



Welcome letter

by Mr Foutsis



Foutsis & Partners is a full service one - stop shop Law firm operating in Greece (Athens & Thessaloniki) and with offices in Cyprus, Canada and Lebanon. I firmly believe that the main characteristics of our company are amongst others our commitment to the realization of the wishes of our customers and the continuous enhancement of our services together with our international participation across a wide spectrum of industries.

By always seeing our customers as partners and concentrating our efforts on a general strategy of long-term goals, we manage to provide optimal solutions to our customers and their needs in the modern business world. We embrace the changing legal function, and we always try to anticipate any new developments and changes across a wide spectrum of industries in order to provide the finest services to our customers. Finally, a special mention should be made to our people who incorporate our values and who are always striving for the best possible solutions.

I would like to cordially welcome you all, to this one-stop shop successful business environment and to a journey of common goals implementation.

D. Foutsis

Who we are

Our company with a long history in the field of legal and other related services, is among the leading companies in our field due to the high level of services and the values that govern our company and our staff. With offices in Greece, Canada, Lebanon and Cyprus and with an inhouse Arabic desk, the company manages through the method of a one – stop shop firm to offer a diversification of knowledge and approaches. By also combining the merits and the characteristics of a large office with those of a boutique law firm, we manage to carry out significant and prestigious projects in numerous areas and industries ranging from Real estate to Energy and from Banking Finance to International Tax Planning.



Our firm

Our evolvement throughout the years

Foutsis & Partners is one of the leading law firms in Greece, with more than 75 years of experience and committed to the highest level of services since its establishment in 1946 by the founder Dimitrios E. Foutsis (1913- 1987). Since 1946, Foutsis & Partners has been operating continuously with a well-respected Greek and international clientele and now in the 21st century the new generation of the company continues the family tradition based on the same principles and values, but also with responding to the challenges of the new era by initiating the use of innovative solutions and advanced proposals. In addition to various national legal entities and private individuals, the firm counts multinational corporations among its extensive list of clients. Through its long-standing interaction with international clients and the firm's international networking, Foutsis & Partners has evolved over the years, embracing the growing and ever-developing business needs of each of its clients. The firm prides itself for its ability to provide comprehensive and expert legal advice, combining its strong knowledge of the Greek legal system together with an in-depth understanding of international and European Union Law.

Our vision

Our vision is to create a true corporate meritocracy dedicated to excellence in the practice of law. The sole measures of our success are concrete results and client satisfaction. Consistently providing the highest level of legal services in the rapidly evolving market of the EU region, while also pertaining to be a full-service, one - stop shop law firm can be challenging, but this is what keeps our team motivated. This leads to a continuous improvement of our services and to the development of the whole firm. We are always considering ourselves as business partners to the project, to the investment, or to any kind of business endeavour of our customer and this is what gives us the ability to deliver the outcome expected by our customer.

What makes us special

- Foutsis & Partners consists of one of the most internationally minded Greek legal teams with an in-depth experience in unique and demanding projects of both EU and Greek Law.
- Foutsis & Partners is the only Greek law firm with a branch operating successfully in Cyprus, in Canada and in Lebanon and with also an inhouse Arabic desk serving the needs of our international customers.
- The firm focuses on high quality value-adding law services typified by commercial approach and integrity.
- We have strong strategic partnerships with law firms and other services firms from across the world and this provides us with pragmatic synergies and a holistic approach, always for the benefit of our customers.
- We understand that each transaction and project is unique, hence we work with our clients to identify the related risks and peculiarities of each project in order to design and deliver the best practical legal solutions to achieve our clients' objectives.
- Expertise in challenging projects ranging in several industries, from fintech and new technologies, to Real Estate with projects across Greece including Mykonos and from Energy Law to other corporate and commercial related cases.
- Foutsis & Partners is a member of international alliances and networks, which allows us to deliver integrated legal services of the highest quality and also to have access to global legal resources through a vast network of well-established law offices.
- Collaboration and key involvement in Chambers of Commerce such as the Greek-German Chamber of Commerce.

