

# ROKAS

## COMPANY *PROFILE*

JANUARY 2024



## About us

Established in early 1977, Rokas has grown substantially and has developed into an international network of independent law firms and business consulting companies that spread across the countries of the Central and SE European region.

We hold to the vision of providing conclusive solutions to an international and regional client base. Through our network that combines fast decision-making processes, a shared innate comprehension and in-depth knowledge of local cultures, attitudes and business environments, ready access to information and resources along with a team of specialized and experienced lawyers who have the ability to conduct business in a variety of languages, we are in a position to offer our clients comprehensive legal advice and effective legal project management on major projects.

Growth sectors such as energy, electronic communications, infrastructure and finance are incorporated in our fields of expertise.

Our team of experts is active in advising numerous foreign and local companies on their M&As in the countries where we operate.

Quality driven legal services network dedicated to the support of clients' quest for competitive advantage.



## Our Mission

Committed to helping our clients achieve their commercial goals, the *Rokas* team delivers high-quality advice and effective business solutions. We are **acknowledged for** our:

- international dimension
- agile legal project management
- professional and problem-solving attitude
- team quality, reliability, efficiency and speed
- expertise in a broad range of practice areas, covering most market sectors
- in-depth sector and regional knowledge
- innovative and tailor-made approach
- comprehension of legal and regulatory nuances
- understanding of EU issues and regulatory framework pertaining to State institutions
- flexible approach to changing environments

## Our Clients

Commercial corporations from multinational to smaller, local ones active in insurance, banking, finance, energy, technology, media and telecom sector, construction, real estate, etc. businesses in the aluminum, steel, electricity and gas sectors, tobacco and courier companies, state institutions, regulators, etc.

Project leader and member of consortia in various projects concerning the strengthening, modernization and regulation of the insurance energy & environment and the technology, Media and Telecom sector supporting of public administration and justice reforms assisting in privatizations in several countries of Central, Eastern and SE Europe.

Our people understand that high quality legal services and agile legal project management is the differentiating advantage to a client planning to expand its business in Southeastern Europe.



**Leading reputation  
International Team**

**70 Lawyers**

**11 Languages\***

**9 Jurisdictions**



Athens  
Belgrade  
Bucharest  
Podgorica (assoc.)  
Prague  
Sarajevo (assoc.)  
Skopje  
Sofia  
Thessaloniki  
Tirana

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## KEY PILLARS

### Transactions /Advisory /Regulatory

One of the core pillars around which our legal practice develops is the consulting/ advisory practice. Our legal team has a long tradition of academic presence combined with significant practical expertise in both daily matters and, particularly, in managing complex legal, institutional and transactional matters.

*Rokas'* services include advice, legal planning and legal project management, M&As and privatizations, negotiation and transactions, in all sectors of the firm's activity (general commercial as well as insurance, pharma, energy, hospitality, real estate, e-communications, labour, etc.).

The members of our legal team are engaged in providing legal advice concerning the establishment, operation and regulatory compliance, identification of compliance gaps and necessary remedial measures, transformation and M&A transactions, winding-up of undertakings and legal entities of all forms.

A considerable part of our practice entails the provision of comprehensive legal support in the design, programming and implementation of a wide range of transactions and compliance projects. Such support includes the planning and the project management for the implementation, e.g. the drafting of the necessary documentation, the preparation and submission of required filings and liaising with the competent Authorities, and the correlating of the various workstreams for the timely realisation to be achieved.

Daily routine support is included in our daily business, as our goal is to support our clients in forming an efficient legal and regulatory strategy, to make available sophisticated support both in transactions and consulting, but also to provide them with swift and flexible solutions in their daily routine.

### Dispute Resolution

More than half of the Firm's practice is dedicated to dispute resolution, including court litigation, arbitration, and alternative dispute resolution (ADR) in a wide range of cases of commercial, civil and administrative law.

We are honoured to have litigated with successful results before Greek courts and special tribunals at every instance, from urgent applications for interim measures to complex and lengthy disputes before the Supreme Courts; also, in court proceedings before the Court of Justice of the EU and the European Court of Human Rights. *Rokas* had been originally known for its expertise in insurance litigation/arbitration but has with time and by enhancing its pool of experts, expanded its footprint in general commercial and corporate disputes as well as in conflicts involving the regulated sectors where we engage, such as energy and the healthcare sector where our litigation practice is considerably active and widespread.

The Firm has built a distinguished practice in the field of commercial arbitration, both domestic and international. Partners in the team are registered arbitrators and experienced mediators, having dealt with high profile cases in Greece and abroad. The Firm has acted in a variety of arbitral seats (London, Paris, Geneva, Zurich, Vienna, Athens, etc.) and under the most well-known arbitration rules but also in ad hoc arbitrations.

## PRACTICE AREAS

### Banking & Finance

The *Rokas* team has longstanding experience in providing solutions and business - oriented legal advice to clients on the formation and operation of banking and stock market companies, stock exchange listings, public offerings and private placing of securities, corporate finance, (including M&As, real estate financing, asset financing and leasing, investment funds, including listed funds and offshore funds, investment structures, venture capital funds, project financing, cross-border financing, banking regulation, compliance, contract/lending drafting and litigation), at a national and European level. We regularly consult public and private commercial banking and financial institutions on new regulatory and case law developments in the financial sector and assist them in complex transactions and compliance matters, as well as in M&As, corporate governance regulations and consumer and sensitive data protection issues in retail banking activities.

