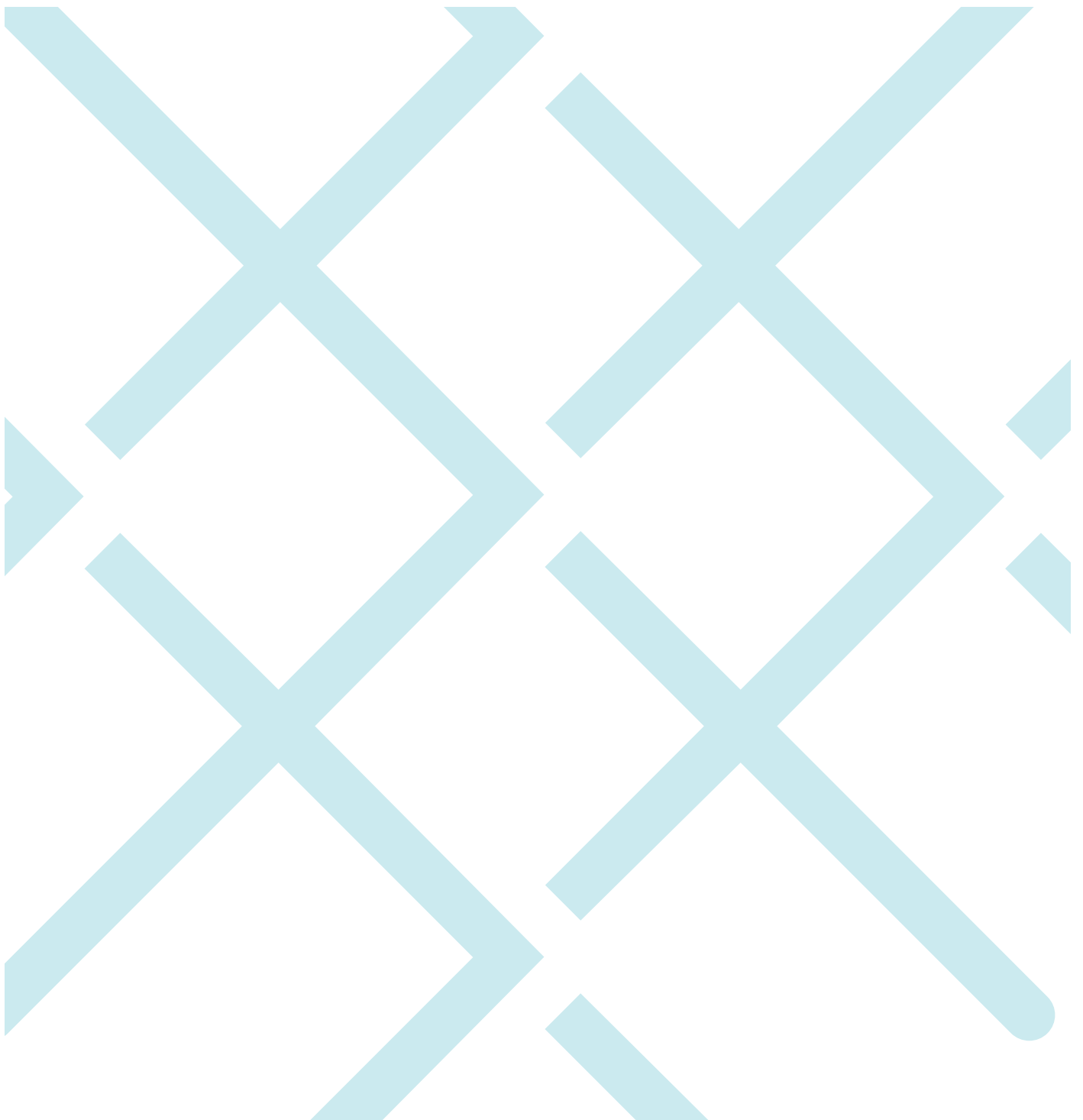




sela
south east legal alliance

Network Profile





SELA - South East Legal Alliance

Network Profile



South East Legal Alliance

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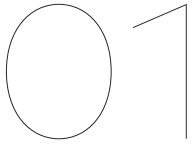
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The South East Legal Alliance

The South East Legal Alliance is a regional network of independent law firms advising clients on their operations across South East Europe. The alliance members are amongst the top firms in their jurisdictions, providing the full range of legal and business services to local and international businesses. Our clients benefit from our unified approach, integrated teams and cross-border expertise.

