

Legal Partners Ltd.
Bulgaria

***PRESENTATION OF
LEGAL PARTNERS EOOD***

C O N T E N T S

INTRODUCTION 3

LEGAL PARTNERS LAW OFFICE IN BRIEF 3

WHY LEGAL PARTNERS LAW OFFICES..... 5

CORPORATE AND COMMERCIAL PRACTICE 6

TAX LAW AND TAX PLANNING..... 6

PUBLIC PROCUREMENT 7

ADMINISTRATIVE AND PUBLIC LAW 7

LITIGATION PRACTICE 8

REAL ESTATE AND CONSTRUCTION LAW..... 9

ENERGY LAW 9

BUSINESS ADVISORY 10

INTELLECTUAL PROPERTY..... 10

TELECOMMUNICATIONS AND MEDIA 11

INTRODUCTION

*It is a pleasure for **Legal Partners Law Office** to have the opportunity and present to your attention our experience in the different branches of law. We are confident in the abilities of our team and we have repeatedly demonstrated professionalism and adequate response to our client's necessities. Our experience and the reliability of our team can be proved not only by the personal qualities of each member of **Legal Partners Law Office**, but also by the long list of clients in all spheres of public life, who further recommend our services. Our clients are leading domestic and international companies with scope of activity in wide spectrum of commercial areas.*

Based on the above we do believe that we can offer the competence, responsiveness and professionalism that will enable you to achieve your objectives.

We look forward to having the opportunity to expand on the areas covered in this presentation. In the meantime, should you have any queries or would like clarification on any of the points touched herein, please do not hesitate to contact us.

Totka Achiyska

Managing Partner



Legal Partners Law Office is a duly registered Bulgarian Legal Advisory Firm, based in Sofia. The team currently includes a number of specialists, where each person has been carefully selected based on proved professional experience and qualities. The law firm has offices in Sofia and Razlog.

We base our **Philosophy of work** on the following formula:

- We do believe that most important is to have and keep personal approach to each client as this is the right way to know what are the objectives and goals ahead in the course of legal services provided;
- Understanding of business necessities is proper grounds for us in order to propose best combination of team members with their expertise and in-depth knowledge so that full range of potential details of concrete assignment to be covered and appropriate decision to be reached;
- The secret of our success is in subsequent, precise work, where each detail is considered. It leads to clear results and outlined options for final business decision;
- There is no other recommendation higher or most valuable than satisfied client.

The team of **Legal Partners Law Offices** is highly recognized by international legal directories as *Legal 500*, *Chambers & Partners*, *IFLR*. We are also proud to be included in the short listed law offices carefully selected on national basis by *EBRD*.

Legal Partners Law Offices is part of **PONTES** - CEE lawyers organization of legal firms which combines the experience of over 90 professionals who built their professionalism in the course of leading legal practice worldwide. This also provides the comfort of our clients to receive one and the same quality of legal services, consultations and assistance in Austria, Check Republic, Hungary, Slovakia and Romania.



We also work in close relation with serious local partners in the area of Accountancy, Architecture, Project management and Facility management, which enriches the quality of legal services with additional professional support we could always trust.

WHY LEGAL PARTNERS LAW OFFICES

LEGAL PARTNERS LAW OFFICES

The team of lawyers we propose to consult and advise your company as well as its projects are highly experienced individuals, dedicated and with considerable experience in **Commercial, Tax, Public Procurements and Administrative Law, Litigation, Energy Law, Real Estate & Construction**. In addition as you will see from their CVs, they are highly rated by the Bulgarian legal market.

*“Aided by its complementary finance and accounting arm, **Legal Partners** has an ‘excellent pedigree’ in the market. As well as handling a continuing steady flow of refinance transactions, the team has rapidly developed a strong reputation for advising on energy finance, particularly within the renewables sector. Managing partner and founder Totka Ahchiyska is a pivotal figure and is regularly involved in many of the practice’s key transactions.”*



We have depth of experience

We offer all of our clients the benefit of many years in-depth experience serving the industry, from all sides of major transactions, bringing you a combination of expert legal knowledge and practical understanding of the business field you operate in. We are experienced in settlement negotiations and alternative dispute resolution techniques.