### Experience Highlights

- Advising a **Greek Bank in the loan to Montenegro** company in the amount of Euro 60 mio for the financing of a construction of a complex of business buildings and the respective collaterals
- Advising Alpha Bank in Serbia, and its affiliated banks in Albania, Cyprus and UK, regarding a set of loans provided to a Serbian and Albanian group of companies, proposing amendments of the loans and coordinating the team of lawyers from the relevant jurisdictions
- Advising a Serbian bank regarding merger of its Greek parent bank to another Greek bank without any subsidiary in Serbia. The work included obtaining the respective approvals from the Serbian National Bank and the Serbian Competition Agency
- Advising a Serbian bank and its Greek parent bank on an **EBRD loan** (of total 200 mio Euro) agreement provisions and proposing amendments related to the liabilities of the banks
- Acquisition of the Serbian Post bank by the Greek bank, Legal Due Diligence Report for a Serbian Bank and advising on share purchase of the majority shares of that Bank; subsequent support the bank in drafting of all types of banking agreements to be applied by the acquired bank
- Conduct of legal due diligence on **Armo Sh.a**, the Albanian state-owned oil refining and wholesaling company under privatization. During the privatisation the purchaser acquired 85% of the shares owned by the Albanian Ministry of Economy Trade and Energy (METE). Our work also included review of the SPA and advising of the BNP Paribas regarding the project finance and securing of the investment



**Contact Partner:**  
**Alkistis Christofilou**



## Capital Markets

In the course of our continuous involvement in financial law-related projects, our Firm has built substantial expertise in relation to the legal framework regulating debt and equity capital markets, securities and derivative products, market participants and market infrastructure. We are in the best position to provide state-of-the-art legal services to banks, other financial institutions and tier-one international law firms seeking advice on local laws.

*Rokas* drafted the Corporate Governance Rules for a number of joint stock companies, including some of the largest market players in Greece. As for most recent assignments, we advise a number of market players, primarily listed companies, on issues related to Shareholders' Rights, ESG and the adoption of Greek Corporate Governance Codes.

We provide senior quality legal services to various clients referring to a broad spectrum of financial services including as such consulting on initial public offering / private placements services, underwriting and other investment services, provision of investment services, reforms of regulatory and contractual frameworks, services in securities / financial instruments custody arrangements, services in stock and derivatives exchange / OTC transactions, in clearing custody, settlement and other related post trading services.

## Experience Highlights

- 12 cases related to the listing on ATHEX stock Exchange market.
- Drafting of clearing services agreements for two major credit institutions (EMIR, ATHEXClear rulebooks)
- Provision of legal services to independent financial firms/ investment services providers related to their activities and authorization issues
- Advising clients and listed companies on compliance issues in Shareholders Rights Directive
- Consulting on the implementation of MiFID I and II rules
- Legal advice regarding the Alternative Investment Fund Managers Directive (AIFMs) for a collective investment undertaking which aimed at activating National Private Placement for real estate in Greece
- Consulting on licensing requirements for the distribution of unit linked products for mutual fund registered in another EU Member State
- Providing legal opinions as regards margin and securities- backed lending in relation to transactions in financial instruments
- Advise on the suitability of a structured derivatives product and its impact to the functioning of related services and markets structuring.
- We consulted PPC and other energy stakeholders for their participation as members to the Greek energy markets and energy derivatives market (HENEX Group) and concluded the related contractual and compliance work.

**Contact Partner:**  
**Prof. Dr Ioannis Rokas**



## Competition/ Mergers & Acquisitions

### I. Competition

Committed to helping our clients achieve their commercial goals, Rokas delivers high-quality advice and effective business solutions wherever antitrust issues arise. Our mandates include cases from clients in regulated industries such as finance, insurance, energy and other, where our team of experts combines its knowledge and practical experience on the sector-specific regulation with the antitrust norms in delivering efficient and compliant solutions.

We have successfully handled numerous Competition Law cases covering both court litigation and administrative proceedings before the Hellenic Competition Commission, as well as numerous complaints, on behalf of either the complainants or the defendants. The partners of our EU Law team have also successfully handled cases relating to State Aid Law.

Our lawyers have been active in publishing articles and delivering speeches at international conferences, regarding various contemporary issues on EU and national Competition Law.

### Experience Highlights

- Piraeus Port Authority (OLP) | Advice on State Aid and European Competition Law issues, regarding the privatization of the Greek national harbor
- AGET Heracles (LafargeHolcim Group) | Advice on negotiations with third parties and appearance before the Hellenic Competition Commission in view of the investigation initiated by it on the operations followed in the cement manufacturing process.
- HRADF | Advice on the concession granting for the construction and operation of the off shore Gas Storage (UGS) facility in Northern Greece, including preparation for launching of the tender procedure, drafting of necessary legal and regulatory provisions
- National Federation | Consultation on a complaint lodged before the Hellenic Competition Commission regarding alleged anticompetitive agreements and abuse of collective dominant position on behalf of a vast number of motor vehicles companies and insurance undertakings.



## II. Mergers & Acquisitions

*Rokas* has significant experience in national and cross-border mergers & acquisitions, business portfolio transfers and joint ventures in the private sector, as well as in large privatization projects and initiatives both in Greece and Southeastern Europe, acting as consultant either to sellers or to potential buyers.

Innovative and creative solutions alongside and agile project management are offered.

Our services commence with advice on the planning of the legal and regulatory strategy, and the appropriate transaction structure. We undertake the legal, licensing and regulatory project management. We prepare, file and present to regulatory authorities the requisite notifications and support the client up to the issuance of the necessary licenses or clearances. In transactions of wider interest such as privatisations in regulated areas of the economy, we also assist in the drafting of the relevant law and regulation that may be introduced for the furtherance and completion of the project.

Our team of experts performs legal due diligence work, drafts DD reports on behalf of vendor or purchaser and drafts/ negotiates contractual documentation (Share Purchase Agreements, Shareholders Agreements, Transitional Services Agreements).

*Rokas* also delivers high-quality legal advice and effective business solutions wherever antitrust issues arise, including in contemplated JVs, design of business practices and filing of notifications in the context of M&A transactions.

## Experience Highlights

- Advisor to MetLife in the sale of its Greek subsidiary to NN (2022)
- Partial demerger and transfer of ownership in composite insurance company (2022)
- Advising the HRADF in the development and concession of the Mykonos Port (ongoing)
- Advising HRADF in the Kavala Underwater Gas Tank project (ongoing)
- Howden Matrix Insurance & Reinsurance Brokers portfolio transfer (2020)
- Advisor to PPC in the ownership unbundling of ADMIE (2017)
- Sale of NRG to Motor Oil group (2018)
- Acquisition of hotel group and residences in Sofia, Bulgaria (2017)
- Alpha Bank sale of its subsidiary Bank in North Macedonia (2015).



