

OKL

**AKL**

• INSIGHT | TRUST | PASSION •



• INSIGHT | TRUST | PASSION •

## CONTENTS

**1.**

### **WELCOME TO AKL**

- Our people make our Firm
- We add value in everything we do
- Innovation is the key to success

**2.**

### **FIRM IDENTITY**

- Firm Evolution
- Our Values
- Legal Recognition

**3.**

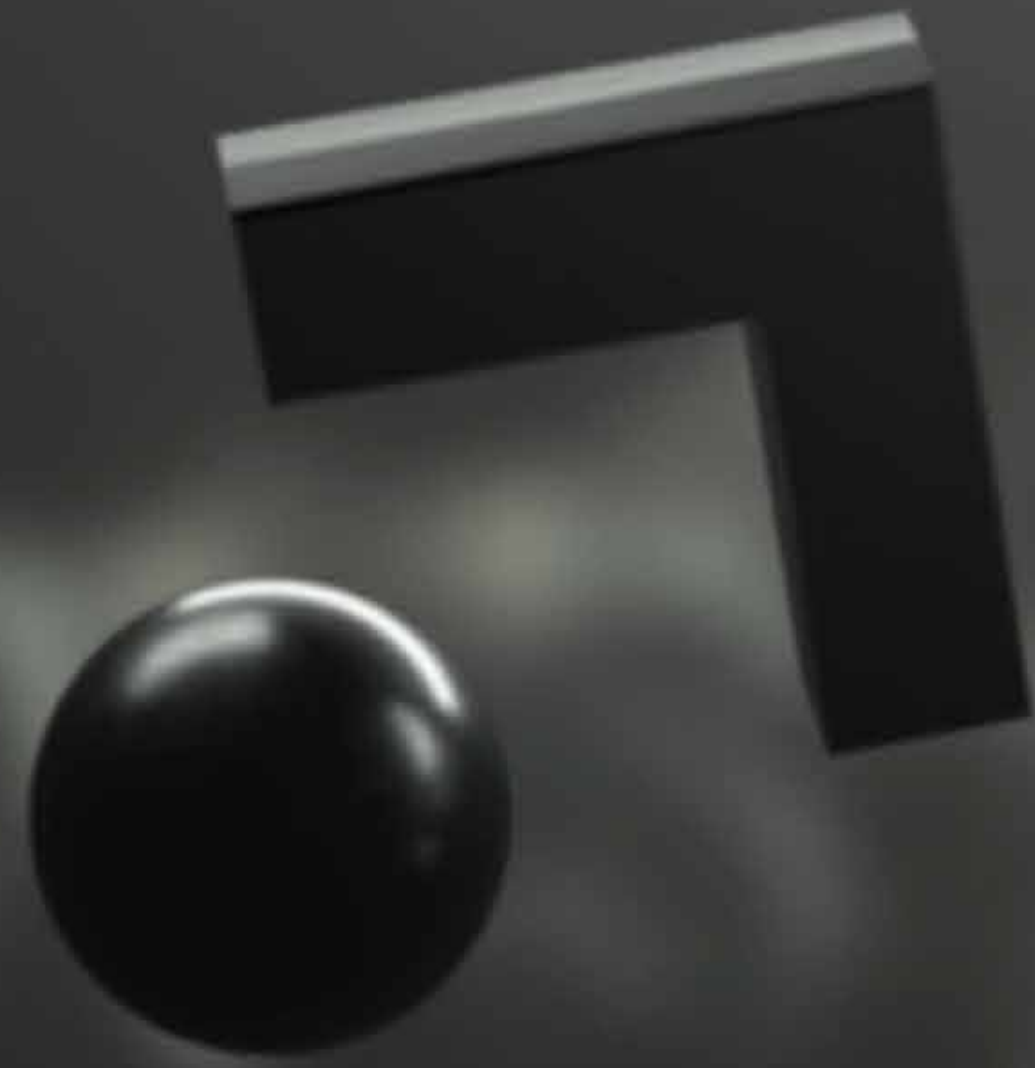
### **AREAS OF EXPERTISE**

- Banking & Finance
- Corporate
- Real Estate
- Dispute Resolution & Restructuring

**4.**

### **KNOWLEDGE CENTER**





**1.** WELCOME TO AKL 

## Welcome to AKL

*A message from our Managing Partners*

### **We are a Greek law firm based in Athens with a strong legal tradition but a very modern outlook.**

From our beginnings in 1891, we have always sought to move with the times, to be innovative and to deliver the best legal service to our clients. Now, over a century later, we still live by this service philosophy.

