

DRYLLERAKIS & ASSOCIATES  
LAW FIRM





**MORE THAN  
JUST UNDERSTANDING THE PROBLEM**

**MORE THAN  
JUST GIVING ADVICE**

**MORE THAN  
JUST FINDING A SOLUTION**

**MORE THAN  
JUST BEING EFFECTIVE**

**We are a leading Greek Law Firm that stands for more:**

- Creative, innovative, broad-minded solutions.
- Trust-based partner relations with our clients.
- Deep understanding and knowledge of all aspects of the business world.
- Fast and efficient response to our clients’ needs.

In Dryllerakis & Associates, for more than 40 years, our mission has been to offer our clients the optimum and most comprehensive legal advice in all fields of business Law and to provide them with the best and most effective litigation strategy.

We have organized special, dedicated teams covering our core areas of Corporate Law and M&As, Tax Law and Competition Law, offering a boutique operation. We have a strong litigation and arbitration team, with a long-standing experience before all Greek courts (including the Supreme Courts), as well as with an extensive involvement in local and international arbitrations. Due to our firm’s profile, our clientele consists mainly of international clients.

We know that in order to meet our clients’ needs and goals we need to have a strong knowledge of the corporate world and industry sectors. We fully understand that the client’s mission is not to get caught up in legal issues and problems but to create value, develop business strategies and conquer new markets. This is the reason why all our people are very well aware of the surrounding business environment and we maintain a solid understanding of the client’s needs.

The participation of our senior partners in the Board of Directors of several leading Greek companies (mostly affiliates of multinationals) is a clear evidence of our clients’ trust and an important asset for the optimum combination of legal and business aspects.



MEMBER OF



## **Dryllerakis & Associates**

**founded in 1971**

**12 partners**

**24 associates**

**15 trainees**

**14 administrative staff**





## COMPETITION LAW

**Dryllerakis & Associates** is specialized in EU & Competition law, maintaining a dedicated and experienced team, which is consistently involved at the sharp end of major antitrust cases. Our long-standing practice includes:

Handling complex cases of anti-competitive agreements, concerted practices, decisions of trade associations, abuse of dominance, hearings before the Hellenic Competition Commission and further litigation before administrative Courts, support during dawn-raid investigations by the competition authorities, antitrust audits, compliance seminars and training programs, legal opinions and day-to-day advice (pricing policy, rebate schemes, assessment of vertical structures), antitrust private enforcement (criminal procedures and civil lawsuits for alleged antitrust violations), merger control clearances and/or objections and state aid cases.



## COMMERCIAL & CORPORATE LAW

**Dryllerakis & Associates** is a widely recognized expert in this field, looking after the clients throughout their company life-cycle. This creates a trust-based partner relationship, which provides us with a valuable insight into their commercial objectives. In this regard, we offer close advice in all aspects of their daily operation (including corporate minutes, corporate governance compliance, stock options schemes etc). Besides setting-up corporations and local branches on a routine basis, we also handle strong shareholding disputes, through strategic and business-oriented approach, especially in deadlock situations.

Regarding commercial law, we cover the drafting and negotiation of all types of business contracts, such as agency, distribution, supply and customer contracts, franchising, leasing and IT agreements, as well as management contracts.

## MERGERS & ACQUISITIONS

**Dryllerakis & Associates** is one of the leading law firms in M&A, being consistently recognized from independent rating organizations. Our experience extends to all kinds of business transformations, including private or public acquisitions, asset deals, joint ventures, mergers, spin-offs, divestments etc. We routinely combine M&A deals with the conduct of comprehensive legal due diligence audits, either for the purchaser or the vendor.

We are at the forefront of providing innovative advice and creative structuring, in order to accommodate the client's needs. Clients also benefit from our deep experience across all business law aspects, including banking & finance, tax law, employment law and competition law.