**Contact Partner:**  
**Alkistis Christofilou**

## Corporate & Commercial

Rokas' comprehensive range of corporate advice extends from the establishment phase of corporations, through to post-incorporation day-to-day advice as well as in winding-up procedures. Our Corporate & Commercial law team has developed extensive experience by assisting and representing various clients and in diverse needs, on the relative issues of each corporate field.

Our experts provide services including the drafting of articles of association/ incorporation documents, shareholders' and partnership agreements, preparing and implementing board of directors' and general assembly minutes, legal advice on business activity issues, etc. We provide legal services in connection with the drafting and review of contractual texts, including service agreements, supply contracts, consumer terms and conditions, distribution agreements, in order to ensure compliance thereof with applicable general commercial and civil law, consumer law, competition law, et. al. Our Firm has also vast experience in shareholders' disputes and company law litigation.

In the framework of our commercial law practice, we have expanded our niche clusters including among others insurance, energy, pharmaceuticals, environment, and the Telecoms cluster, providing advice on electronic communications services providers on regulatory and compliance matters, and our GDPR cluster, which provides legal support to companies of high GDPR sensitivity.

Our goal is to support clients in forming an efficient legal and regulatory strategy, to provide swift and flexible solutions and, where needed, to make available sophisticated support both in transactions and consulting, as well as in litigation and conflict resolution.

## Experience Highlights

- Corporate and licensing restructuring of one of the largest international insurers in Greece
- Successfully representing pharmaceutical companies in clawback litigation
- Recently enhanced by assignments with regard to the Hellinikon Project and tender projects issued by island municipalities
- The share-sale of MetLife Greece to NN;
- Preparing the establishment of a fintech-based non-life insurance company
- Legal due diligence of the leading assistance services company in Greece in view of divestiture
- Advising the headquarters of one of the largest European reinsurers on the acquisition of a Greek reinsurance portfolio in liquidation
- Assisting investor insurer on the participation in a JV pool providing assistance services and relevant fintech
- Multiple cross-border and national transfers of business portfolios.

**Contact Partners:**  
**Alkistis Christofilou**  
**Christos Theodorou**

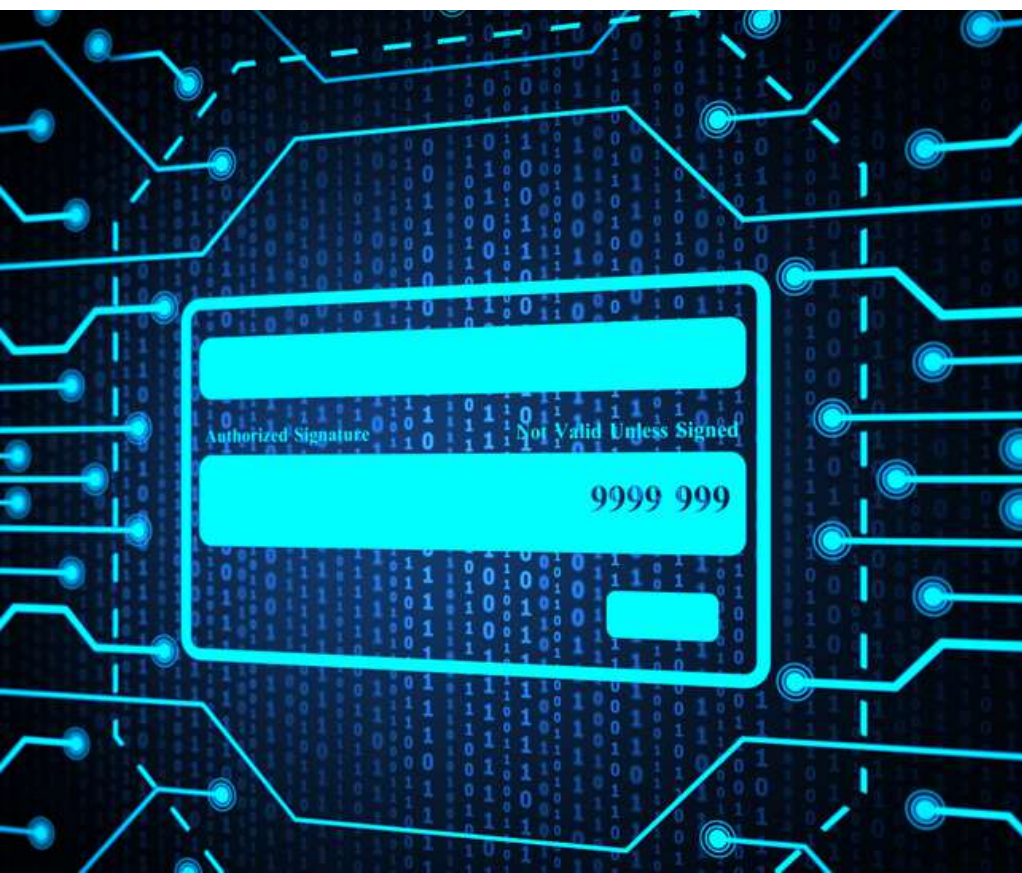
## Data Protection, Cyber & Privacy

Our data protection law team actively advises our clients across various market sectors (insurance, pharma, electronics, event planning, shipping etc.) on all aspects of data protection and privacy law. We closely follow up on the legal, regulatory and case-law developments at a national, EU and international level, including in particular the evolving cybersecurity regulations as well as any new initiatives and regulatory proposals concerning the use of advanced technologies (e.g. blockchain, IoT, etc.). The Covid-19 crisis has caused a dramatic increase in the use of digital communications as well as an increase in the cyber-crime rate. Our data protection and privacy team, backed by our strong insurance team, possesses a deep understanding of cyber risks and of ways to detect the related legal needs.

The combination of our data protection law expertise, with our practical experience in other legal sectors, particularly concerning regulated markets and undertakings, places us in an optimal position to design and implement compliance strategies and solutions custom-made to the specific needs of highly-regulated businesses.