Our member firms are carefully selected for their reputation and track record of success, as well as for their in-depth knowledge of local laws, business and political environments, enabling us to help clients successfully navigate the regional legal and business terrain. The lawyers in each of our member firms have broad experience across a range of industries and many of the lawyers have degrees from affluent US and European universities. With fluent English language capabilities, as well as proficiency in French, Spanish, Russian, German and Italian, our member firms boast specialised desks offering a full range of services in these languages.

Client service is our top priority. Our international and commercial approach ensures that our clients receive first-rate representation and a consistent level of professionalism across the alliance. To sustain this, each of our member firms shares a common established protocol focused on integrity, teamwork, excellence and trust.

Our Expertise



Practice areas

- Banking & Finance
- Competition & Antitrust
- Corporate & Commercial
- Data Protection
- Dispute Resolution
- Employment & Immigration
- Intellectual Property
- M&A and Private Equity
- Real Estate & Construction
- Tax Law



Industries

- Agriculture & Food Processing
- Automotive & Manufacturing
- Aviation
- Energy, Infrastructure & Mining
- Environmental
- ESG
- Insurance
- Leisure
- Pharmaceuticals & Healthcare
- Retail & Consumer Goods
- Technology, Media & Telecom
- Transportation & Logistics

Why SELA?

With coverage in eight jurisdictions across South East Europe, SELA offers a breadth of reach combined with in-depth knowledge of local business and industry to offer shrewd, commercially savvy advice to clients.

By thinking innovatively about the business issues clients' face, SELA members consistently provide quality legal advice in-line with the strategic objectives of its client base, while at the same time guiding them through the intricacies of the local markets.



Superior Value

The members of SELA understand that in-house legal departments are under increasing pressure to contain external counsel fees and in response have set up certain internal mechanisms to ensure that as a whole, SELA provides cost-effective services and value for money. By controlling the quality of service and minimizing the cost of services provided, SELA member firms are able to ensure client satisfaction on every matter.



Local Touch - Regional Reach

The SELA member firms have been carefully selected based on their reputation and track record, as well as for their in-depth knowledge of local laws, business and political environments, which is necessary to help clients successfully navigate the local legal and business terrain. Each member firm has assembled a team of top-notch lawyers with broad experience, educational backgrounds and English language service capability. SELA easily assembles integrated teams to efficiently provide seamless solutions for cross-border transactions so that clients are practically served in multiple jurisdictions by teams that are trained and practiced together, through one main point of contact.



Personalized Service

SELA is able to provide all of the advantages of larger regional firms, but with the added value of being able to offer flexible, cost effective and personalised service. Partner-led teams give clients access to high quality legal service, organised to serve the ever increasing cross-border dynamic of its client base. Clients benefit from the opportunity to work with a focused group of law firms, providing top tier legal and business services that operate in a coordinated manner and cover multiple jurisdictions.

Our Members

Apostolska Aleksandrovski & Partners

AAP LAW

Apostolska Aleksandrovski & Partners is a modern, full-service corporate law firm in North Macedonia. Taking a fresh approach to the provision of legal services, Apostolska Aleksandrovski & Partners offers a client-focused service in key areas of law that have meaningful impact on the operations of businesses operating in North Macedonia.

The firm fosters a technology driven culture that puts clients at the forefront by offering tailor-made solutions in response to their challenges and needs. The firm builds strong and progressive attorney-client relationships in order to provide the highest level of client service. Apostolska Aleksandrovski & Partners works to gain an in-depth understanding of the industry and operations of its clients and to provide legal advice in line with their business strategy, mindful of how it will affect their overall business operations.

Clients receive a consistent level of service and attention from Apostolska Aleksandrovski & Partners, regardless of the scale and scope of services. The firm strives to bring value to clients and measures success on client satisfaction,

understanding that any matter, regardless of size, is important to a clients' business. By offering unique, tailored solutions and individualised attention, Apostolska Aleksandrovski & Partners provides a safe and predictable legal environment for businesses to grow in. The strong educational backgrounds of the firm's lawyers, together with the firm's enthusiasm, expertise, commitment and usage of modern technologies guarantees a top quality service that regularly exceeds client expectations.

