

**SMART  
PEOPLE  
CHALLENGING  
PROJECTS  
MANY  
COUNTRIES  
SPECIALIST  
KNOWLEDGE  
SETTING  
PRECEDENTS  
SOLVING  
PROBLEMS  
MOVING  
BUSINESS FORWARD  
REWRITING  
THE RULEBOOK  
CLOSER  
TO OUR  
CLIENTS  
CLOSER  
TO THE  
ACTION**

**A FIRM  
BUILT ON  
PASSION  
KNOWLEDGE  
AND TALENT**



# INSPIRING CLIENTS

Smart people working on challenging projects for inspiring clients in fascinating places.

That's how we'd sum up Wolf Theiss. Others do it differently. The *European Legal 500* recently described us as "arguably the best Austrian firm in Central and Eastern Europe". *Chambers & Partners* agreed, naming us "Eastern European Law Firm of the Year" in 2006.

It's a reputation we've earned over 50 years. Since starting out in Vienna, we have grown into one of the largest firms in Central and Eastern Europe and South-eastern Europe (CEE/SEE). We now employ over 300 lawyers, working across numerous practice areas in 12 countries. During that time, we have worked on many cases that have broken new ground.

We concentrate our energies on a unique part of the world: the complex, fast-developing markets of the CEE and SEE regions. It's an area that requires specialist knowledge and contacts – and we have plenty of both. Through our network of local offices, we work closely with our clients to help them solve problems and create opportunities. This brochure tells you more about how.

# EXPERT



**Countless challenges and wide ranging experience**

While our activities fall into all the conventional categories, they're anything but conventional. The dynamic political environments in which we work mean that every case is a new challenge. We're often in the position of setting precedents and rewriting the rulebook. And we view each case as a fresh chance to prove our credentials.

## **Banking & Finance**

From pension funds to project financing, asset finance to capital market transactions, our team provides rigorous and reliable advice to international banks and insurance companies.

## **Capital Markets**

Our team provides legal advice on all types of securities transactions, regulatory compliance and corporate governance issues. Our international capability allows us to provide multi-jurisdictional teams wherever needed, enabling us to tackle some of the most significant deals in the region to date.

## **Competition & Antitrust**

In recent years, we have developed one of the strongest Competition & Antitrust practices in Austria and the CEE/SEE region. Our specialists regularly advise on EC and national competition law, in particular issues such as merger control, co-operation and distribution agreements, competition law infringement cases (including leniency proceedings) and state aid.

## **Corporate/Mergers & Acquisitions**

Our experience covers the full range of corporate legal issues faced by our clients, including international mergers and acquisitions and other complex transactions. We always base our advice on a close working knowledge of our clients' business sectors – with experience that ranges from banking to energy, real estate to telecoms.

## **Employment Law**

International employment law is a fascinating and increasingly complex field. Our work covers major cross-border transactions, as well as day-to-day employment issues such as managing incentive plans and pension schemes. As and when necessary, we also provide expert representation in courts and tribunals.

## **Energy**

Energy is a sector in which lots of fascinating things are happening right now – from the creation of integrated markets in the European Union and beyond to the emergence of new energy sources. As the only law firm to have an energy practice dedicated to the CEE and SEE region, we're well placed to keep up with this complex and fast changing market.

## **Infrastructure**

We regularly advise on all aspects of modern infrastructure facilities, from establishment and PPP projects to financing and ongoing use. Clients include major international companies in areas such as energy, telecoms, media and IT.

## **Intellectual Property & Information Technology**

We offer advice and representation on a wide range of areas, including trademark law, patent law, design patent law, copyright law and unfair competition. Our expertise extends to the fast-moving area of information technology, where we tackle issues ranging from e-commerce to interactive gaming.

## **Litigation & Alternative Dispute Resolution**

We have the experience and know-how to handle even the most complex multi-jurisdictional cases. Recent examples have involved everything from insolvency law to inheritance disputes, competition law to contract award procedures.

## **Real Estate**

Construction, acquisition, project development, financing, landlord and tenant law, facilities management contracting, public law – wherever you need our help, we have a track record of delivery.

## **Regulatory & Procurement**

As European and national regulatory requirements become ever more complex, we help our clients make sense of a range of day-to-day issues, as well as advising on their long-term strategic set-up. Our work covers areas as diverse as life sciences, construction, insurance, banking, telecoms, gaming and others.

