

## CHAMBERS EUROPE 2019

One of the most respected international legal directories Chambers and Partners has released the latest edition of its most extensive guide, Chambers Europe 2019. The guide covers 53 jurisdictions across Europe.

Chambers guides are the culmination of thousands of in-depth interviews by the largest research team of its kind and are trusted world-wide to objectively rank the world's best lawyers and law firms.

Chambers Europe recognizes the legal alliance of DERLING PRIMUS and PRIMUS DERLING among the leading law firms in the Baltic legal market. Firms' lawyers are also highly ranked in different practice areas.

The firm is ranked as one of the TOP3 law firms in the Baltic States in the field of Corporate and Commercial and is described as a "notable team advising on business restructuring and M&A work across the Baltic region. Works with domestic and international clients from the infrastructure, retail and banking sectors, with further experience in telecoms."

Managing partner **Robert Juodka** in Lithuania, partner **Sintija Radionova** in Latvia and partner **Rolan Jankelevičs** in Estonia are identified as key points of contact.

### Banking & Finance

Robust team of DERLING PRIMUS in Estonia is active on a range of regulatory and day-to-day issues. Also provides support in financing transactions, including advice on facilities agreements and capital markets matters. Assists companies with loan transactions and is also regularly instructed on cross-border mandates. Diverse client roster includes domestic and international banks, government authorities and corporates.

Clients praise the team for its level of preparation, with one source noting its "*comfortably tailored legal service,*" before adding that the lawyers "*go into detail and generate multiple scenarios and variations to bring out all aspects of a problem we are trying to resolve.*"

Sources say that partner **Andres Siigur** "*pays attention to details, is very hard-working and knows the regulations very well.*" He assists clients with capital markets transactions and project finance. He is also adept at advising on private equity and venture capital mandates.

Managing partner in Estonia **Hannes Vallikivi** has a strong track record advising prominent financial institutions on regulatory matters and financing transactions.

According to Chambers Europe, Banking and Finance practice group in PRIMUS DERLING Latvian office is described as a "notable team advising on a spectrum of contentious and non-contentious matters. Particularly active in financial restructuring and disputes. Also experienced in financing transactions and boasts strong regulatory know-how. Its client roster features domestic banks as well as corporate clients from a range of sectors, including IT, energy and transportation."

Partner **Sintija Radionova** is highlighted for her work on banking and finance mandates. She boasts a broad banking and finance practice encompassing transactional mandates and regulatory advice.

## Corporate / Commercial

Notable team of DERLING PRIMUS in Estonia is recognised as “offering comprehensive advisory services. The firm advises foreign and domestic clients on governance and commercial matters relating to the establishment or continued operation of subsidiaries in Estonia. Assists with the structuring of corporate transactions, including highlight mandates on the sell side of inbound investments. Represents a diverse portfolio of domestic and international clients from sectors such as IT, logistics and transport, food and banking.

Sources single out the firm's client-oriented approach as a key strength. One interviewee explains that *"the lawyers are very practical and react quickly,"* adding: *"They really know our business."*

Another source highlights the team's responsiveness, reporting: *"They are very quick, efficient and get straight to the point."*

Managing partner in Estonia **Hannes Vallikivi** acts both for domestic selling shareholders and for international corporates on M&A transactions. He is particularly noted for his prominent role in the Estonian Bar Association and for his strong negotiation skills.

Partner **Rolan Jankelevitš** spearheads the practice and advises on both inbound and some outbound M&A transactions. Clients appreciate his attention to detail, with one reporting that he is *"very careful and leaves no loose ends."* *"He is hard-working and has a results-oriented approach,"* says one interviewee, while another describes Jankelevitš as *"available and creative."*

Senior associate **Triin Ploomipuu** enters the rankings for the first time. She is singled out by market commentators and clients alike for her important role in key mandates. Clients appreciate that *"she always manages to see the big picture"* and that *"she is extremely available and very supportive."*

Corporate and Commercial practice group at PRIMUS DERLING in Latvia is described as “well-respected team gaining increasing recognition for full-scope support in M&A transactions. Regularly assists with due diligence projects. Also consults on general corporate and tax issues, including market entry and corporate governance, and has experience of cross-border reorganisations. Maintains an enviable client base featuring companies from the financial services, IT and transport sectors.”

*"We would like to say that they offer the best quality service if you sum up the three main components – time, money and work,"* remarks one impressed client.

Partner **Kristīne Gaigule-Šāvēja** joins this year's rankings due to positive market feedback and increased activity on corporate and commercial mandates. She is praised by sources for being *"always flexible to discuss new options and ready to provide us with quick solutions."*

Partner **Sintija Radionova** is a respected practitioner with extensive experience in corporate transactions and governance matters. She regularly advises clients from the financial services and real estate sectors. One impressed interviewee highlights her for being *"detail-oriented and very prompt."*

Partner **Zane Eglīte-Fogele** is well regarded for her experience in corporate matters, regularly assisting international clients with inbound M&A transactions. She also offers expertise in capital markets and corporate restructurings.

