Arbitration
- › Commercial litigation
- › Litigation
- › Labour disputes
- › Compliance proceedings
- › White collar defence
- › Alternative dispute resolution enforcement
- › Commercial offence and misdemeanour
- › Administrative proceedings
- › Constitutional appeals
- › Sports law proceedings

INSOLVENCY, RESTRUCTURING AND REORGANISATIONS

- › Insolvency
- › Liquidations
- › Reorganisation and corporate restructuring
- › Restructuring of loans
- › Representation of creditors and debtors
- › Acquisition of companies from bankrupt estates
- › Out-of-court settlements

PRIVATE EQUITY AND VENTURE CAPITAL

- › Acquisition and corporate finance
- › Fund structuring
- › Administration
- › LBOs
- › MBIs
- › MBOs
- › IPOs
- › Strategic exit strategies

COMPLIANCE & WHITE-COLLAR CRIME

- Anti-bribery and anti-corruption
- Data protection compliance
- Anti-trust compliance
- Employment law compliance
- Internal compliance programs
- Employee fraud
- Internal investigations
- Public relations and crisis communication
- Risk assessment of operations
- White collar crime representation
- Breach of professional secrecy
- Creation of whistleblowing hotlines
- Criminal compliance advice and workshops

REGULATORY

- Energy and infrastructure
- Pharmaceuticals and healthcare
- TMT - telecoms, media, technology
- Food and beverages
- FMCG
- Privatisations
- Environmental law

TAX

- Tax planning and transaction structuring
- Corporate reorganisations
- Stamp duty and transfer taxes
- Representation before tax authorities
- Tax litigation

IP - INTELLECTUAL PROPERTY

- Anti-piracy
- Copyright
- Designs
- Domain names
- E-commerce
- IP transactional work (M&A, finance)
- Licensing
- Patents
- Brand development
- Prosecution (TM and designs)
- Software agreements
- Trademarks



Contact

C O N T A C T

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A stylized map of Southeast Europe (SEE) is shown, composed of blue and yellow lines and dots. The map is overlaid with a network of blue lines, some solid and some dashed, connecting various points. Several yellow dots are scattered across the map, and a few blue dots are also present. The overall style is modern and abstract.

Full scale leading law practice in SEE

adriala





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www.adriala.com