Practice Areas

Our company offers services in various sectors supporting a variety of needs of our customers inside and outside Greece. The experience, the continuous training of our staff and the long-standing engagement with specific customers and companies lead to the unbroken commitment of the company with specific categories of the business world which are specifically mentioned in detail below and they are also the ones that our company stands out. Undoubtedly, our firm is always open to new endeavours and involvements in all the upcoming areas of the new era.

1 Corporate and Commercial Law

Our lawyers have advised a broad range of clients ranging amongst others from listed companies and multinational groups to privately owned businesses and entrepreneurs, operating in various industries including between others the industries of commodities trading, manufacturing, automotive and technology.

Few of the Main areas of commercial practice:

- Sale and purchase of companies and businesses
- Joint ventures, investment agreements and shareholders' agreements
- Asset purchase and finance
- Drafting commercial contracts

2 Cross Border Structures & M&A

The work is handled through our corporate department whose members have distinctive expertise in structuring, negotiating, and completing joint ventures, cross-border mergers and acquisitions, transfers of corporate seats, the establishment of mutual funds and venture capital investments in general.

3 Agency & Distribution

Our firm has experience in the negotiation and drafting of agency and distribution agreements, and our attorneys have assisted many multinational companies operating in various industries.

4 **Dispute Resolution – Litigation**

Covering all the main areas of general and commercial dispute resolution and litigation, our department can be trusted for its experience and for its tailored advice. Including others our Dispute Resolution – Litigation Department is involved in representing clients in litigation disputes before all national courts and tribunals, but also in international arbitration under internationally recognised arbitration bodies.

5 **Banking & Capital Markets**

This division of our company provides professional services in several key areas where our clients and the credit institutions intersect in the business world. Our Banking & Capital Markets is characterized firstly by its in-depth know-how around the regulatory framework governing the operation of credit institutions, of the financial services providers and of the investment funds and secondly by its crucial involvement in more specialized and innovative areas such as fintech.

This wide range of services is further enhanced by our expertise in both the debt and equity capital markets, with projects which are usually international and involve cross border legal work.

6 **Digital Law – Ecommerce**

In a rapidly changing world and with the digitalization taking place across all the parts of the economy and of our society, new challenges arise that we are called to face, supporting our clientele in a wide spectrum of industries including but not limited to technology, E-Commerce, Startups and Venture Capital. Our legal support entails a variety of services interrelated with the formation, the operation and the development of ideas, start – ups and new technologies in general. Navigating the framework of these industries, incorporating contracts, dealing with commercial related matters and drafting related agreements, but also offering a strong intellectual property related support to protect the digital brands and their related patents, trademarks and copyrights, are few of the areas of our involvement. We are proud to say that our entrepreneurial, tech savvy and commercially aware team is always a step ahead in protecting and advising our clients in a journey like no other.

7 **Data Protection and Privacy Compliance**

In a more easily exposed world and with clients with increased digital participation, data protection and privacy compliance is paramount for the smooth operation of the businesses, our clients' protection and also for the avoidance of fines by the relevant authorities. We regularly provide support to businesses on data protection related issues, implementing internal policies in order to safeguard the company's and its clients interests, advising on new endeavours that can involve data record and promoting a culture of preventing any possible issues related to GDPR and other related regulations.

8 **Public Procurement Law and PPPs**

In this highly regulated area of Public Procurement Law and PPPs our firm provides an end-to-end service with concentrated and well-developed consultation. Through the years and with an increasing portfolio of clients our firm has been involved in substantial transactions with tendering organisations, participants and companies and has also represented international clients.

9 **Labor & Employment Law**

We advise both employer and employee clients in relation to all aspects of employment law. At the heart of our services, lies the consultation we offer in regard to employee related issues which can arise in any kind of business and we focus on providing tailor advice regarding the employment aspects of M&A.

10 **Intellectual Property Law and Technology**

Our firm's highly specialised IP practice offers the full range of IP and related services, and boasts an extensive list of high-calibre global clients, including top luxury brand owners, pharmaceutical companies, international franchise systems, and some of the world's leading manufacturers for a wide range of products. We understand the challenges of IP protection and our dedicated team of IP specialists provides unique solutions for even the most complex intellectual property matters. Trademarks, Patents and IP Litigation are amongst the key parts of our team's focus area.