We are a firm that focuses on four key areas of legal expertise: Banking & Finance, Corporate, Dispute Resolution & Restructuring and Real Estate. In each of these areas, we have teams of lawyers with deep knowledge and experience, working on both local and international projects. Our lawyers are among the leading practitioners in Greece, and we are proud to be ranked highly in both of the primary global legal directories, Chambers & Partners and the Legal 500.

We work with leading banks and financial institutions, commercial enterprises, large and small, from a range of industry sectors, as well as with property developers, investors and government agencies. With all our clients we build strong working relationships based on giving sound advice and finding practical solutions to their legal issues.

While the depth and breadth of our expertise in our chosen legal sectors is the foundation of our reputation, and this is reflected in the market recognition that our lawyers have achieved, it is also our values and our vision that makes AKL a success. These values have also evolved as the years have passed and today, we believe that the vision of AKL can be summarised in three simple ideas that we work and live by.

### **Our people make our Firm.**

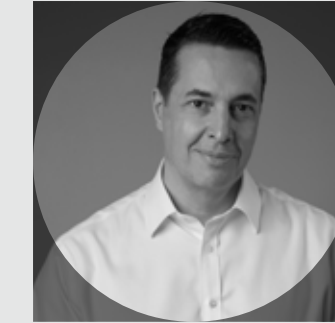
We are a people business. Diversity is a strength, and we value the fresh perspectives, creative ideas and connections that flow from bringing together people with different backgrounds, cultures, and experience. We enjoy our work and are determined to do an outstanding job, whatever our role in the firm. We observe the highest personal, ethical and professional standards in everything we do and operate with integrity at all times. We recognise that the reputation of our firm is vital to our success.

### **We add value in everything we do.**

We want our clients to succeed. We are passionate about helping our clients achieve their goals, however ambitious, and no matter how many obstacles they face. Our clients' challenges are our challenges, and we'll do whatever it takes to help them in the right way to achieve the best possible outcome. We use our knowledge, expertise and experience to help clients make correct judgements and achieve their aims.



HELEN  
ALEXIOU



ALEXANDROS  
KOSMOPOULOS

### **Innovation is the key to success.**

We recognise that the world we operate in is constantly evolving and that we too must be ready to change and adapt if we are to continue to lead and deliver for our clients. We have the curiosity and creativity to find innovative solutions to difficult challenges and explain them simply. We have a long history, but we are a modern business, open to new ways of working, so that we offer clients an even more efficient and effective service.

We hope that you share our vision, and we and our colleagues look forward to working with you.

*Helen Alexiou & Alexandros Kosmopoulos*

# INSIGHT

2. FIRM IDENTITY



## Firm's Evolution

*A new identity, timeless values*

From our beginnings in 1891, Alexiou-Kosmopoulos law firm has successfully provided first-class legal services to both Greek and international clients throughout the 20th Century and built a formidable reputation in the Greek legal sector.

Now, in the 21st century, as we change our identity to AKL, we embrace new ideas and new ways of working with our clients and expand our international horizons, we will still hold and maintain the traditions and values that define us and everything we stand for.

While the depth and breadth of our expertise in our chosen legal sectors is the foundation of our success, and that is reflected in the recognition and reputation of our lawyers, it is also our service to our clients and the values that drive our service philosophy that makes AKL different.

These values have evolved and grown as the years have passed and today, we believe that they can be summarised in three simple words, each with a powerful meaning.

- INSIGHT | TRUST | PASSION •



● **INSIGHT** | **TRUST** | **PASSION** ●

## Our Values

**Insight** | 'ɪnsʌɪt |  
noun [mass noun]

*“to have an appreciation of the true nature of a situation or a problem especially through intuitive understanding”.*

To work effectively for our clients, we must have a good understanding of their business, the commercial environment in which they operate, and the nature of the legal challenges they face. But understanding is only part of the task. In our work as lawyers, we also place a high value on providing insights into issues and problems that look beyond the obvious and identify opportunities and solutions that ensure the best outcome. Insight and flexible thinking that leads to innovation and creativity.