## Experience Highlights

- Contact persons with AIG Greece for the Data Protection Officer services provided to the company. In this context, our Junior Partner, Viktoria Chatzara is the appointed contact person with the Hellenic Data Protection Authority
- Accomplished GDPR compliance projects for clients in diverse sectors (pharmaceuticals, marine industry, events planning), covering data mapping and gap analysis and drafting of internal policies, procedures and agreements
- Assessing data breaches and preparing notifications



**Contact Partner:**  
**Prof. Dr Dr K.**  
**Christodoulou**

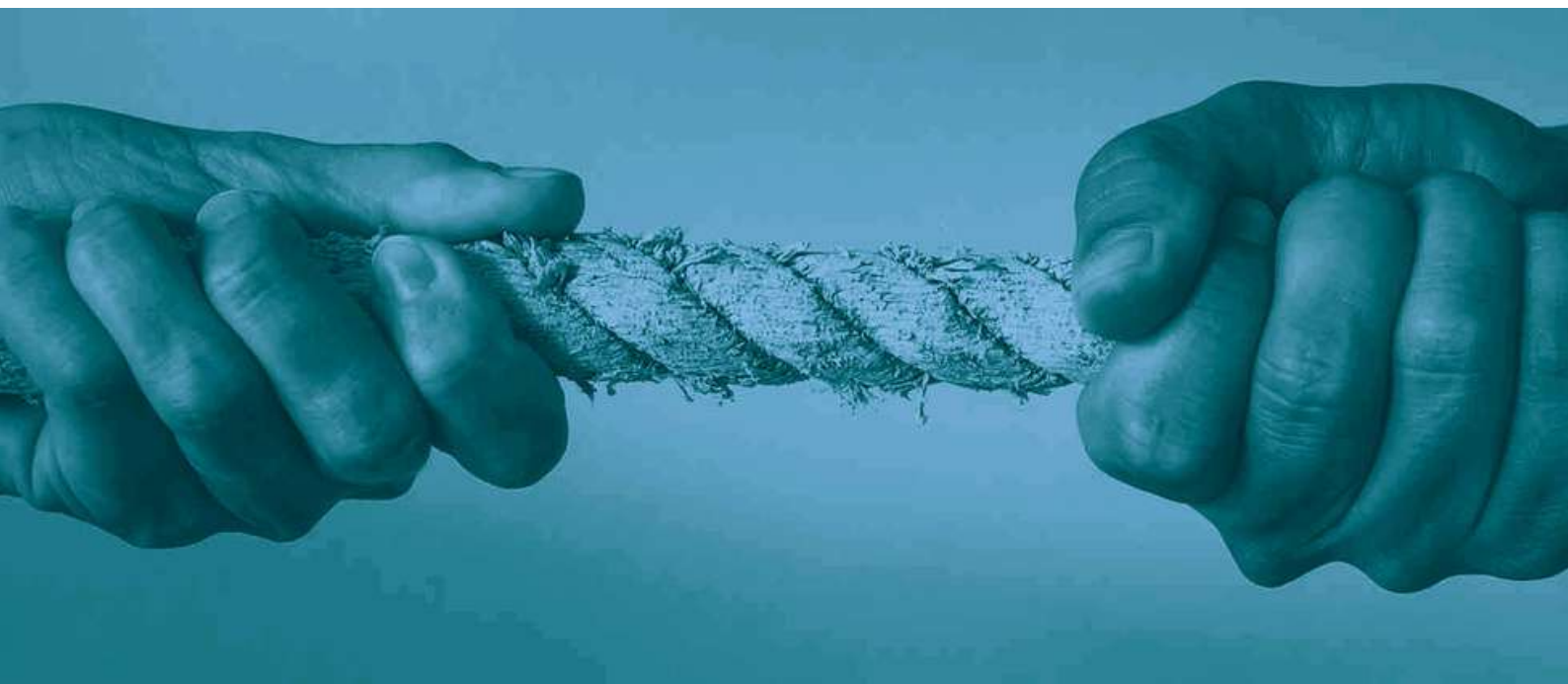


## Dispute Resolution & ADR

The Firm's dispute resolution team undertakes all types of dispute resolution: representation before courts and tribunals dealing with commercial matters, ICC and other types of international arbitration, and all forms of extra-judicial settlement of disputes and alternative dispute resolution (ADR) procedures, such as mediation, mini-trials and adjudication. Our partners in the dispute resolution team are registered arbitrators and experienced mediators and have dealt with high profile mediations in Greece and abroad.

### I. Arbitration

The Firm has built considerable expertise in the field of commercial arbitration (both domestic and international). *Rokas* conducts arbitrations under the most well-known arbitration rules, including those of International Chamber of Commerce (ICC), London Court of International Arbitration (LCIA), American Arbitration Association (AAA), European Court of Arbitration (ECA), Vienna Rules, Zurich Rules, Stockholm Rules and other, but also ad hoc arbitrations esp. under UNCITRAL Arbitration Rules. The firm has acted in a variety of arbitral seats, including London, Paris, Geneva, Zurich, Vienna, Stockholm, Brussels, Frankfurt-am-Main, Athens, Helsinki, Bucharest etc. Our in-depth expertise and experience covers, not only general arbitration rules, but also specialized areas, including maritime (LMAA, SMA, PAMA), commodities (LME), intellectual property (WIPO), construction (FIDIC, including pre-arbitral DABs), investment and energy.



## Experience Highlights

In view of the confidential nature of arbitral references, we indicatively mention two instances of major importance, among many others, which demonstrate our in-depth expertise in the field:

- Following a tender procedure, *Rokas* was selected by the Republic of Montenegro to represent it in high profile investment and M&A arbitration proceedings regarding an approx. €500 mio claim made against it by a major conglomerate [one of the top 2 largest worldwide commercial and industrial conglomerates] in relation to an aluminium smelter industry investment, with a positive result for our client. This has been the first known case where a foreign Government selected a SE European law firm to defend and secure its vital interests in international arbitration proceedings.
- *Rokas* represented various national Guarantee Funds in the first two arbitrations conducted under the ad hoc arbitration procedure provided for in the 1995 Convention on recourse between Guarantee Funds on the Insolvency of a motor liability insurer operating in the Single Market, which involved claims exceeding € 100 mio in the first case and €50 mio in the second case, and complex issues arising out of the high-profile insolvencies of two EU insurance undertakings with cross-border implications.