Energy

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The uprising industry of the energy sector with significant projects taking place in Greece and in the whole area of the Eastern Mediterranean has been one of the new but key areas which our law firm focuses. We are advising on a wide spectrum of legal issues from financing of commercial contracts to regulatory matters, and from corporate structuring to environmental issues that can arise.

Real Estate, Immigration & Golden Visas

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Our firm has extensive experience in advising on the acquisition, construction, zoning, development, financing, and disposal of real estate in the retail, industrial and commercial sectors. Our Real Estate department offers a full range of services involving immovable property, including advising on and negotiating the terms of acquisitions, sales, transfers or financing. Representative clients of our firm's real estate practice include developers, corporate entities, retailers and investors. Moreover, a significant part of our Real Estate department involves consulting and support around Immigration and Golden Visa deals. Our multijurisdictional presence and our lawyers in different countries enhance our understanding and thus our legal support to international clients.

Restructuring & Insolvency - Corporate Restructuring

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Our firm aids companies in distress, financial institutions, auditing and consultancy firms and creditors in general. We are involved both in forming the advisable work-out strategy and in negotiating out-of-court private restructuring agreements with creditors in informal work-outs.

International Tax Planning

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We are advising on how to establish the most effective vehicles in different tax jurisdictions. We are combining our deep knowledge of the international tax regime together with the double tax treaties network we advise which is the most suitable investment vehicle for both EU inbound or outbound investments. We work closely with leading tax experts to provide bespoke tax strategies and reductions in tax exposure.

White Collar Crime

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Our firm has noteworthy knowhow in all related legal areas comprising compliance and anti-corruption audits for foreign clients and also extensive experience and familiarity with similar internal audits and compliance projects. Furthermore, we have a fundamental expertise regarding complex cross border investigations and money laundering cases.

Our team

Our focus is to provide the expert legal advice needed in order to protect you and your business interests. The only way to keep abreast with developments and everchanging law, regulations and standards, for Greek and international business, is by having specialized personnel which is constantly monitoring developments and is also updating their technical knowledge, in order to provide complete, accurate and value adding services.

Our team is spread now between 6 offices around the world, but with the main part of the team working from our headquarters in Kolonaki, Athens. Our team currently consists of four Partners, three Senior Associates, five Associates, two Trainee Lawyers and 8 members of the Administration and Accounting department.



Our Offices

Athens:

FP head office is in the heart of Athens in the well-known area of Kolonaki which is also happens to be the business centre of the city and the office recognized for its strength in a wide variety of practice areas.

A: 27-29 Patriarchou Ioakeim Str, GR 10675, Athens, Greece

B: 24 Patriarchou Ioakeim Str, GR 10675, Athens, Greece

Tel.: +30 2103837459

Thessaloniki, Greece:

Heading North, our Law firm with strong ties in Northern Greece, operates a recently established office in the highly developing city of Thessaloniki.

5 Aristotelous, Thessaloniki, GR 546 24, Greece

Nicosia, Cyprus:

Our office in Cyprus has been successfully operating for the last couple of years with an increasing portfolio of clients using our services taking advantage of the efficient legal and corporate system of Cyprus.

18 Kyriakou Matsi Street, 2408, Egkomi, Nicosia, Cyprus
Tel.: +357 22283431

Toronto, Canada:

Our Toronto office can support anyone with ongoing or potential legal matters in Greece including real estate law, business transactions and wills & estates.