## **Tax**

As one of the first Austrian firms to advise on national and international tax law, we have developed an unrivalled range of expertise, covering everything from stock option plans to VAT issues, cross-border leasing to private foundations.



### Closer to our clients – and closer to the action.

Many law firms talk about having a presence in multiple countries. But that often means they simply have links to other firms in the region. We prefer to have a real presence on the ground. It leads to closer client relationships and a better working knowledge of regional jurisdictions. That's important when you're working in such a constantly evolving part of the world.\*

#### Albania

Our Tirana office joined Wolf Theiss having previously been part of a large international UK law firm. It was a natural fit. The team has rapidly developed into one of the big names for complex transactions in Albania.

#### Austria

This is where it all began 50 years ago. We're now one of the most recognised names in Austrian law. Most of our team are multilingual and have practiced abroad, so there's a real multinational character to the practice.

#### Bosnia and Herzegovina

Having advised an increasing number of foreign investors in Bosnia, the next logical step was to open an office in Sarajevo. It's now the hub of an increasing range of activities in this fascinating region.

#### Bulgaria

Our office in Sofia has significant strength in all areas of corporate law, financing, real estate and business regulation. Our lawyers have worked for leading professional services, industrial and investment firms and are able to give practical support of the highest quality. We can advise fluently in English, German, Bulgarian, Russian and Spanish.

#### Croatia

We have been advising clients on deals in Croatia since the early 1990s, working closely alongside qualified local attorneys. Our work has included some of the most complex transactions involving Croatian companies – and we're continuing to build on our links in the region.

#### Czech Republic

Our Prague office is now ranked as one of the major international law offices in the Czech Republic. The team combines expertise in Czech, Austrian and US law to bring a fresh perspective to a growing range of business problems.

#### Hungary

Launched at the end of 2007, our Budapest office already comprises 20 lawyers. The team has many years of experience in advising international clients in all aspects of commercial law, including corporate/M&A, property & environmental law, banking & finance, and dispute resolution – with a particular emphasis on the energy sector.

#### Romania

Before opening our Bucharest office in 2005, we had successfully represented international clients in Romania for many years. The highly experienced team offers a wide-ranging service covering real estate, mergers and acquisitions, and banking and finance. This is now one of our fastest-growing offices.

#### Serbia

Since opening in 2002, our Belgrade office has earned a reputation for staying one step ahead of the game in present day Serbia. The team specialises in various aspects of complex cross-border business transactions – particularly general corporate law, banking and finance, mergers and acquisitions, and real estate.

#### Slovak Republic

We began tackling major transactions in the Slovak Republic many years ago, initially working in partnership with local counsel. By 2002, the demand for a local office was overwhelming. Our Bratislava practice is now staffed by seven lawyers qualified in Slovak, Czech and Austrian law.

#### Slovenia

Having wrapped up the largest take-over of its time in Slovenia back in 2002, the natural next step was to open an office. Our young and ambitious team in Ljubljana already consists of more than ten attorneys, with extensive experience in highly complex cases covering banking & finance, corporate, real estate and employment issues.

#### Ukraine

Our Kiev office opened in early 2009 as a natural extension of the work we have undertaken in the region for several years. Our team brings together a broad range of local and international experience, covering everything from mergers and acquisitions to real estate, banking and finance, energy and antitrust.

\*As a technical aside, we also have regulatory frameworks with which we need to comply. So by 'presence', we mean a legal form that's in compliance with all applicable laws and regulations in that country. (Told you it was technical.)

SMAR<sup>+</sup>TERTER  
QUICKER  
CLATTER  
SHARPER

**What we do (and how we do it)**

We do exactly what you would expect a law firm to do. We just do it differently. Our people are smarter, quicker and sharper than most. (So they keep telling us.) But they're also ready to listen, receptive to argument and lightning quick to grasp what you need.

We like our working relationships to be enjoyable, open and direct. But it's ultimately about getting results. So if you want advice on whether to go ahead with a deal, we won't give a long list of delicately nuanced arguments for and against. Just a straight yes or no, backed by a concise rationale.

It's about helping you make decisions that move your organisation forward. That's what we do and where we get our satisfaction.



**Pick our brains**

For us, it's the next challenge that's always the most interesting one. So feel free to get in touch if you'd like to discuss what we can do for your organisation. The best way is to contact your local office and we can take it from there. In the meantime, you can find out more and keep up with the latest developments by visiting us at [www.wolftheiss.com](http://www.wolftheiss.com)