**Lloyd's Underwriters and other London Underwriters** | Defend the insured brokerage company against a claim for negligence in providing insurance brokerage services towards one of Greece's largest shipping companies. To be more specific, the insured insurance & reinsurance broker allegedly failed to detect signs of financial hardship in one of the insurers it proposed to place the "hull & machinery" risk of the shipping company's whole fleet, not only at the time of inception of the policy, but also during the policy period and up to the occurrence of the risk (fire during refurbishment of a ship). The shipping company attributes the failure to collect the respective percentage of indemnity from the now bankrupt insurer to the poor performance of the brokerage services by the insured

**Motor Insurers' Fund Hellas** | Representation in an international mediation in Brussels, under the auspices of the Council of Bureaux (CoB), in a dispute involving the interpretation of a "false, unauthorised or illegally altered Green Card" and the way it is "presented", under Article 9 of the Internal Regulations of CoB. This is a significant provision as it provides that a Green Card Bureau may be liable to compensate even for a falsified Green Card (which is a certificate for motor third party liability insurance in cross-border circulation). This matter has wide implications in the cross-border circulation of motor vehicles in Europe



**Contact Partner:**  
**Dr Antonios Tsavdaridis**

## II. Litigation

Litigation has been a principal area of practice since the very early years of the Firm's establishment and still continues to form a significant part of the firm's expertise. We undertake litigation in all areas of commercial law, as well as in civil, criminal and administrative law disputes before Greek courts and special tribunals of all instances, from urgent applications for interim measures to complex and lengthy disputes before the Supreme Court and has contributed to the creation of numerous case law precedents, including the Court of Justice of the European Union and the European Court of Human Rights. In addition, members of our Firm appear before the High Courts of common law jurisdiction countries and provide expert opinions on Greek law matters.

### Experience Highlights

**Generali Hellas SA** | Litigation conduct before the Supreme Administrative Court against the Greek State, in relation to a series of damages caused to private properties (shops, bank branches, coffee shops and restaurants) during extensive protests in December 2008, which are part of a series of similar claims filed against the Greek State for damages in Athens, Thessaloniki and other major cities of Greece. After many years of litigation, the Supreme Administrative Court issued groundbreaking decisions in this first series of cases, which pave the way for multimillion claims and compensation of damages incurred from incidents during violent protests

**Astir Pallas Vouliagmenis SA** | Regular representation in various court disputes, one of the most iconic resorts in Athens, which has recently fully renovated following an investment of €650 mio and is under the management of Four Seasons.



**Contact Partner:**  
**Christos Theodorou**



## Energy, Natural Resources & Environment

Rokas fields a team of real experts in energy law with considerable experience and an important track record, whose *'long experience in the energy sector brings a valuable contribution to complex energy projects'*.

The team advises clients in connection with the acquisition, unbundling and privatisation of large energy companies, M&As and project development in the RES sector, energy-related regulatory issues and comparative studies, concessions, commercial contracts and licensing procedures. Sector strengths include providing full-spectrum legal support to RES developers (solar, wind, hydrogen, RES storage), as well as traders and suppliers in the electricity and gas industry. Cross-border and multi-jurisdictional transactions are also a particular forte owing to the Firm's expansive SEE footprint.

## Experience Highlights

- Advised Major Greek Electricity Trader regarding commitments of the Bulgarian Energy Holding (BEH) to establish the Bulgarian Energy Exchange within the framework of certain competition issues initiated by the European Commission against BEH. Our task particularly concerned advising on the main features of the energy exchange and its potential for trading
- Advised an electricity supplier regarding the EFET and ISDA agreements conclusion and negotiation; support regarding the compliance with the European and national legal requirements for its participation in the wholesale electricity and gas markets, as well as energy derivatives markets, particularly those arising from EMIR, REMIT and other
- Advising clients regarding registration and participation in the electricity and gas markets of the Hellenic Energy Exchange
- Greek Electricity Supply Company: Advice on the licensing required for concluding Contracts for Difference on energy (CfDs) in Greece and in Serbia and reviewing of such CfDs
- Advising the Hellenic Restructuring & Development Fund (HRADF) in the strategic project for the development and concession of the South Kavala Underwater Natural Gas Storage facility in a depleted natural gas tank (ongoing)
- Transfer of the innovative energy trader and energy provider NRG to the Motor Oil Group (2018).



**Contact Partner:**  
**Mira Todorovic**  
**Symeonides**





## EU Regulatory & Compliance

Rokas has ample advisory activity in EU law, while it has defended cases which cover the spectrum of European Union Law, both before the Courts of the European Union (Court of Justice, General Court, Civil Service Tribunal) as well as before the national Courts, and it has represented clients before competent EU institutions.

Our expert teams follows closely the developments of European Union law and case-law, particularly in the areas of state aid and competition law, as well as sector specific law in the area of utilities networks, public procurement, banking and capital market law, European funding, environment and energy law. Apart from our extensive experience in privatizations and the granting of illegal state aid to problematic enterprises by the Greek Government, we have successfully lodged, on our clients' behalf, a number of complaints with the European Commission against measures deemed to be incompatible with EU law provisions or principles.

The increasing importance of EU law poses a great challenge for economic trade, and the business world is very often faced with sophisticated EU economic incentives or issues, which need to be examined, evaluated and settled in an efficient and swift way, with the aim of avoiding long litigation proceedings. Through a flexible team of legal experts that builds trust and direct communication with the client, innovative solutions are found and strategic advice provided on matters pertaining to European Law. Our team's scientific expertise, long-standing experience and flexibility, in close contact and cooperation with the client, ensure that we maintain high standards and provide effective legal services.

