

OUR SOUTH-EAST EUROPE GROUP

ALBANIA | BOSNIA AND HERZEGOVINA | BULGARIA | CROATIA
CZECH REPUBLIC | GREECE | KOSOVO | MACEDONIA | MONTENEGRO
ROMANIA | SERBIA | SLOVAKIA | SLOVENIA

Gide Loyrette Nouel is a premier international law firm and the first to have originated in France. Founded in Paris in 1920, the firm now operates from 17 offices worldwide. It has 600 lawyers drawn from 35 different nationalities. Gide offers some of the most respected specialists in each of the various sectors of national and international business law.

Twenty Years of Experience in Central and Eastern Europe

Gide was one of the first international law firms to accompany its clients into Central and Eastern Europe and the Russian Federation by pursuing a policy of regional expansion more than twenty years ago.

With two offices in Central and Eastern Europe, Warsaw (since 1991) and Budapest (1993), as well as its offices established in Kiev (2006), Moscow (1993) and Istanbul (1997), Gide is in an ideal position to offer legal advice to central, eastern and southern European clients, even in the countries in which we do not have a direct presence.

A Strong Regional Coverage



● Gide SEE group

Our well-established regional network of offices is complemented by highly qualified correspondent law firms that enjoy an excellent local reputation and have a solid understanding of the legal and commercial specifics of the countries in which they operate.

« Lawyers in the office regularly co-ordinate cross-border transactions, particularly involving countries such as Bosnia, Croatia, Serbia, Slovakia, Slovenia and Ukraine. »

Chambers Global 2012

ALGIERS
BEIJING
BRUSSELS
BUDAPEST
CASABLANCA
HANOI
HO CHI MINH CITY
HONG KONG
ISTANBUL
KYIV
LONDON
MOSCOW
NEW YORK
PARIS
SHANGHAI
TUNIS
WARSAW

An Integrated and Seamless Service in South-East Europe

With its strategic geographical position and its experienced team of some twenty lawyers and legal consultants drawn from various SEE nationalities, our Budapest office is the logical central seat of operations for our SEE group. The group is under the supervision of partner François d'Ornano who has 12 years of experience in the region in both Belgrade and Budapest.

In Romania and Serbia, we work with correspondent law firms set up by former Gide lawyers, Leroy & Asociații and Marić Mališić Dostanić (MMD) respectively. In all the other countries of the region in which Gide has no direct presence, we have selected highly qualified correspondent law firms according to their respective sets of skills. All these local partner firms have developed close and longstanding ties with government departments and agencies and are therefore in a perfect position to guide our clients throughout administrative procedures and formalities.

Our organisation ensures our clients have a single contact who coordinates the work and offers a seamless service across the region.

Tailored Expertise

Our SEE group offers a "one-stop shop" service to multinational and regional clients in their cross-border transactions and foreign investments in the region. Our expertise is tailored to the areas of law that we identified as being the most commonly requested by our clients in these types of transactions, namely:

- **Projects (Finance & Infrastructure)**
- **Competition, Regulatory & International Trade**
- **Corporate**
- **Mergers & Acquisitions**
- **Real Estate**

Additionally, our teams can provide tax-related, litigation and arbitration legal services.

« This firm has a solid regional reputation and also attracts leading international clients on a range of project finance and energy matters. ... Sources say: 'The team is efficient, takes care of its clients and is always willing to understand how our business works'. »

Chambers Europe 2012

Our Selected Recent References in South-East Europe

- Advising a leading international media company on the merger control aspects of a regional cross-border television channel acquisition. The assignment included an analysis of the related sector-specific regulations in **Hungary, the Czech Republic, Romania and Slovakia**.
- Advising a major French industrial client in relation to competition compliance issues: a mock dawn raid was performed regarding **Hungary** and **the Czech Republic** and the interviews and documents were analysed to draft a comprehensive report.
- Advising a Swiss-French investment group on the creation of a regional joint venture structure to run the wholesale and distribution of the GANT clothing brand in **Hungary, the Czech Republic** and **Slovakia**.
- Advising a French distribution group on the potential sale of its operations in the Balkans including in **Romania, Serbia, Bosnia** and **Kosovo**.
- Advising a consortium led by Vinci Concession on a 29-year motorway public-private partnership contract in **Romania**.