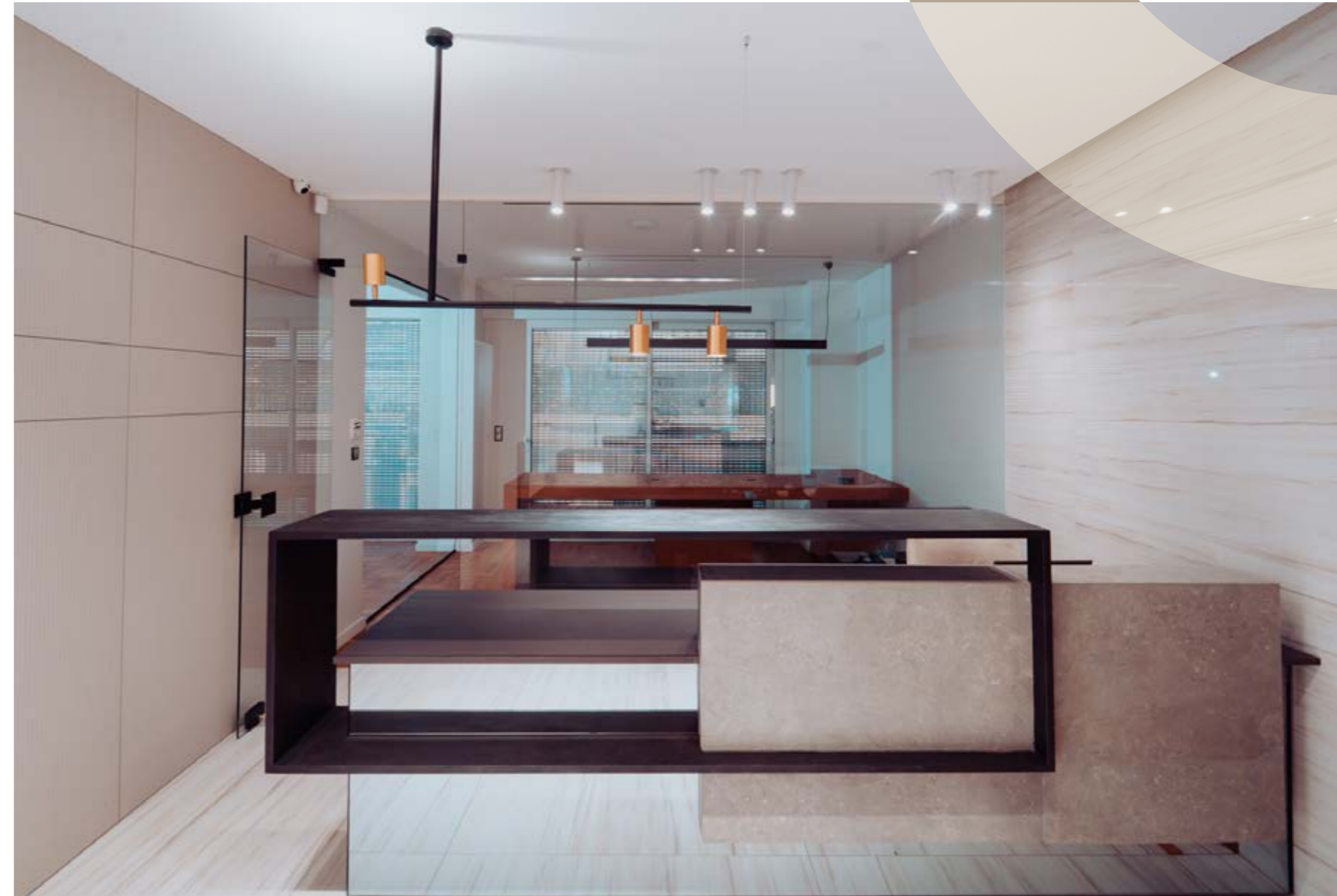
Our Partner and Head of Toronto Office Athanasios Papadas is well-versed in both Greek and Canadian law specialising in commercial litigation and international business law.

55 Gerrard Street W, Toronto, ON M5G0B9, Canada,
Tel.: +1 6476409329

Beirut, Lebanon:

Our Beirut office serves mainly businesspeople and entities from Lebanon and the wider Middle East who want to participate in the Greek market. Estelle Rami who is the Head of the local office is a Lebanese national and a Lebanese qualified lawyer currently living in Greece and with a diversified background of knowledge and experiences.

Adonis, Building 1011, 2nd floor, Lebanon, Tel.: +961 9222969





FOUTSIS & PARTNERS
LAW FIRM

Contacts us at:

T: (0030) 210-3837459

F: (0030) 210-3829844

E: info@foutsislaw.gr

www.foutsislaw.gr