We are accessible to you

We know that keeping in touch is vital – our people are at your disposal, enthusiastically led by Mr. Totka Ahchiyska. Whether it is advice on tactics in a dispute, urgent commercial advice, or management of our relationship, you can be assured that we will respond immediately and professionally, to deliver the high standards of service that our clients have come to expect.



We are innovative and proactive

We know that our clients need value adding solutions, and advice that will give them a competitive edge. Our people work proactively in identifying alternative legal approaches and new ways of delivering effective results. Our

innovative solutions have acted as business enablers for clients in some of the largest and most complex cases in the recent years.



“...this local firm has grown rapidly, and its team of active lawyers is working hard to further continue its excellent reputation. Peers confirm that they see the lawyers regularly, especially on commercial matters as well as mergers and acquisitions and large due diligences. The firm's client portfolio features domestic and foreign energy groups, manufacturers and investment funds. Founding partner Totka Achiyska's comprehensive practice includes corporate and commercial, banking and finance, real estate and energy law...”

CORPORATE AND COMMERCIAL PRACTICE

Legal Partners Law Office provides complex services in the sphere of commercial law, assisting its clients in choosing the most effective for their strategic aims market positioning formula:

- advice on choosing appropriate legal form of company incorporation according to the legal, trade, economic and social-political specifics of the region;
- advice on joint ventures formation;
- initial registration and registration of changes in the corporate status of companies, branches, and commercial representations;
- reorganization - procedure preparation and execution;
- advice in the sphere of commercial activity – preparation, comments and negotiation on a separate or a group of commercial transactions;
- business advice and project management;
- representation and advice in relation to refinancing of projects, credit facilities, and security;
- research of new business opportunities in view of the relevant legal framework and funds for financing.

Relying on the long-term commitment to each of our clients, and for the purpose of achieving maximum effectiveness of its investment strategy, our team provides also additional advice in close cooperation and coordination with leading accountancy experts.

Legal Partners Law Office provides also professional assistance in close related to the best Corporate and Commercial practices areas as employment structuring, social security relations, taxation and application of treaties on avoidance of double taxation, protection of industrial property.

TAX LAW AND TAX PLANNING

The team of **Legal Partners Law Office** boasts significant experience in applying treaties on avoidance of the double taxation and effective tax planning for its foreign clients.

The advice in the area of tax law is related mainly to:

- drafting legal opinions on the tax law and its effective application;
- elaboration of schemes for optimization of the tax effect;
- advice on the application of current tax legislation;
- advice on the effects of the direct and indirect taxes as well as the possible reflections on the business activity of our clients;
- drafting contracts for the commercial relations of our clients, in which the tax effects of the deals are observed and optimized;
- tax advice on mergers and acquisitions and the effects from such types of deals;
- consultations on applying treaties on avoidance of double taxation in more than 20 jurisdictions.

PUBLIC PROCUREMENT

Legal Partners Law Office provides advice for all participants in the procedure of assignment of public procurement, assignors and assignees, as follows:

- legal support in the course of preparation of tender documentation where best EU practices to be considered and utilized;
- structuring of documentation necessary for effective participation in particular procedures for assignment of public procurements;
- representation of the clients' interests in the process of performance under contracts – result of the procedure for assignment of public procurement;
- consultations on issues arisen during the term of validity of the contract for assignment of public procurement;
- representation in relation to protection of clients' interests upon appealing acts within the scope of procedures carried out in assignment of public procurements;
- legal work in the course of PPP, held as requirement for utilization of EU funds under particular measures that apply for Bulgaria.

ADMINISTRATIVE AND PUBLIC LAW

In the past years the process of privatization, the regulation of granting concessions, the execution of public procurements, and the administration of state and municipal enterprises put in the foreground the necessity of specialists acquainted with the specific legislation requirements upon which the state and the municipality can act as business-partners of the private companies.