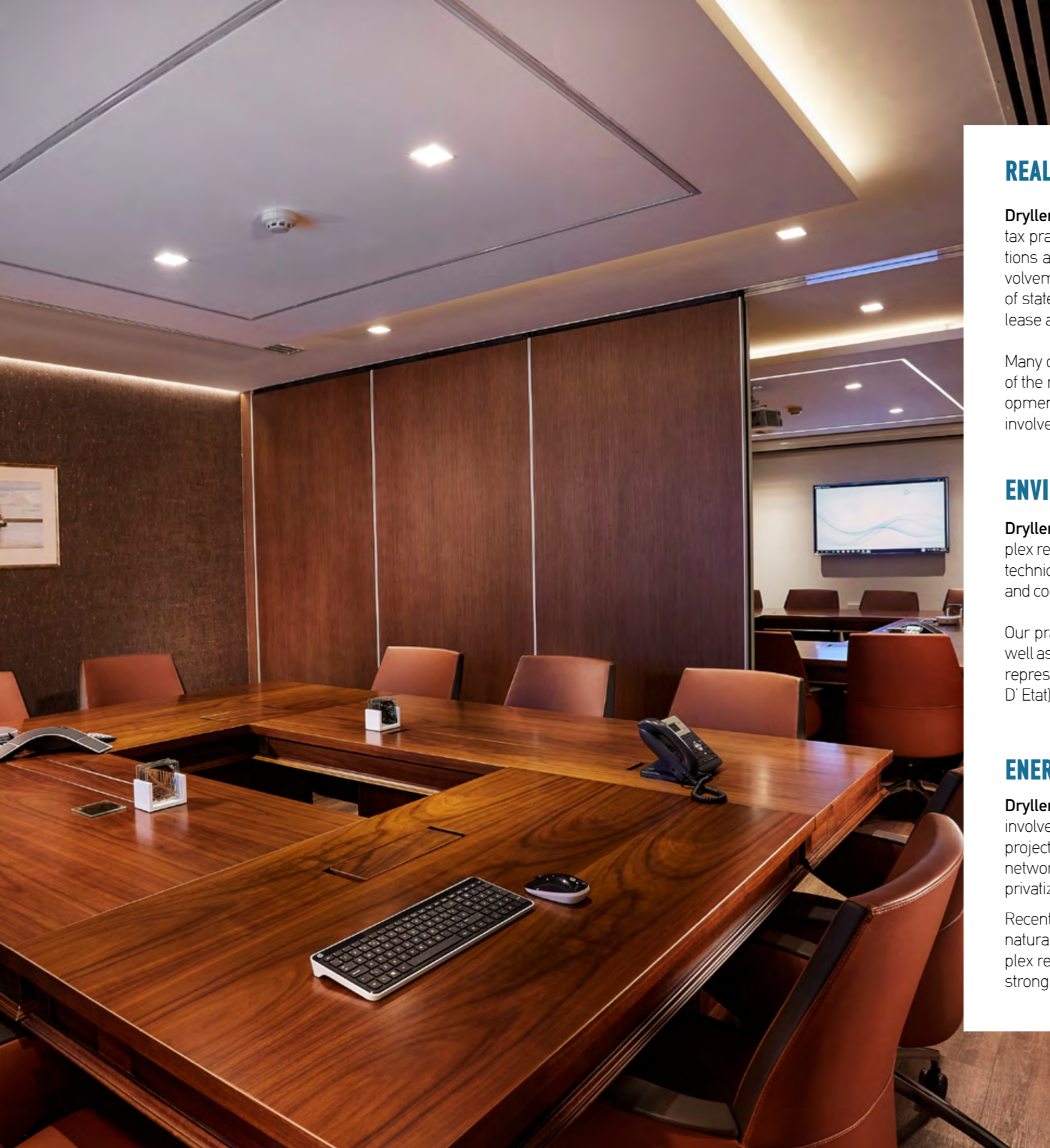
## BANKING, FINANCE & CAPITAL MARKETS

**Dryllerakis & Associates** has a long experience in this sector, combining an efficient commercial approach with safe and sound legal advice. We routinely handle cases of complex structured financial transactions (including common or convertible bond loans, securitization projects), as well as project finance and debt restructuring projects. Our clientele includes the Hellenic Financial Stability Fund, with regard to the recent re-capitalization and consolidation process of the Greek banks. We also maintain a strong capital markets practice, advising our ASE-listed clients in all aspects of compliance with the respective regulatory framework, but also conducting IPO legal due diligence audits and advising through tender offers.

## PUBLIC PROCUREMENT AND PRIVATIZATIONS

**Dryllerakis & Associates** maintains a strong practice in this field, offering a valuable understanding of how to deal properly with public law entities and regulatory restrictions. Our know-how optimizes efficiency and enhances smooth deal execution. We have dealt with numerous public tenders and concessions in many industries, including infrastructure and defense sector. Our involvement includes tender documentation, bidding process, project finance, objections and administrative/court appeals.

Our firm knows very well the terrain of privatizations and restructuring of public entities. We have handled a large number of cases, either on behalf of the Greek State and of the Hellenic Republic Asset Development Fund, or of the potential investor. Recent highlights include the deals referring to the sale of the Public Gas Corporation and Gas Transmission System Operator, the concession of 2 clusters of regional Airports, the concession of the license for the Horse-Race Betting activity, the sale and lease back of 39 state-owned office buildings and several other cases of public real estate assets for tourism development.



## REAL ESTATE

**Dryllerakis & Associates** is very active in the field of real estate, with an excellent combination of tax practice, which ensures to our clients safe legal advice on how to structure and plan transactions and minimize tax exposure. Our long-standing experience is reflected in our consistent involvement in a large number of high-profile real estate cases, including concession and/or transfer of state-owned real property, sale and lease back agreements, construction contracts, as well as lease and commercial co-operation agreements for high profile retailers.