- Advising a German group active in the energy sector on acquiring the majority of the capital in Distrigaz Nord, one of the two national gas distribution companies owned by the **Romanian** state, and on restructuring its activities post-privatisation.
- Advising a French car manufacturer on privatisation and post-privatisation operations of the leading **Romanian** car manufacturer.
- Advising a leading European distribution group on the potential sale of its operations in the Balkans including **Romania, Serbia, Bosnia** and **Kosovo**.
- Advising France Telecom on the privatisation of Telecom Serbia, involving three jurisdictions: **Serbia, Bosnia** and **Montenegro**.
- Advising an affiliate of a global petrochemicals giant on the comprehensive review of its operations in the **Serbian** market, the liquidation of its **Bosnian** subsidiary, and on the high-level analysis of its activity from a legal and regulatory point of view in **Croatia**.
- Advising a leading European retail chain on its development policy in **Serbia** and **Bosnia** (acquisition of land and construction of several shopping centres in these countries).
- Advising a world leader in the market research industry on the acquisition of several Balkans based market research companies, particularly in **Serbia, Croatia, Bosnia, Montenegro, Macedonia** and **Slovenia**.
- Advising Egis BCEOM, and ultimately the EBRD and the Ministry of Transport of the Federation of **Bosnia** and **Herzegovina**, on restructuring the country's motorway management administration into an autonomous public company.
- Advising Schieder Möbel Holding GmbH on its disposal of shares in a major furniture producer in **Bosnia** and the sale of its Bosnian subsidiary's non equity / quasi equity assets, to Delta, Serbia's largest company.
- Advising one of the world's leading banks on the acquisition of sector-leading property management companies in the **Czech Republic**.
- Advising one of the largest European banking corporations on regulatory and compliance issues, following the merger of two major French banks, applicable to local subsidiaries in **Bosnia, Croatia, Hungary, Serbia** and **Slovenia**.
- Advising France Telecom on the privatisation of Telekom Srpske, one of the two mobile operators in **Bosnia**.
- Advising the IFC and the Ministry of Transport of Montenegro on awarding the concession contract for the first motorway in **Montenegro**, including pre-qualifying the bidders, drafting the concession contract and direct agreement, tender rules, drafting the law and two implementing decrees, negotiating with the preferred bidder.
- Advising NIS, the **Serbian** oil and gas company, on its transformation from a closed joint stock company to a public joint stock company, and adjustment of its operation with rules applying to public companies.
- Advising one of the leading European car manufacturers on structuring and performing the acquisition of target companies in **Serbia, Bosnia, Croatia** and **Slovenia**.
- Advising Groupama (in **Hungary, Slovakia, Romania** and **Bulgaria**) on the negotiation and drafting of bancassurance and assuring agreements, as well as on regulatory aspects and EU and national competition law.
- Advising GDF-SUEZ in the pre-litigation phase, in a procedure concerning the legality of a decision rendered by the Regulatory Commission of Energy and involving, among others, **Bosnia, Slovakia, Slovenia, Croatia, Albania, Serbia** and **Macedonia**.

« With several recent additions to the department, this firm has expanded both its project finance and energy teams. The Budapest office is becoming active as regional presence, with numerous deals in Belgrade. The lawyers have also advised GDF Suez on a gas trading project in Hungary. Sources say: 'Excellent legal advice and great solutions'. »

Chambers Europe 2011

« Gide Loyrette Nouel added a handful of new clients to its roster including France Telecom and international real estate adviser DTZ. The Budapest team works in co-operation with Serbian colleagues to advise on land purchases and lease negotiations, as well as to manage pan-CEE real estate portfolios. »

Legal 500 EMEA 2012

Contacts



François d'Ornano

Partner

tel. +33 (0)1 40 75 36 05 / +36 1 411 74 00
ornano@gide.com

François specialises in real estate, mergers & acquisitions and corporate law and has more than ten years of experience in both public and private sectors. He heads the South-East Europe group and coordinates Gide's activity in several Central and South-East European jurisdictions, including Hungary, the Czech Republic, Slovakia and the successor states of the former Yugoslavia. Moreover, he is the partner in charge of the Budapest office and member of the Paris Real Estate Transactions & Financing practice group.

« François d'Ornano is French-qualified but also has broad experience of transactions across the CEE region. He established the Franco-Serbian Chamber of Commerce & Industry, managed the firm's Belgrade office and is now managing partner in Budapest. His specialist areas are real estate and foreign investments. »

Chambers Global 2012



Ioana Knoll-Tudor

Associate

tel. +36 1 411 74 00
knoll-tudor@gide.com

Ioana specialises in complex cross-border transactions as well as in international commercial and investment arbitration. Prior to joining the Budapest office, Ioana worked at Gide Warsaw and various international organisations. She has comprehensive knowledge of numerous national legal systems, especially in Central and South-East Europe. Being a lawyer admitted to the Madrid bar, Ioana also intervenes and drafts in French, English, Italian and in her native Romanian.

« François d'Ornano heads Gide's SEE group. Formerly head of the firm's Belgrade and Budapest offices, he has considerable experience of acting on transactions in South and Central Eastern Europe. Ioana Knoll-Tudor is based in Budapest, and was previously located in the firm's Warsaw office. She focuses on arbitration and cross-border M&A, and is described by interviewees as being a 'proactive and reliable' lawyer. »

Chambers Global 2014