**trust** | trʌst |  
noun [mass noun]

*“to have confidence in or rely on a person’s integrity, knowledge, and experience”.*

Confidence in the legal advice we provide to our clients derives from the personal relationships our lawyers build with each of them. Open communication, plain speaking and the willingness to express and receive thoughts and opinions openly is essential. Strong and dependable long-term relationships are based on earning our client’s trust. Trust in our lawyers’ knowledge, expertise and judgement to find the right answer to any question. Earning and maintaining trust is why so many clients have stayed with us for so many years.

**passion** | 'pɑʃ(ə)n |  
noun

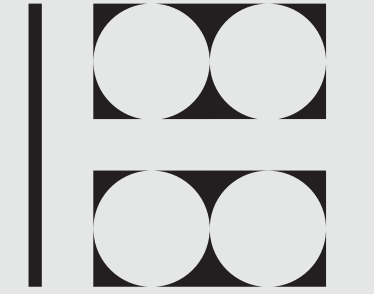
*“to have a calling or a desire for doing something well and the determination to deliver something of value”.*

Our clients come to us for legal advice and solutions to their legal issues. But they also have a right to expect a lot more than this. Good service, clear communication, commercial understanding, value for money – all these things are also important for client satisfaction. Delivering beyond expectations requires passion, and this is a concept our lawyers place at the centre of everything we do. A passion for the law; a passion for delivering the best service and the best value for money that we can; and a passion for helping our clients to achieve their goals.



## Legal Recognition

The depth and breadth of our expertise in our chosen legal sectors is the foundation of our Firm’s reputation, and that is reflected in the legal recognition of our lawyers. AKL and its partners are ranked highly in both of the primary global legal directories, Chambers & Partners and The Legal 500. Here are some of the comments from our clients given to the directory researchers for publication in the past few years.

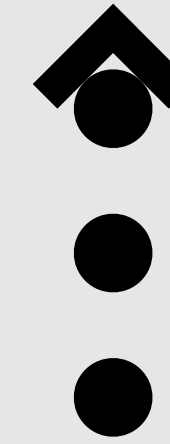


### BANKING & FINANCE

*"Wonderful representatives with calm preparedness during lengthy and tenacious negotiation processes. I so appreciated their knowledge, calming presence, and polite and respectful attitude. They have helped us to stay focused on the larger picture, and worked on our case(s) in a caring and timely manner."*

*A client notes the team's "high-quality services, great communication skills and very efficient response times".*

*Another client highlights the lawyers' "good commercial understanding of complex transactions, quick turnaround of documents, helpful advice on solutions and good rapport with the counterparty".*



### CORPORATE

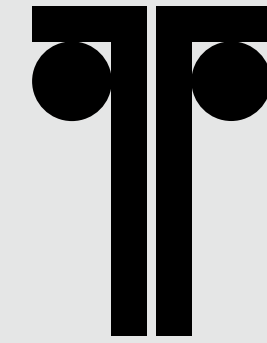
*"Alexiou Kosmopoulos Law Firm has an extremely strong banking and corporate practice led by the exceptional Alexandros Kosmopoulos. They are truly international in their outlook and provide superb – and highly responsive – advice."*

*"Their commitment to the cases of our company like they are in-house personnel and not external consultants."*

*Strengths A client says: "The lawyers gauge the business needs of clients and the commercial risks involved, and succeed in tailoring their approach to the relevant parameters, delivering meaningful and value-adding advice."*



## Legal Recognition



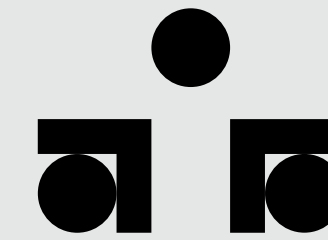
### REAL ESTATE

*"The Team reflects one of the most high-quality expertise in the Greek legal market, especially in a field governed by a multitude of legal sources and interpenetrations of legal systems. Facing every project as a whole, the practice is based on the interconnection and the availability of all Partners. "*

*'Always working with us and not for us as part of the same team with commitment that can be found only in the best in-house legal teams and not to external advisors.'*

*"It is a great pleasure to work with them and their diligence offers comfort to their clients».*