## Experience Highlights

- We provide comprehensive legal advice on the compatibility of rebate schemes with the applicable EU and Greek competition law to importers of white and black electronic devices
- We reviewed a "voucher" scheme contemplated by a car manufacturer and advised on whether it qualifies as regulated financial service under Greek law
- We prepared the educational material and we conducted training on the applicable Greek and EU law and regulatory provisions on public procurement to the employees and officers of a global insurer.
- World Bank Subnational Project "Registering Property, Starting Business and Enforcement of Contracts" launched for six cities in Greece, including the review of the Questionnaires, the organization, monitoring and instructions to expert teams in each city, assessed feedback and cooperated with World Bank
- We consulted Nestle on market requirements and regulations regarding a coffee product
- We advised a client on the licensing and launching of two e-scooter sharing systems in Greece
- Legal support to Kleemann Hellas SA in relation to the preparation and filing of requests for European Patents before the European Patent Organization.

**Contact Partner:**  
**Prof. Dr Ioannis Rokas**

## Intellectual Property & Trademarks

Our team is adept at counseling clients on the registration, licensing, management and enforcement of copyrights, trademarks and intellectual property rights in general. Our clients rely on us for advice on the most efficient strategy for the protection of their intangible assets, at a national (in all jurisdictions where *Rokas* is active), EU or international level. We have also successfully represented our clients before competent civil and administrative Courts in protecting and enforcing their intellectual property rights.

### Experience Highlights

- Successfully represented the producers of Zagori water in their trademark dispute against their main competitor
- Advice on the registration and protection of patents and trademarks at international (e.g. before the WIPO), European (e.g. before the EUIPO, the EPO) and local level
- Representation of our clients in administrative proceedings and in judicial disputes before the national authorities (civil and administrative) and courts of all instances, including unfair competition cases, as well as before the EUIPO and the General Court of the EU
- Representation of our clients in multi-party negotiations regarding the rights of collective rights societies, such as those related to the private copying levy
- Defending our clients in disputes arising from counterfeited and pirated goods, customs disputes, parallel imports, goodwill and reputation rights, technical innovations, trade secrets, confidential information
- Advice on transactions entailing IP rights and ranging from a simple license to use agreements to complex transactions
- We provided legal support to Kleemann Hellas in relation to the preparation and filing of requests for European Patents before the European Patent Organization.



**Contact Partner:**  
**Prof. Dr Dr K.**  
**Christodoulou**

## Insurance

Rokas Law Firm is a leader in the market, regularly acting for clients across the gamut of insurance matters, including the development of insurance products, policy wording and drafting, litigation and regulatory matters. Our team is renowned for being 'perfectly up to date with any developments regarding insurance law both in Greece and in the EU.

Our Firm provides specialized **consulting** services (on a permanent or ad hoc basis), on the spectrum of (re)insurance related matters to (re)insurers, intermediaries, mutuals and composites, banks, industrial and commercial undertakings, et. al., on regulatory, law drafting, insurance product development and governance matters, and on policy wording drafting.

Our team of experts is at the forefront of insurance **regulatory reforms** in the EU and in Greece. This goes hand-in-hand with the integration of technological advances into the insurance value chain and the respective regulatory issues arising. We have often advised national (Greek and foreign) and EU authorities on the drafting of insurance laws and regulation, while we regularly advise foreign courts as expert witnesses on aspects of Greek insurance law. Our partners are widely recognized as the foremost academic and litigation practitioners in insurance law in Greece and in the area of Central and SE Europe and have published landmark textbooks and articles on insurance and reinsurance law in Greece and other countries.

## Industry Orientation

Insurance – life and non-life  
MTPL insurance  
Transport  
Industrial covers  
Reinsurance  
Insurance Mediation  
Strategic positioning in national markets  
Legal Project Management



## Experience Highlights

- Insurance claim settlement of €43 mio (for Helleniq Energy)
- Insurance claim settlement of €66 mio (SunLight, the largest non-litigious insurance settlement in Greece ever)
- Handling of ongoing international insurance arbitrations mandated by foreign entities amounting circa €90 mio and €50 mio
- Successful representation of three European Motor Liability Guarantee Funds (the Italian CONSAP, the French Fonds de Garantie, and the Greek Auxiliary Fund) against the UK Guarantee Fund in a complex international arbitration of multimillion value
- Represented the **Cypriot Guarantee Fund** against the Guarantee Fund of Bulgaria in another international arbitration case under the 1995 Insolvency Convention between Guarantee Funds, involving liability for claims of c. €50mio.

**We have assisted in more than 50 M&A transactions in the insurance industry during the last 30 years.** For highlights of our M&As activity pls see the M&As page of this profile.

**We have performed the legal assessment of FoS & FoE activities for numerous insurance undertakings.**



Drafting the new Greek Insurance Contract Act of 1997, which totally replaced the 9th Chapter on Insurance Contractsof the Greek Commercial Code of 1910 in Greece (our Senior Partner chaired the law-drafting committee).

Led the consortium responsible for drafting the new Private Insurance Legislation (insurance contract & state supervision) of Bosnia Herzegovina in 2003, which was assessed as the best funded project of the European Union in the area.

Awarded with a European Funding Project for the strengthening of the insurance regulatory framework in the Russian Federation (INAS II), as a member of a consortium consisting of *Rokas* International Law Firm, PwC, and Standard & Poors.

Led the consortium responsible for deploying the establishment and organization of an independent insurance authority in Romania.



**Contact Partners:**  
**Prof. Dr Ioannis Rokas**  
**Alkistis Christofilou**



## Insolvency & Restructuring

Our insolvency and restructuring team has dealt with a significant number of domestic and cross-border insolvency and restructuring assignments in various sectors, including the insurance industry and has acquired considerable expertise in the provision of respective pragmatic and tailor-made legal solutions.

Within this framework, our firm acts as counsel to enterprises entering an insolvency, restructuring, reorganization, or other equivalent phase and handles the relevant litigation and negotiation. We provide strategic advice to different clients, including corporate debtors and creditors, financial institutions, insurers, insolvency practitioners, etc., on various issues arising in the insolvency and restructuring context, related, among others, to multi-dimensional implications of insolvency proceedings, debt collection, drafting of contingency plans, acquisitions and divestitures of distressed entities.