Many of our key clients are active in the hotel/leisure sector. Therefore, we know the ins and outs of the market and we are best-positioned to offer comprehensive advice with regard to the development and management of hotels, theme parks, resorts, private residence and golf clubs. Such involvement is ideally combined with our environmental and land planning practice focus.

## ENVIRONMENTAL LAW AND LAND PLANNING

**Dryllerakis & Associates** is well-versed in this field, maintaining a deep understanding of the complex regulatory framework. This includes issues such as land use, planning and zoning and related technical studies, installation and operation permits etc. We have been actively involved in drafting and coordinating complex EIAs (Environmental Impact Assessment) of international standards.

Our practice extends to the legal strategic planning of big projects with environmental issues, as well as the development of leisure and residential schemes of private sector projects. We have also represented major clients and Local Authorities before the Supreme Administrative Court (Conseil D'Etat) in high-profile environmental and land-planning cases.

## ENERGY & NATURAL RESOURCES

**Dryllerakis & Associates** has a long experience in the energy sector. In the frame of our traditional involvement in oil and gas industry, we have advised on several major (public and private) energy projects, including gas distribution network concessions, development and exploitation of overlay networks, oil compulsory stocks legislation, upstream and downstream development and various privatization and competition issues.

Recently the firm acted as the Greek counsel of a foreign investor for the acquisition of the Greek natural gas state-owned incumbent (DESFA) and it has a broad knowledge of the applicable, complex regulatory framework. We also have an active presence in the electricity power sector, with a strong track record in major projects (development, operation and financing).



## LITIGATION & ARBITRATION

Our primary aim is to assist clients to settle a dispute and avoid litigation if and when possible. When litigation is unavoidable, **Dryllerakis & Associates** offers a well-experienced litigation team, which successfully handles complex civil and business law disputes. Our focus on the business needs of the client ensures proper targeting, which combines legal and commercial assessment.

On top of that, we have a long-standing experience in public law litigation (including tax cases), with a strong presence before the Supreme Administrative Court (Conseil d'Etat).

We are also specialized in local and international (mainly ICC and LCIA) arbitration proceedings. Our integrity, analytical skills and creative settlement approaches are clearly reflected in our involvement in major arbitration cases, either as arbitrators or as defendants of the litigant parties



## EMPLOYMENT LAW

**Dryllerakis & Associates** is well experienced in this sector. Thanks to our long-standing involvement in all employment issues affecting an enterprise, we manage to navigate our clients safely along a complex and changing regulatory framework. Our practice includes advice on stock option and other incentive schemes; flexible work schemes; negotiation and application of employment regulations and collective labor agreements; cross-border movement of personnel and work visas. We have handled major cases of business restructuring and re-organization, having provided our clients with full legal advice on the relevant group-dismissal and business-transfer provisions. We have also litigated successfully numerous employment cases, referring to either dismissals or claims for wages, severance payment, employee transfers etc.

Furthermore, our firm comprehensively covers the area of data protection and privacy laws, which has become of a growing interest, given the potential consequences. Therefore, we ensure adoption of safe corporate practices and full regulatory compliance for our clients.



## TAX & ACCOUNTING LAW

**Dryllerakis & Associates** is a leading expert in this field, maintaining a dedicated and well-experienced tax team. Clients benefit not only from our technical expertise and in-depth knowledge of the ever changing legal framework, but also from our very good insight over the tax authorities' way of thinking.

We fully understand that the provision of proper tax advice is a main key to success and therefore we manage to deliver comprehensive advice across the full spectrum of international and domestic tax issues (including income tax, VAT, tax withholding, stamp tax, capital concentration tax, consumption tax, import duties, third party taxes etc.).

Our focus ranges from individuals' tax planning to tax structuring M&A and financing transactions. We also maintain a special team, active in all aspects of Transfer Pricing issues, such as compliance, requirements, preparation of TP reports and defense during tax audits.

We are also very active in litigation before tax authorities and the competent administrative Courts, with an impressive track record of success. Recent highlights include cases of "disqualification of books" of multinational companies, assessment of fines of excessive amounts, VAT exemptions in relation with EU legislation, income tax cases, municipal taxation etc.

## INTELLECTUAL PROPERTY

**Dryllerakis & Associates** has a long-standing track record in this field. We routinely handle cases of registration, renewal and investigation of national and EU trademarks. Our practice also includes conducting trademark due diligence audits, as well as drafting assignment and licensing agreements.

Our IP team also advises clients on patent licensing and technology transfer agreements, including confidentiality and non-disclosure agreements with employees, contractors and other parties.

We are frequently involved in IP litigation before the Trade Marks Committee or the competent Courts, representing our clients in trademark opposition and cancellation proceedings, as well as in trademark or patent infringement or unfair competition cases.