*A client values the team's "in-depth knowledge of the Greek market and immediate responses".*



### DISPUTE RESOLUTION & RESTRUCTURING

*Very punctual in meeting deadlines and very good knowledge of local financing market."*

*"Fast, personal contact, industrious problem solving."*

*"Quick and insightful responses, strategic approach, focus on efficiency and quality."*

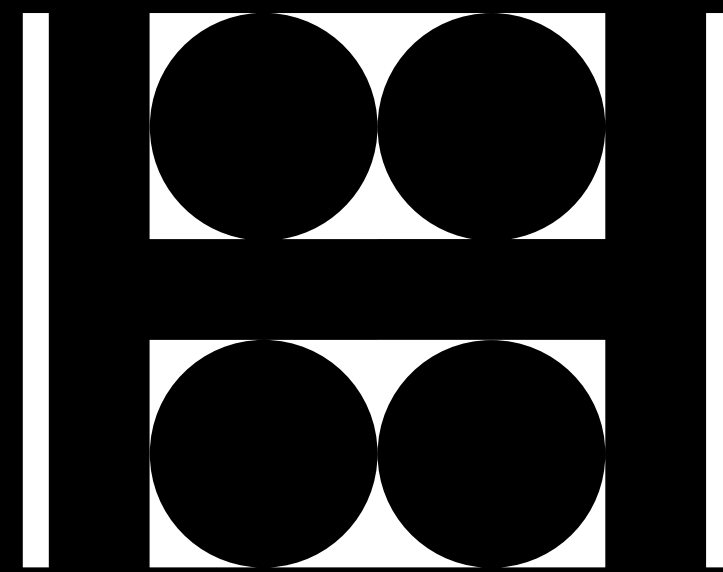


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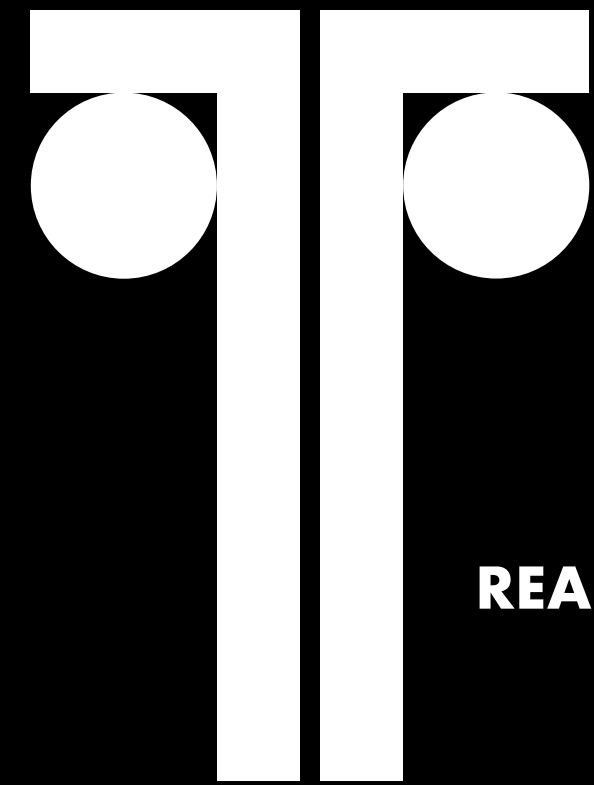
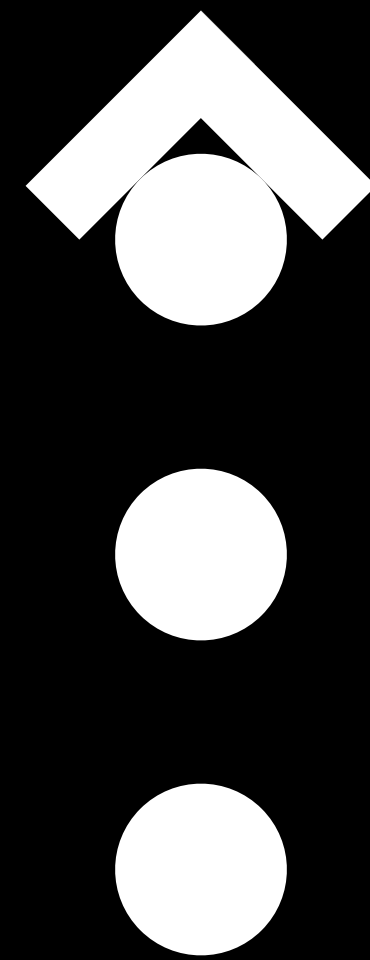
AREAS OF EXPERTISE