The firm is fully capable of handling deals and cases of any size or complexity to meet the wide ranging needs of its client base. The firm has built strategic relationships with international law firms, consulting firms and independent experts to offer a wider scope of services to clients. Apostolska Aleksandrovski & Partners has extensive experience and an expanding client base, serving all types of clients including small, mid-size and large multinational international and domestic companies, international organisations and financial institutions, across all industries of business.

Dražković Popović & Partners

D2P LAW

Dražković Popović & Partners (D2P) is a leading full-service business law firm providing legal services in both Serbia and in Montenegro, founded in January 2013. Top ranked by the leading independent legal directories, D2P is the first port of call for domestic and foreign investors doing business in Serbia or in Montenegro.

D2P partners are locally and internationally educated and qualified, with significant experience in specific industry sectors in order to provide expert advice to the most demanding clients in relation to the most complex transactions. The firm also boasts several foreign qualified lawyers and has specialised USA desk, as they have a US-educated senior partner admitted to the New York bar, as well as German desk. The firm has a niche specialization in aviation industry and full support in implementing ESG. D2P is a Top-Tier Employment firm in Serbia for years by The Legal 500.

D2P handles the needs of foreign and domestic clients in all commercially relevant areas of law, including general corporate counselling, financial consulting, aviation finance, commercial agreements, dispute resolution, competition issues, data protection, ESG, employment, tax, capital markets, public private partnerships, real estate, and intellectual property.

With a long list of blue-chip clients, D2P is the first choice of domestic and multinational companies looking for top quality, bespoke service with a personal touch.

BDV Law Firm LLP



BDV is a leading Croatian full-service law firm with a key focus on corporate, M&A, banking and finance, dispute resolution, tax, real estate, competition, IP and data protection. The firm uses the power of its expertise, business acumen, market intelligence, and technology to provide premium strategic legal advice that will create value and growth for its clients.

BDV aims to be the firm of a choice for large businesses and financial institutions and to elevating the quality of the legal system on the local Croatian market. Focused on the Croatian and SEE markets, the team is advising both domestic and international clients in doing business as well as providing legal support to international law firms in cross-border matters.

Complex business challenges require simultaneous services of different specialists, other professional advisers, and collaboration with the client's in-house legal team. The firm offers an integrated legal and tax service, complementing in-house legal departments in a flexible, responsive, solution-oriented and seamless manner.

Services are delivered through an advanced set of pre-defined processes and are managed by tight internal organisation, guaranteeing efficient and knowledgeable support with unparalleled responsiveness, what can only be achieved by having dedicated and driven individuals working together.

BDV team consists of diverse, multifaceted, and agile experts who can quickly adapt to new clients' circumstances, requests, or problems and who have the capability to resolve them effectively in the client's favour. Partners take an active role in every transaction and ensure smooth teamwork.

The firm builds lasting relationships with its clients by combining business knowledge and understanding of the local market as well as daily cooperating with leading international law firms in course of multijurisdictional transactions.

Dimitrijević & Partners



Dimitrijević & Partners provides the full spectrum of legal services and business advisory to domestic and multinational companies operating in Bosnia and Herzegovina. The firm was created by group of pioneering lawyers that recognised the changing needs of the domestic legal market and responded with a modern practice, differently structured to drive productivity and deliver results. Dimitrijević & Partners supports companies doing business throughout all of Bosnia and Herzegovina.

Renowned for its uncompromising commitment, international standards of client service, exceptional lawyers and commercial approach to business, Dimitrijević and Partners offers an innovative and pioneering approach to legal and business advisory in Bosnia & Herzegovina.

The firm takes pride in its ability to adapt to the changing needs of its clients and to combine this with a deep understanding of its market to deliver innovative, focused and consistent legal and business advice.

Dimitrijević & Partners has a clear vision that creativity is a necessary element for advising clients in emerging markets. This vision, matched with a meticulous approach and engineered precision is what sets the firm apart from its competition.

Dimitrijević & Partners advises leading domestic and international banks, investors and government institutions doing in business in Bosnia and Herzegovina. The firm is recognised for its deep industry knowledge, fresh thinking and creative solutions and has worked on numerous projects to innovate and establish cutting-edge legal frameworks for the new situations taking place in the country, which means clients benefit from the firm's industry knowledge and unparalleled insight. Lawyers from the firm have been recognised by independent legal directories for their practical and business-minded understanding of the commercial implications of their legal advice and are known for their ability to combine their knowledge of local business, culture and industry with best practice standards and big picture vision to provide commercial solutions for clients.