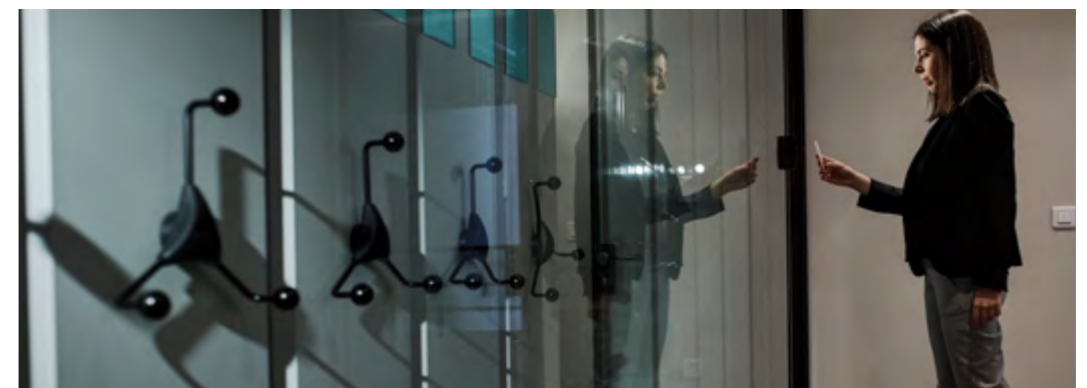
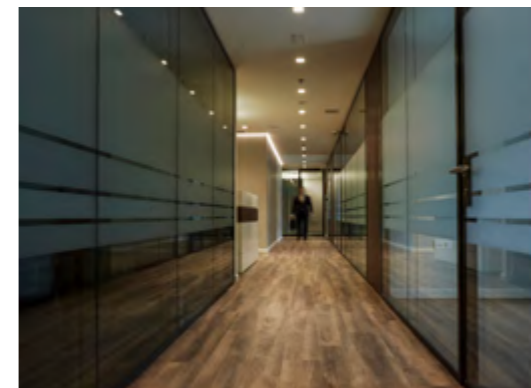
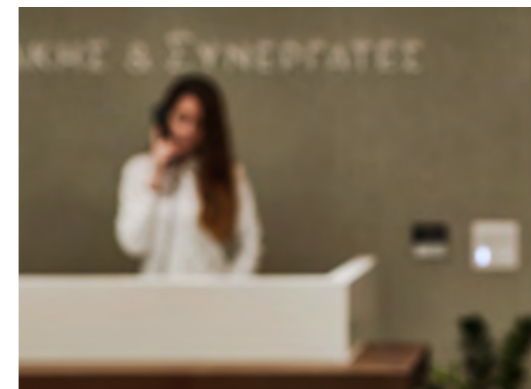


## OUR PEOPLE

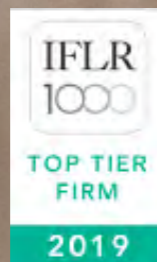
Our firm consists of a diverse and valuable range of people truly talented and hardworking.

Professionals who excel in their fields and continue to progress within the firm, thus contributing to our strength, expertise and dynamism.

What is more, we encourage our lawyers to get involved in research, join the most recognized scientific associations and be part of the international legal community.



## OUR FIRM IS BEING CONSISTENTLY TOP-RANKED IN THE LEADING INTERNATIONAL LEGAL GUIDES



### They say about us

*"The service has always been impeccable and client-friendly"*  
**Chambers Europe**

*"Hugely experienced and very hardworking"*  
**Legal 500**

*"Very co-operative and helpful in difficult mergers, commercial way of thinking"*  
**Chambers Europe**

*"The lawyers were always on our side, day or night"*  
**Chambers Europe**

*"Dryllerakis & Associates has played a leading role in most significant antitrust cases in Greece"*  
**GCR**

*"Excellent business perspective"*  
**Legal 500**

*"Unparalleled knowledge of M&A specificities."*  
**IFLR**

*"The team is very solution-oriented"*  
**Legal 500**

*"The advice from this firm is always very clear, concise and based on good legal arguments"*  
**Chambers Europe**

*"Great attention to detail"*  
**Legal 500**

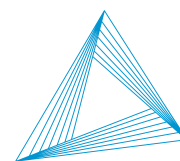
*"The team is service-minded and has great understanding of the non-legal, economic aspects of a matter"*  
**Chambers Europe**

*"Provides an exceptional service with a result-oriented approach"*  
**Legal 500**

*"They have a pragmatic approach and help us to take calculated risks"*  
**IFLR**

*"Able to communicate the big picture and provide feasible solutions"*  
**Chambers Europe**

*"Dryllerakis provides advanced legal services with a good price-performance relationship"*  
**Chambers Europe**



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