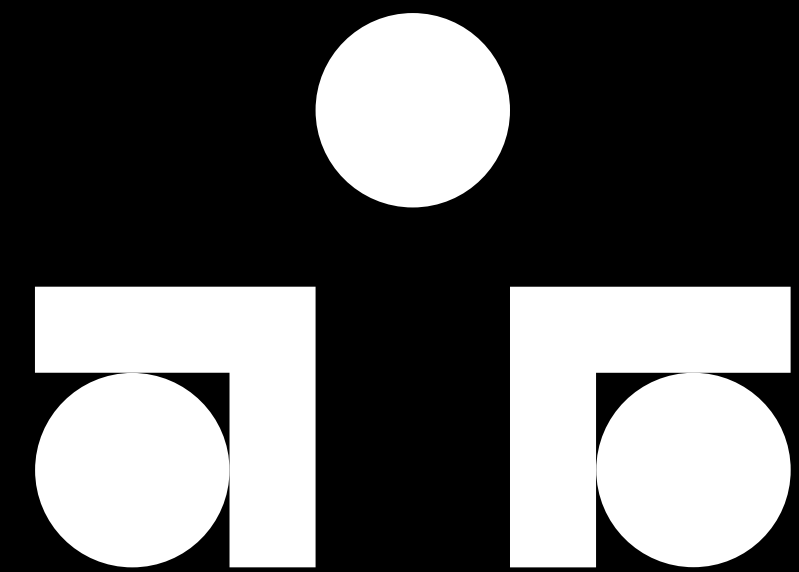


**BANKING & FINANCE**

**CORPORATE**

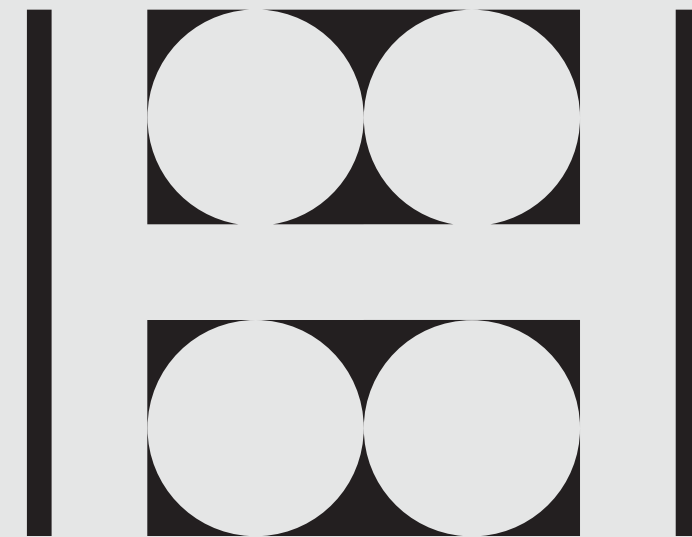


**REAL ESTATE**



**DISPUTE RESOLUTION  
& RESTRUCTURING**

## Banking & Finance



**Alexandros Kosmopoulos**  
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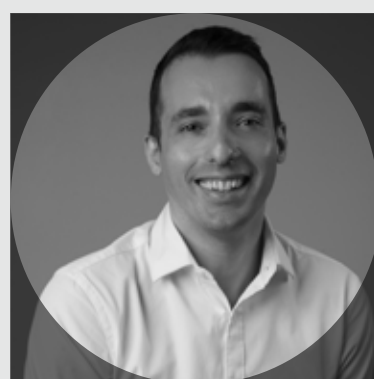
Our specialist knowledge of the Banking and Finance sector in Greece and its commercial challenges enables our team to provide results driven and practical advice to banks on some of their most complex transactions and help them address some of their most immediate business issues.

We are working alongside leading Greek financial institutions to meet the challenges of a dramatically changing regulatory landscape. Internationally, market developments continue to drive activity across the sector as institutions seek to reshape their operating models or capitalise on new opportunities.