Legal Partners Law Office provides advice in the following public and administrative law areas:

- international acts, implemented in Bulgarian legislation;
- practice of the Constitutional Court of the Republic of Bulgaria;
- advice on structuring of Public – Private Partnership and its forms in absence of special legislation in force on that matter;
- representation before state and municipal authorities;
- assistance upon issuing licenses, permits, certificates;
- appealing of administrative acts – administrative and court phase;
- specifics and regulation of the state and municipal property.

LITIGATION PRACTICE

The litigation department of **Legal Partners Law Office** is proud to have one of the top qualified team of specialists on the field of litigation procedures with outstanding experience in serious interest cases and complexity. Based on the expertise of our colleagues we present full range of litigation assistance including:

- **The expedient procedure under art 410 of Code of Civil Procedure** for issuance of Order for execution on the base of a written document;
- **The expedient procedure under art 417 of Code of Civil Procedure** for issuance of Order for immediate execution on a base of a notary certified agreements;
- **Security of future claim proceeding (preliminary collateral)** where our clients receives the comfort and assured asset base for future effective compulsory execution against their debtors;
- **Legal representation** before the Court during the proceeding through all three levels (where applies) – preparation and submission of all necessary documentation; attendance at the session of court panels, act on behalf of the clients; appeal, cassation;
- **Communication and coordination of the processes organized by Bailiff** (Private Enforcement Agent) based on Security orders and Writ of execution, where successful and proven in the practice with its efficiency contacts are established with one of the most professional and well recognized in the area bailiffs;
- **Arbitration cases** – arbitration clauses, representation before sole arbiter procedures as well as arbitration tribunals;
- **LEGAL PARTNERS LAW OFFICE** also provides our clients with the benefits of in depth knowledge of Court practice in all levels and different legal matters;

Based on our litigation practice **Legal Partners Law Office** also formulates clauses and utilizes other legal instruments in order to assure the efficiency of contractual schemes proposed in the course of clients' business.

REAL ESTATE AND CONSTRUCTION LAW

Legal Partners Law Office provides complex consultancy service in the process of acquisition of real estates, following design and construction, supervision and management of the construction process, as well as renting and sale of properties. The consultancy services provided by the law firm are as follows:

- drafting legal opinions and counsel on specific issues in relation to real estate investments;
- due diligence of the real estate legal status;
- participation in negotiations and mediation on a particular real estate;
- drafting preliminary and final contracts for purchase and sale of real estate;
- drafting of tender documentation and advice during procedure for choosing of Company that shall execute the construction works;
- drafting of construction contracts and related documentation – Bank guarantees, Schedules, Specifications, Blanks of internal documentation that parties use to acknowledge concrete facts during the construction process;
- consultancy and legal advice regarding particular steps of the construction process – issuance of Construction permit, construction process itself, acts and protocols during the construction process, completion of the construction process, entering into exploitation, guarantee responsibility of the company engaged with execution of the construction works;
- drafting contracts for management of the construction process;
- drafting contracts for maintenance and management of residential and public buildings – apartments, stores, hotels, production units and others;
- drafting rental contracts;
- representation before governmental and municipal bodies, legal entities and individuals in the process of real estate investment, building of construction sites, and also their management and sale-purchase;
- mediation before credit institutions in relation to financing of sale-purchase of real estates and their constructions;

ENERGY LAW

During the last several years the process of development of energy projects and the perspective of engagement of Bulgaria to the EU requirements on the energy sector put in the foreground the necessity of specialists acquainted with the specific legislation requirements on that field plus the organization of the whole related to the energy projects details.