Dinova Rusev & Partners



Dinova Rusev & Partners is a first-class Bulgarian law firm focused on providing services to major international investors. Their team of experienced lawyers offers comprehensive legal advice and assistance in various areas, such as corporate law, mergers and acquisitions, banking and finance, real estate, and dispute resolution. The firm prides itself on its deep understanding of the Bulgarian legal system and its ability to provide practical solutions to complex legal issues. With a focus on delivering

high-quality and personalized services, the firm aims to help its clients achieve their business objectives while navigating the legal landscape in Bulgaria.

DRP is one of the market leaders in advising international investors on all aspects of their investments – from initial due diligence through transaction support to ongoing support of the business activities.

Drakopoulos

D R A K O P O U L O S

Drakopoulos has been providing legal services to businesses since 1992. The firm has grown considerably since formation, offering today centralized, streamlined services across SE Europe via 3 main offices in Athens, Bucharest and Nicosia.

Drakopoulos possesses extensive resources and know-how to cover a wide range of services and handle substantial and complex transactions; our deep and talented roster of legal professionals provides service quality and legal expertise, leveraging the interests of our clientele, being dedicated to their successful operation.

The firm represents the interests of major national and international businesses, including multinational groups and companies listed on major stock exchange markets, active in a wide range of industries.

Drakopoulos is recommended for Corporate and M&A, Banking, Finance and Capital Markets, Real Estate and Construction, Dispute Resolution, Employment, Energy, EU & Competition, Projects and Privatisations, Intellectual Property and TMT by major highly recognized legal guides, including The LEGAL 500, IFLR1000, Chambers Europe, WTR 1000, IP STARS.

Hoxha, Memi & Hoxha

HM&H

Founded in 2003, HM&H has gained a reputation for professionalism and diligence. Over the past decade, the firm has assisted an increasing number of prominent international companies and the firm now assists and provides advisory services to several of the largest local and international corporations operating in Albania.

As a full service commercial law firm, HM&H provides legal services in all core areas of business law and assist clients with solid legal support for the development of their venture. With substantive sector know-how, the firm combines high level sophisticated counselling with straightforward, clear and business-driven advice. The firm has

adopted a collaborative and entrepreneurial attitude to provide creative and practical client-specific solutions.

HM&H has a dynamic team of attorneys that are adept at dealing with legal matters in various areas of law. The firm always acts in the best interest of its client, while never compromising its core principles and independence. The firm is committed to rendering legal services based on the highest ethical and professional standards, which can only be achieved through a total commitment to the clients' goals and the firm's core values of client focus, teamwork, trust and integrity.

Kirm Perpar Gorjup



Kirm Perpar Gorjup is an independent, full-service commercial law firm based in Slovenia. The firm is committed to delivering top quality legal services and to providing excellent industry insight and in-depth knowledge of the local market. The firm's top priority is its clients. To provide them with a truly bespoke service, the firm invests significant resources in understanding the clients' business and their strategic objectives. This, combined with a dedication to professional integrity, is one of the fundamental factors that defines the firm's strength and reputation and sets it apart from other law practices in Slovenia.

The firm prides itself on being a premium business law firm. By delivering high value strategic advice, clients can be sure that they will receive the solutions they want and get results they can rely on. In today's demanding business environment, clients face economic and political challenges across various industries developing at an unprecedented pace. Kirm Perpar Gorjup helps its clients gain and

maintain their competitive advantage by providing innovative and commercially insightful legal services and advice. The firm's lawyers work in compact, partner-led teams that focus on developing candid relationships with clients based on mutual trust. Kirm Perpar Gorjup believes that good business relationships are based on open communication and a collaborative approach to work, and this is the foundation upon which the firm delivers quick, effective and creative solutions.

Kirm Perpar Gorjup is a forward-thinking law firm. Understanding that legal expertise and commercial wisdom balance business strategy, the firm strives to look at the bigger picture when advising clients, so that they can make sound business decisions and stay ahead of their competition. By taking a tailored approach to every matter, Kirm Perpar Gorjup joins forces with clients to help them achieve sustainable growth. This is the key to delivering exceptional client service and achieving the results clients expect.