AKL's Banking and Finance team has been growing and developing consistently over the past decade and is now widely recognised for its ability to handle large, complex and high-value transactions. Our growth has generally been driven by our dedication to deliver high quality legal services, our commitment to produce innovative and workable solutions, and our determination to tackle even the most demanding challenges.

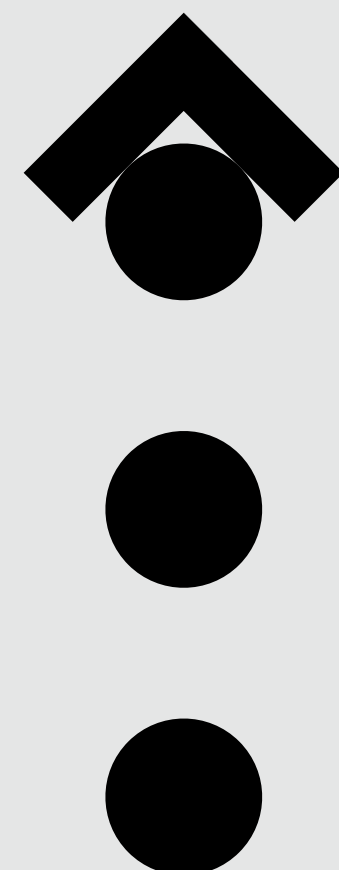
Our team acts for an extensive array of international and domestic clients and has enviable experience in a range of key sectors, including corporate finance, acquisition finance and project finance (including infrastructure, real estate, energy finance and PPPs), capital markets, NPLs, investment funds, and regulatory compliance.

Our team also has significant experience dealing with cross-border transactions, often acting alongside leading international law firms.



**George Zohios**  
Partner

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## Corporate

We are a leading Corporate and M&A team that is counted among a small group of elite practices at the top of the market in Greece. What makes us one of the most respected practices is our client base, the mandates we win, our industry expertise, as well as our reputation for creating value for clients and investing in relationships.

Growth is a big consideration for every business owner. We advise at every stage of a company's development across the full spectrum of corporate issues, partnering with businesses as they expand through equity and debt fundraisings, joint ventures, acquisitions, and IPOs.

Corporate is AKL's fastest growing practice and addresses an impressively diverse range of legal service requirements for clients. Our team is particularly active in transactional work, including mergers and acquisition and commercial contracts. We are versatile and experienced and equally at home working on routine deals or handling high profile, more complex transactions (including privatisations).

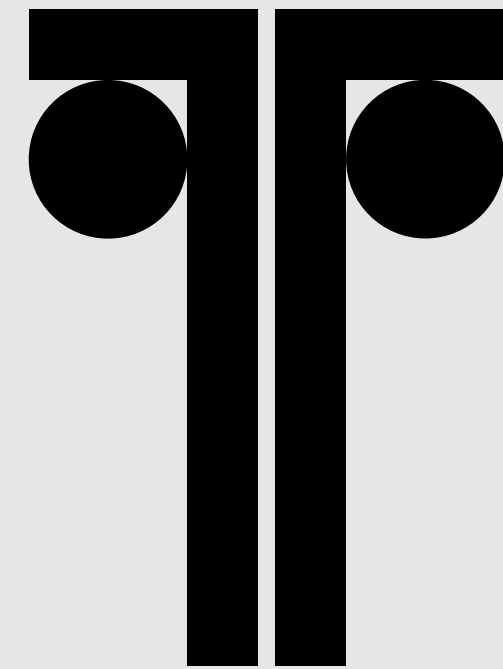
In addition, our team has significant experience advising on regulatory compliance (including corporate governance issues), as well as advising on the legal aspects of structuring business operations and processes. In the recent years, we have established a strong presence in the technology sector, especially advising technology start-up founders and investors.

We have the capability, resources and experience to manage transactions quickly and efficiently, while taking everything in our stride. Our clients also benefit from the value-added services we offer, particularly market intelligence, specialist industry knowledge and our ability to provide commercial business solutions.