Legal Partners Law Office is proud to be one of the leading law firms in that field and our specialists have very profound knowledge for the sector mainly as follows:

- detailed legal advice in the energy legislation framework;
- following closely the process of unification of the Bulgarian legislation on the matter with the EU requirements;
- we are able to provide profound legal advice in all legal procedures related to construction of wind and/or photovoltaic projects, including licenses procedures for production and trade of electricity;
- legal advice on all related steps with Municipalities (acquisition of land, right to build, servitudes, proceeding of Detailed Development Plans, General Development Plan), Governor offices, respective State authorities (Council of ministers, Ministry of Agriculture and Foodstuffs, Ministry of Environment and Water, Ministry of Regional Development and Public works), Special Commissions, Regional inspectorates, etc.;
- legal advice on the procedures related to communication and administrative procedures with National Electricity Company /NEC/ as well as plug into the grid options, License on energy production and documents related;

BUSINESS ADVISORY

Our clients' proper business structure and investment strategy is highly prioritized by **Legal Partners Law Office**. Our team provides advice on the corporate structure of our clients by orientating their investments towards prosperous economic branches and doing research into the legislation of different business spheres. For us the right legal base of business is a prerequisite for success. By elaboration of financial schemes and legal framework advice **Legal Partners Law Office** sets sound legal base for the business development of its clients. The legal advices within the scope of business advisory are related mainly to:

- proper corporate structuring of business activity;
- expounding on the tax regimes and the tax planning in view of business effectiveness;
- legal advice on management mechanisms of corporate structures as well as systems for exercising control, provided by the law;
- study of the legal framework that defines the functioning of various economic branches, and evaluation of the legal climate favourable for each area of interest of **Legal Partners'** clients.

INTELLECTUAL PROPERTY

Legal Partners Law Office has significant experience in the intellectual property rights protection of Bulgarian companies and individuals as well as of foreign investors on the territory of the Republic of Bulgaria. The consultancy services provided by **Legal Partners Law Office** are as follows:

- registration of trademarks;
- research and advising on the legal options for registration of trademarks;
- maintaining registration of trademarks, monitoring and change of status;
- drafting oppositions against filed trademarks, answers of oppositions, claims for revocation and cancellation of trademarks;
- advising on conflicts between trademarks and company names;
- registration, maintaining and protection on industrial design rights;
- registration, maintaining and protection of geographical indications and registration of user;
- research for novelty, state of art, drafting descriptive information and claims, drawing up and requesting patent application ;
- maintaining, extending duration and validation of patents;
- drafting and consulting of contracts in relation to use and transfer of intellectual property rights, drafting and negotiating license agreements;
- consulting in relation with creation, protection and use of utility models and registration of utility models;
- registration, research and maintenance of domains;
- advising and representation on protection of intellectual property before the Patent Office of Republic of Bulgaria, OHIM, WIPO, European Patent Office, the Commission on Protection of Competition, the Competent Court and arbitration authorities, the Customs authorities, the Ministry of Agriculture and Food of Republic of Bulgaria, the Executive Agency on Vine and Wine, and the other competent administrative authorities;

TELECOMMUNICATION AND MEDIA

Legal Partners Law Office provides a wide range of consultancy services in the sphere of telecommunications and media law. The services provided by the company are:

- advice on the legal framework for commencing and carrying out of radio and television and broadcasting activity;
- registration and licensing of radio and television operators and broadcasting operators;
- business consultations on carrying out telecommunication activity;
- consultations on advertising and sponsorship in the radio and television activity;
- consultations on creation of radio and television programs and their broadcasting;
- representation before the national bodies regulating radio and television and broadcasting activity.

KEY MEMBERS OF THE TEAM

We have carefully selected a dedicated team of proved professionals who stands firm behind the name Legal Partners Law Office. These are lawyers who structured their in-depth knowledge, perfect self organization and business orientated approach in the course of complex deals and transactions both on local and international level. That is why we trusted the grounds of our professional philosophy to them and together we built the standards and style of our legal services.

Totka Achiyska, Managing Partner (Founder), specialized in Tax Law.

*Please kindly consider that each of the above pointed advisors leads particular team from **Legal Partners Law Office** in the specific area in order to organize the work more flexibly and with due diligent attention to each important detail*