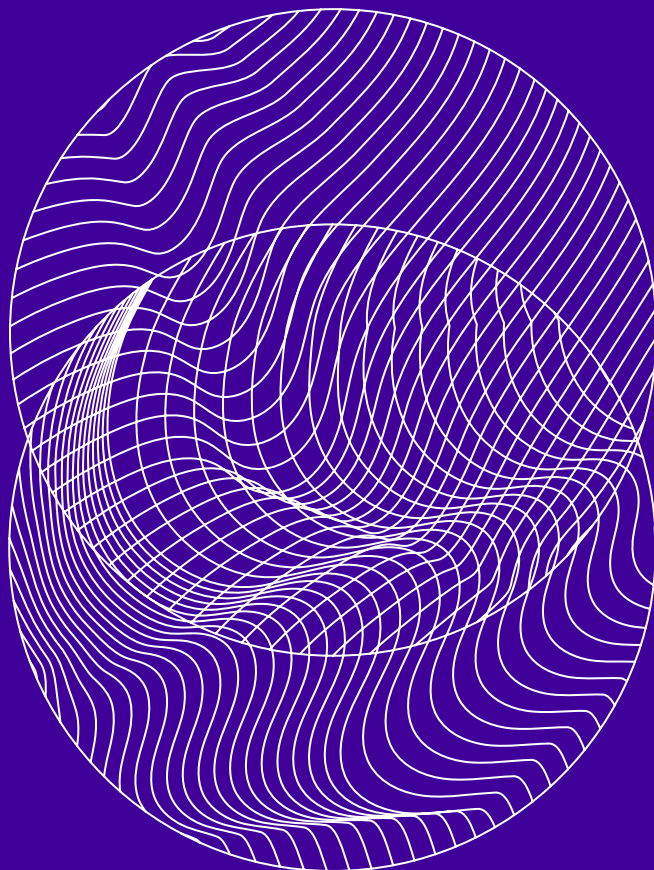


Z E P O S & Y A N N O P O U L O S

# M&A and Project Development



## We work with you to minimise risk and maximise opportunity

As one of the longest established Greek law firms, we apply a refreshingly modern approach, in tune with the contemporary demands of international business.

With 150 people, we are one of Greece's largest firms, but the only one to offer you comprehensive legal and tax services.

## Outstanding people

Our people are outstanding too – experts, who guide you through the ever changing maze of Greek rules, and assist you with detailed market knowledge.

Based on a deep understanding of your needs, we manage your project and bring it to a timely and beneficial conclusion. You find that we maintain the highest service standards in the global market.

In short, we take care of it. We keep you safe, and give you advice that helps to build a successful strategy and get the deal done.

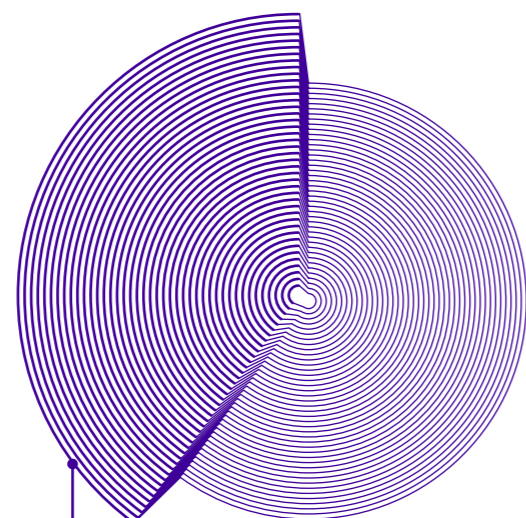
## Industry-focused

When you commission our Mergers & Acquisitions practice, you engage experienced specialists.

Our people often lead the field. One of our partners, Professor Manos Mastromanolis, sat on the legislative committee for a new law on corporate mergers and transformations, and our partner Stefanos Charaktiniotis and his team are responsible for drafting annually the chapter on Greece in *Organizing an investment*, published by The Economist.

We have significant expertise in industries such as banking and financial services, education, energy, food and beverage, healthcare, hospitality and leisure, IT, media and entertainment,

non-profit, private equity, real estate and telecommunications.



40%  
of our 2018 work  
to support transactions

## To help you succeed, we take care of it

### You benefit

For your project we form a multi-disciplinary and industry-focused team, involving legal specialists from relevant practices, and where needed tax experts, accountants and economists to help you benefit from all the business and financial opportunities of the transaction.

However, you only have to deal with one person in our firm – a dedicated contact who leads our team that conducts and manages your project.

We are able to handle high volumes of complicated work within tight deadlines, such as due diligence. In this, you profit from the size of our firm, strength of support services in knowledge management, IT and systems, and rigorous quality controls.

One third of our staff works in business support. We continue to invest heavily in the development and training of the people who deliver your success.

20+

full-scope due  
diligence reviews  
in 2018

### Leading companies

About 90% of our clients are based outside Greece, more than a third of our work comes from international law firms and we participate in multinational networks. This orientation helps us operate seamlessly across borders.

During the past year we worked on transactions, ranging from strategy design to due diligence and from negotiation to implementation for clients, including Thomas Cook, Mirova, KKR, Sichuan, Knapp, European Investment Bank, Enel, Comer Group and EDP Renewables.

## Our expertise

- Mergers, Demergers, Spin-Offs, Transformations
  - + planning actions and timetables
  - + drafting and negotiating agreements
  - + drafting statutes and corporate resolutions
- Acquisitions
  - + planning and conducting legal, tax and accounting due diligence
  - + drafting and negotiating share purchase and other transactional agreements
  - + fulfilling all formalities required for acquisition implementation
- Tax
  - + tax consequences of mergers and acquisitions, domestic and cross-border
  - + tax efficient structuring and implementation of mergers, buy-outs, spin-offs and transformations of companies
  - + tax and accounting due diligence
  - + tax warranties and clauses in related contractual agreements

## Highly rated

In annual satisfaction surveys our clients consistently rate us highly for attitude, project management and responsiveness as well as service and support quality.

Here is what some of them say:

*"We could not be more pleased with your professionalism, responsiveness and service excellence.*

CEO, Kefalonia Fisheries

*My experience with Zeya is the best I have had with a law firm in recent years. You have been precise in your advice, patient and super responsive, anticipating all our needs.*

Chief Counsel International, TTEC

*One commentator reports that the team was 'very helpful and attentive in getting back quickly with suggestions to any queries we had, and their advice was always succinct and commercial.' The firm's managing partner Dimitris Zepos has considerable experience of advising clients on [...] transactions.*

The Chambers Europe, 2018

*The 'excellent' team at Zepos & Yannopoulos is praised for its 'extremely responsive service and high level of specialist local knowledge'.*

Legal 500, 2018



## Your key to success

To discuss how we can help you succeed in Greece, please contact one of our key people.



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## We are responsible

Just to mention two aspects of our social responsibility work: we donate to not-for-profit associations that support children in need, and we fund law student activities and run internships.

## We are transparent

We are committed to conduct business to the highest ethical standards. This is why we have been selected as the Greek partner of Trace International.



### Stay in the Know

Zepos & Yannopoulos comprehensive news alerts highlight a variety of legal insights for a wide array of practice areas and industries. Subscribe to our Newsletters at [www.zeya.com/stay-know](http://www.zeya.com/stay-know) and keep abreast of all latest legal and tax developments in Greece.

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