PRIMUS DERLING team in Lithuania assist with corporate, M&A, real estate, commercial and restructuring matters. Recently active in the energy and natural resources, telecommunications and manufacturing sectors. Provide domestic law advisory services to a number of significant international corporates with operations in Lithuania. Also regularly advise on market entry.

Partner and Corporate practice co-head **Giedrė Dailidėnaitė** enters the rankings due to her growing market presence. She provides advice to international and domestic clients on M&A transactions, market entry and compliance matters.

Managing partner in Lithuania **Robert Juodka** represents clients on a range of corporate and commercial mandates. Sources praise his ability to combine *"legal excellence with a sound, commercial, hands-on approach."* He assisted PKP Energetyka with its entry into the Lithuanian market. He is also a native Estonian speaker and chair of the Estonian Chamber of Commerce in Lithuania.

## Dispute Resolution

DERLING PRIMUS lawyers in Estonia are described as an "experienced team at with strong capabilities in tax and competition law disputes. White-collar crime cases are an additional area of activity. Boasts experience in diverse commercial disputes, including boardroom disputes, contractual disputes and bankruptcy cases. Client base features important players from the energy, real estate and construction and banking sectors."

Clients highlight the lawyers' *"ability to foresee problems,"* going on to say: *"They are responsive, understand our problems and through their experience help us to find optimal solutions."*

Partner **Elmer Muna** acts for corporate clients and public bodies on a wide range of administrative and commercial litigation mandates. He also attracts attention for his handling of white-collar crime proceedings.

Partner **Erki Kergandberg** acts for domestic clients involved in administrative, commercial and criminal law claims. He earns considerable praise from market commentators for his consistent presence in many of the firm's key mandates, while clients say that he is *"always available when needed."*

As reported by Chambers Europe, PRIMUS DERLING in Latvia "assists local and regional corporate clients with a variety of commercial disputes, including debt recovery, insolvency and contractual mandates. Also assists with issues relating to tax and construction, with further experience in handling employment litigation."

Partner **Mārtiņš Mežinskis** co-heads the litigation team at PRIMUS DERLING Latvian office. He represents clients in commercial litigation cases, acting for both local and international companies. He also has experience assisting with corporate disputes, including shareholder conflicts.

Dispute Resolution practice group at PRIMUS DERLING in Lithuania represents domestic and regional corporates in a wide array of cases, including public procurement, insurance and contractual disputes. They represent clients from the energy sector, recently expanding its profile in this area and adding Topray Solar to its clientele. Also noted for its experience in international arbitration mandates.

Sources highlight the team for its client service, with one interviewee remarking: *"We appreciate the effective response and assistance we receive."*

Partner and practice head of Dispute Resolution **Marius Devyžis** attracts praise for his knowledge in sports disputes. His wide-ranging practice encompasses contractual, shareholder and competition-related disputes.

## Employment

As reported by Chambers Europe, expertise at DERLING PRIMUS in Estonia includes employment disputes, privacy and data protection and cross-border taxation. Also handles employee transfers and immigration issues. Advises an impressive range of international clients, particularly in the information technology, logistics and pharmaceutical sectors.

Partner **Toomas Taube** is a *"very good specialist"* who handles a range of employment mandates, including employment terminations, disputes and staff reorganisations.

Employment practice team at PRIMUS DERLING in Latvia is recognised as a "noteworthy employment group taking on various contentious and non-contentious mandates. Advises clients on employment disputes, investigations and market entry. Also adept at assisting with collective work agreements, mass redundancies and employment dismissal cases."

Clients praise the lawyers for their *"excellent approach, good communication skills and innovative ideas."*

Partner **Sintija Radionova** is recognised for her expertise in employment disputes. She also assists with non-contentious matters, including business reorganisations and employment agreements.

## Intellectual Property

**Toomas Taube**, partner at DERLING PRIMUS in Estonia, advises clients on trade mark registration and infringement as well as related litigations. *"He is a highly skilled lawyer and a pleasure to work with, and I would not hesitate to recommend him to anyone with a trade mark or other IP problem in Estonia,"* remarks one impressed source.

## Real Estate

According to Chambers Europe, PRIMUS DELRING in Latvia is a "popular choice for domestic clients carrying out real estate acquisitions and negotiating lease contracts. Has experience in construction and development projects, including those relating to energy. Also handles disputes over the non-performance of construction contracts. Client list includes real estate developers, funds and other investors."

Partner and practice head of Real Estate **Kristīne Gaigule-Šāvēja** advises clients on construction projects, real estate transactions and lease agreements.

Managing partner in Lithuania **Robert Juodka** is noted as a recognised practitioner in the field of Real Estate.

## Tax

Tax practice team at PRIMUS DERLING in Latvia is described as an “active tax group representing domestic brands, European companies and private individuals. Advises on regulatory issues, tax due diligence and the tax aspects of employee share options. Additional expertise in VAT and corporate income tax issues. Also acts on contentious tax matters.”

A client says: *"We have a very good impression of Primus,"* noting: *"They excel at knowledge, timeliness and understanding of clients' needs."*

Ingūna Ābele, head of tax practice and a certified tax adviser, is recognised as the main point of contact.

Source: Chambers & Partners