We also represent corporate clients in legal actions against insolvent entities, in a variety of cases involving outstanding debt collection, collaterals, asset recovery, enforcement of securities, trials against debtors or negotiations for conciliating with debtors, employer and employee rights and obligations etc. We handle matters in liquidation procedures, including special insurance liquidation, and we represent clients in clearing assets from mortgages and seizures and defend creditors' privileges over other creditors.

Our insolvency and restructuring team is committed to providing business-oriented and multi-disciplinary legal services of high quality and reflects as such the philosophy of the firm itself.

## Experience Highlights

- Swiss Pharmaceutical Company: Litigation for the recovery of receivables from customers that were under bankruptcy or reorganization proceedings. Services also included the provision of support to the company (litigation and consulting) regarding the collection of receivables from legal entities controlled by the Greek state, as well as the procedure for the payment of the relevant debts after their restructuring both in terms of the amount of payment and the method of payment, under special legislative provisions
- Private Life Insurance Guarantee Fund: Legal support to the Fund in a series of court proceedings concerning claims of insureds of an insurance group under insurance liquidation
- Assisting an NPL fund to list the legal status of red loans, including collateral, to be assessed by the fund so that it can define its strategy.

**Contact Partner:**  
**Christos Theodorou**

## Labour & Employment

*Rokas* is particularly active when it comes to the implementation of employee restructuring plans such as voluntary exit schemes and collective dismissals and is also in place to call upon the firm's market-leading insurance expertise to assist with large-scale pension and insurance plan matters. Claims before the ECJ and Greek Council of State are also a key part of the caseload, with the team head Christos Theodorou recently providing representation in high-end collective redundancy and pension plan disputes. Further specialist areas include managerial employee agreements and benefits, trade union and data protection issues, immigration and employment-related M&A matters.

## Experience Highlights

- Representation of a major commercial company as employer and as insurer concerning the calculation of the pension benefit (lump-sum) that is provided to its employees who exit for full or early retirement;
- Representation of AGET Herakles, the Greek subsidiary of Lafarge Holcim, on a collective redundancy dispute before the Supreme Administrative Court and the European Court of Justice that led to the amendment of the collective redundancies legislation in Greece;
- Provision of ongoing advisory support to one of the world leading pharmaceutical companies on employment-law matters, as well as in relation to a restructuring plan project;
- Provision of legal assistance to a leading Korean electronics manufacturer concerning all aspects of individual labour law;
- Representation of a major insurance company before Court on a pilot case concerning the existence or not of obligation on the part of the employer, deriving from a Group insurance contract, for the payment of a lump sum benefit to its employees during their exit, in view of the fact that the relevant reserves are not sufficient.

**Contact Partner:**  
**Christos Theodorou**

## Real Estate & Planning

Our Firm identifying the significance of the real estate in Greece and its connectivity with a wide range of investment activities in SE Europe, has developed an experienced real estate team, whose members possess considerable knowledge and a high degree of practice in the field. Throughout the years, our Real Estate team has run complex legal due diligence of urban, commercial and industrial real estates, and has the experience required to deal with the regulation of issues related to urban planning, spatial planning, rights of use and, in general, the legalization and compliance of such real estates. Our Real Estate team advised the investor in several transactions on the purchase, development, construction and operation of real estate for various kinds of investment, such as Renewable Energy, Hospitality, Industrial, Marinas, Logistics, et al.

Moreover, our Firm advised the Greek State and the HRADF on the leverage and utilization of its properties throughout the entire process starting from planning and licensing, through to the tendering and the assignment or transfer to the investor of the respective property.

Over the years private clients have trusted us for their legal support in real estate transactions (sale and purchase, leases, title insurance, city and environmental planning and licensing, project management agreements, all types of collateral).

## Experience Highlights

- Investment – Development projects (involves extremely complex legal issues incl. introduction of legislation, real estate urban planning arrangements and regulatory licenses, expropriations et al); eg. UGS Kavala, Mykonos Port, East Aegean island Marina, Parsons bid for Hellinikon real estate project management, real estate for Pharmaceutical Cannabis projects
- Hospitality – Astir Palace Villas pre-sales, SWOT Hospitality – IN Hotel Belgrade involving the acquisition, agreement with hotel brand/concept owner and management of hotel, the Daskalantonakis acquisition and management of Park Inn Sofia
- Advising a Greek Bank on a project finance facility to a Montenegrin company in the amount of €60 mio for the construction of a voluminous business building, and on the necessary real estate and other collateral
- Various commercial real estate management projects and relevant litigation – shopping malls, shops, warehouses for the largest supermarket chain, the largest bottling company, logistics center, as well as Astir Palace complex
- Sale and leasebacks
- Financing contracts
- Legal / title due diligence for urban and rural real estate for projects or RES developments.

### GOLDEN VISA

Legal support and advice through all the steps of the issuance process of Golden Visa for investors / Non – EU citizens.

**Key Contact:**  
**Alexis Foskinis**

## MEET OUR SENIOR TEAM



**Prof Dr Ioannis Rokas**  
**Senior Partner**

Founder of *Rokas Law Firm*, **Prof. Dr. Ioannis Rokas** leads the Firm's insurance team. Enjoying an outstanding principal specialisation in insurance law, he advises insurance companies and insured on the drafting of policies and on contentious insurance matters, primarily regarding cover and liability. During the last three decades he has developed a long-standing and active practice, representing numerous international and local undertakings in consulting and litigation / arbitration cases on insurance law matters. His further activity includes a noteworthy legal practice in mergers & acquisitions, privatizations, banking & finance, admiralty & maritime, Central and SE European law.

**Alkistis Christofilou**, Managing Partner is heading the *Rokas* Corporate, Commercial and M&A team, has over 25 years' experience in composite national and cross-border transactions involving clients from regulated markets including insurance, media, energy and e-communications, as well as general commercial undertakings.