**Helen Alexiou**  
Partner

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## Real Estate

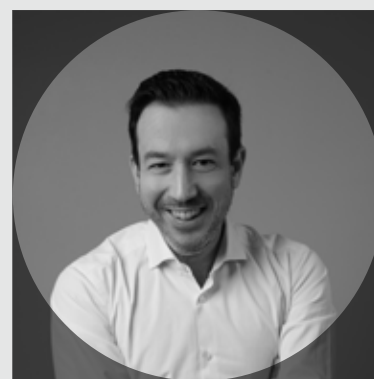
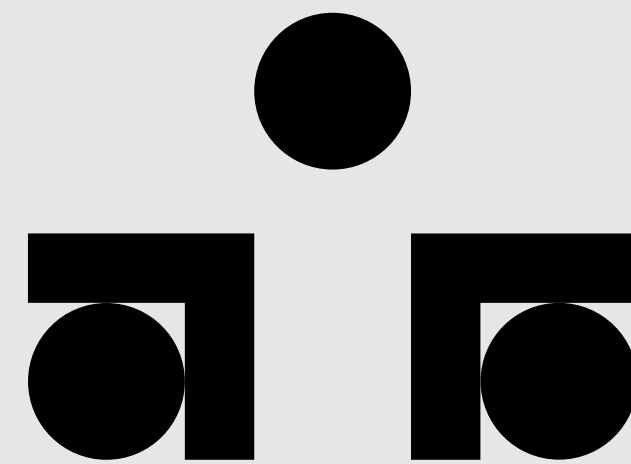
Acting for the Real Estate sector's leading players in Greece, we advise on the full range of property-related transactions. With an internationally renowned team, we have the commitment, resources, and know-how to get your deals done, whatever they are and wherever they are based.

Forward thinking and commercial in our approach, with a recognised ability to deliver complex deals, we handle the entire property 'life-cycle' from the initial acquisition, development, leasing, joint-venturing and financing, through to the final exit.

Our team is universally recognised for its comprehensive advice on the full range of real estate transactions and is widely known in the market for its in-depth knowledge of the sector and for offering a creative approach to all kinds of real estate projects, no matter their size or complexity. The team has worked on some of the most complex real estate projects in Greece in the past decade.

Our team is well-equipped to advise on highly technical matters such as zoning, planning, regulatory and environmental matters, development parameters and licensing, and has strong experience over all asset categories. We provide a comprehensive range of services to the Greek market, including asset acquisitions and divestments, development and redevelopment, concessions, and real estate finance.

We work with property developers, contractors, financial and strategic investors, lenders, governmental agencies, corporates, and high-net-worth individuals, both domestic and internationally based.



**Sotiris Foteas**  
Partner

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## Dispute Resolution & Restructuring

Dealing efficiently and effectively with disputes when they arise and using experienced lawyers who can add strategic value and find the best workable solution is an essential part of everyday business for many of our clients.

Our team of specialist litigation, arbitration, regulatory and investigations lawyers provide expert advice and representation on the full range of business disputes. We represent our clients in many complex, high-value disputes in the courts, in international arbitration tribunals and in alternative dispute resolution procedures such as mediation.

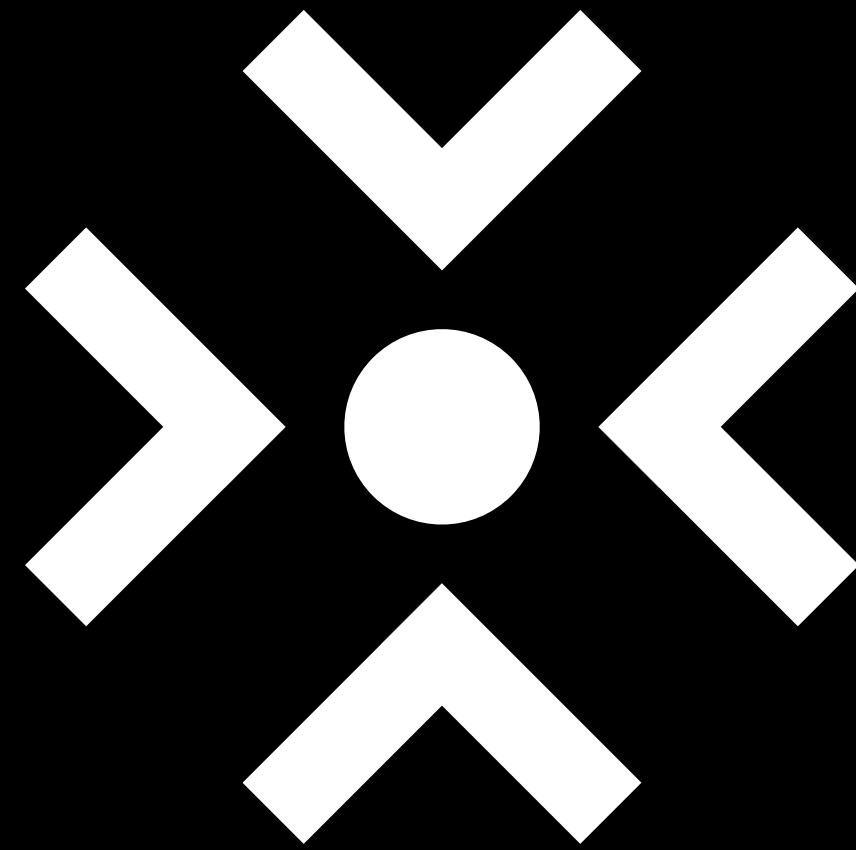
AKL's Dispute Resolution team has significant experience in a range of sectors, in particular real-estate dispute resolution, commercial and banking disputes, civil relations, construction claims in public and private works, enforcement and restructuring (insolvency and pre-insolvency) facilities. In every case we work hard to defend our client's interests, assessing all viable options and recommending the best available course of action.