Management team

Executive Board

The SELA leadership team is comprised of the top management of its member firms. The team works together to ensure continuity and consistency in all key areas of service in the legal industry. SELA leadership meets regularly to plan the strategic objectives regarding the development and long-term well-being of the alliance and its member firms.



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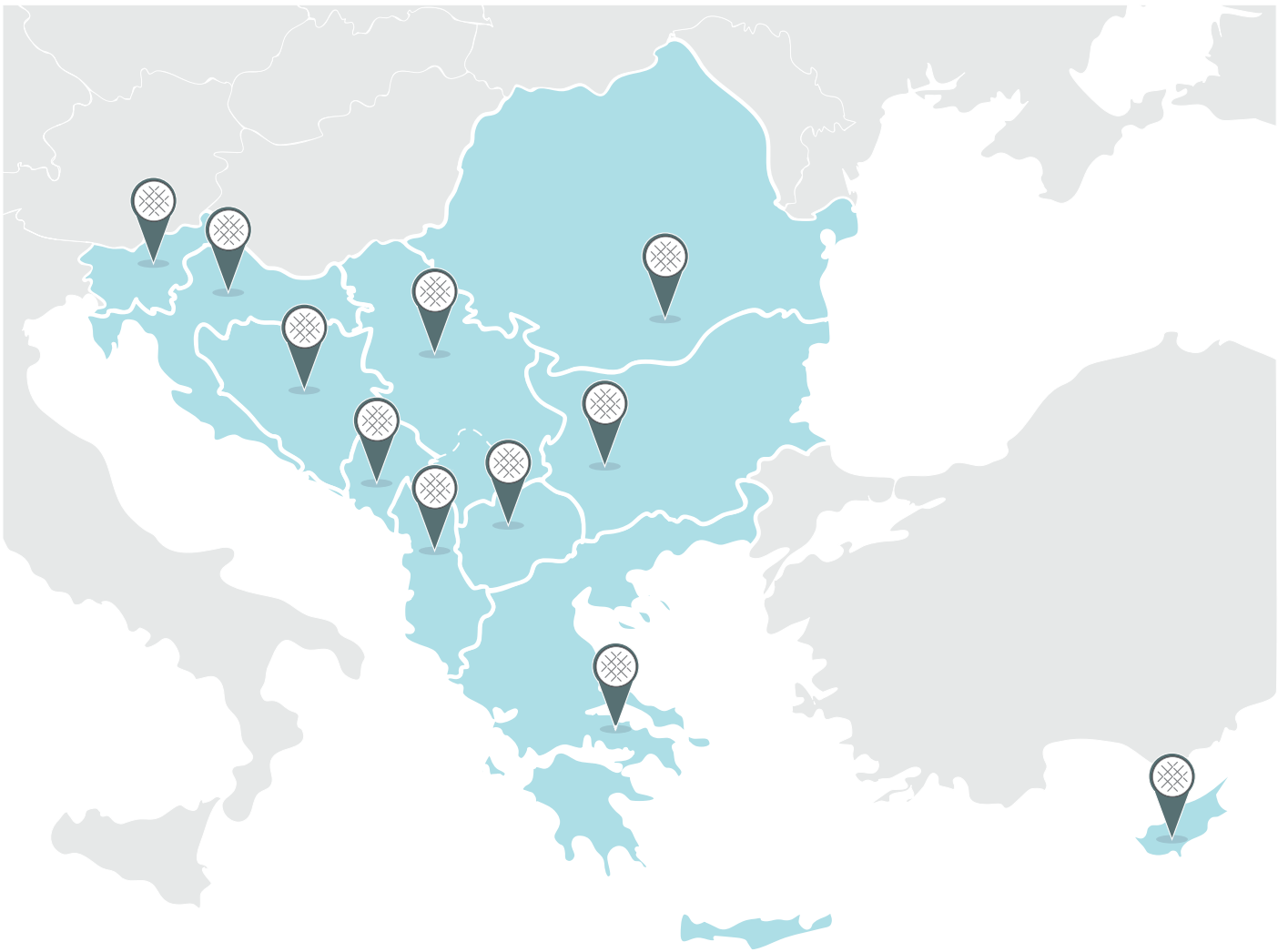
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