Actively engages in regulatory and advisory practice with emphasis on insurance law, diagnostics and pharmaceuticals, and e-communications. She has thorough regional knowledge of the SE European area through working closely with *Rokas'* regional offices and through her direct involvement in EU and World Bank funded projects aiming at the integration of the *acquis communautaire* in the fields of regulated utility networks (energy), insurance and financial law.



**Alkistis Christofilou**  
**Managing Partner**



## MEET OUR SENIOR TEAM

**Christos Theodorou**, Partner and Head of the Litigation Team, specialises in corporate and financial law, deregulation and large-scale transactions and advises primarily on insurance, administrative and general commercial law. He has considerable experience in conducting due diligence on undertakings for the purposes of sale, mergers and acquisitions and IPOs / listing on the stock exchange and has substantial administrative law experience both in licensing and advisory work and in litigation before the Supreme Administrative Court of Greece.



**Christos Theodorou**  
Partner



**Dr Antonios Tsavdaridis**  
Partner

**Dr. Antonios Tsavdaridis**, heads the arbitration practice of the *Rokas* Network of offices in SE Europe and is one of the most prominent and experienced arbitration experts in Greece with more than 30 years of experience.

He has appeared as counsel, advisor, co-arbitrator or chairman in dozens of international arbitrations under the most well-known arbitration rules, including those of International Chamber of Commerce (ICC), London Court of International Arbitration (LCIA), American Arbitration Association – International Centre for Dispute Resolution (AAA/ICDR), as well as ad hoc arbitrations esp. under UNCITRAL Arbitration Rules, and acted in a variety of arbitral seats, including London, Paris, Geneva, Zurich, Vienna, Stockholm, Frankfurt-am-Main, Athens, Helsinki, Bucharest etc. He has extensive arbitration and litigation experience with particular emphasis in international trade law, insurance and commercial, construction, energy and investment law.

**Nick Boutsikos** is one of the leading members of *Rokas'* private insurance law and litigation practice, with approximately 20 years of active litigation. He has been member of the Athens Bar Association since 2000 and is authorised to appear before all Greek Courts of all instances.

Nick specialises as an expert litigator in private insurance law, capital markets, intellectual property, unfair competition, real estate, civil liability, contracts (franchising, leasing & factoring) handling complex contentious matters. Further expertise in national and international transport law (road, air, rail, sea) as well as in fire and motor accident cases.



**Nick Boutsikos**  
Partner

## MEET OUR SENIOR TEAM



**Mira Todorovic Symeonides**  
Partner

**Mira Todorovic Symeonides** leads the Energy Team and has more than 25 years experience in commercial law and over 15 years in energy law including on large scale multiple jurisdictional projects, involving also regulatory, dispute resolution issues as well as cross-border matters.

She has been engaged in different aspects of energy law cases, including unbundling and liberalisation of energy markets; energy trade and energy supply issues, project financing; licensing of energy entities and other regulatory and pricing issues; EU acquis compliance studies concerning RES and Public Procurement in Energy; as well as certain issues of hydrocarbons concession law. She supervises *Rokas'* offices of SEE, particularly in regards to energy law issues.

**Dr Dimitrios Chatzimichael**, Junior Partner, has been engaged in the establishment, acquisition and restructuring of many commercial companies in Greece. He is specialized in dispute resolution in the fields of corporate, financial, insurance, intellectual property, administrative, national and international transport and general commercial law.

He has experience in conducting due diligence on enterprises for the purposes of sale and has experience in administrative law litigation before the Supreme Administrative Court of Greece as well as a litigation experience of more than twenty years before Greek Courts of all instances.



**Dr Dimitrios Chatzimichael**  
Partner



**Dr. Daniela Dzabarova -  
Anagnostopoulou**  
Senior Associate | Head of Sofia

**Dr. Daniela Dzabarova - Anagnostopoulou** is the Head of the Sofia branch at *Rokas Law Firm* with more than 22 years' experience and is qualified in the sphere of a variety of legal matters, such as: Corporate Law - advice foreign investments for its establishments in Bulgaria and Greece, SPL's agreements, management agreements, liquidation and insolvency, corporate documentation and activity permits, licenses and registration; Commercial Law - drafting contracts and documentation for multiple jurisdictional projects; Banking Law - has been entrusted by five Bulgarian Banks the supervising of None Performing Loan projects with portfolio of more than 1000 cases in total and numerous cases for unilateral increase of credit loan rates; Insurance Law - consulting insurance company in established of business in Bulgaria, including for operation though on a FoS or FoE basis and providing legal advices regarding operation of insurance company in the Territory of Greece; Real Estate Law - has substantial experience in conducting due diligence on enterprises for the purposes of sale, M&A and financial projects, both in Bulgaria and Greece.

## MEET OUR SENIOR TEAM

**Alexis Foskinis** has acquired substantial expertise as a practicing lawyer in law firms and as a legal counsel in "Carrefour-Marinopoulos S.A." and "Coca-Cola HBC Greece S.A." in advisory and litigation work, including in the areas of corporate and commercial law, M&As, administrative law, finance law, employment law, civil and criminal law, competition law, intellectual property, trademarks and patent law, compliance, contracts (commercial, procurement, manufacturing, toll filling, warehousing and transport services agreements, MoUs, RfPs), regulatory affairs (monitoring market-police and competition legislation, consulting), and real estate (specialised in commercial lease negotiations, agreements and litigation).





## INDICATIVE CLIENTELE



PIRAEUS BANK







## 9 JURISDICTIONS - 70 LAWYERS - 11 LANGUAGES

### ROKAS Law Firm Locations

ROKAS Athens (*est. 1977*)  
ROKAS Belgrade (*est. 1998*)  
ROKAS Bucharest (*est. 1995*)  
ROKAS Podgorica (*est. 2003*) in association with Radinovic Law Office  
ROKAS Prague (*est. 2003*)  
ROKAS Sarajevo (*est. 2003*) in association with S. Bilic Law Office  
ROKAS Skopje (*est. 1999*)  
ROKAS Sofia (*est. 1997*)  
ROKAS Thessaloniki (*est. 2001*)  
ROKAS Tirana (*est. 2003*)

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