In our work we always prioritise and focus on evidence and on finding creative solutions for our clients. We advise and negotiate proactively, always looking to prevent costly court proceedings if this is possible. However, if it is not, we always work hard to identify the best viable strategy for winning potential litigations.

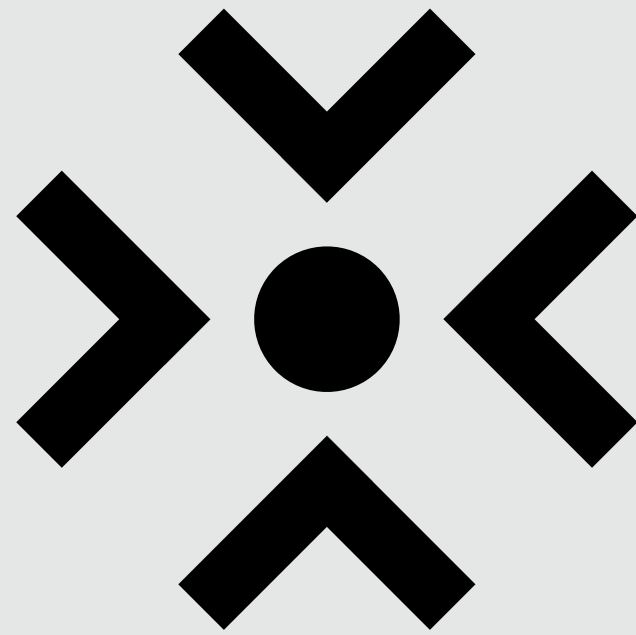
While our primary focus is always on the legal issues involved in any dispute, the hallmark of our service is our understanding and appreciation of the wider financial and commercial considerations our client is facing. We balance these different aspects to achieve the best possible outcome for our clients.



# PASSION



**Knowledge Center**



## **Knowledge Center**

## **Visit our Knowledge Center**

AKL lawyers are specialists in their areas of the law and will constantly research, analyse and report on issues and developments currently happening in both the Greek legal order and wider jurisdictions, particularly in Europe, as part of their day to day work.

New legislation, new rules and regulations and important domestic and international court decisions all have a direct impact on our clients' business and commercial interests. It is an important part of our service to make sure that they get this information as quickly as possible, with issues explained clearly and concisely and, where appropriate, with recommended courses of action.

We produce a range of publications for our clients including legal briefings, market analysis and research papers. This material is also freely available in the Knowledge Centre on our website, where our most recent publications will be uploaded weekly and where you can also find an archive of other useful material that we have published in the past few years.

We invite you to visit our Knowledge Centre using the following link:

**[www.aklawfirm.gr/knowledgecentre](http://www.aklawfirm.gr/knowledgecentre)**

We hope that you find this a useful information resource for your business, and we would be very pleased to hear from you, should you want to give us feedback on or discuss anything that you download. Please contact the partner shown as the author on any particular publication that you are interested in.



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