

CEE Insurance Services

Supporting your business
in Central and Eastern Europe

Focus on the Insurance sector

The insurance market across CEE is ever-evolving, which means there continue to be new opportunities for both local and international companies who are looking to expand their operations. We have gained solid industry know-how working in the insurance and reinsurance market for over half a century now and our long-term involvement in providing insurance expertise across CEE means that we can support you in making the most of new opportunities.

As we've made it our business to know the insurance and reinsurance market inside out, our clients tell us that we have the in-depth knowledge they need to support their businesses across the region. We speak the industry's language and our cross-regional insurance practice comprises 120+ lawyers advising some of the sector's major players and representatives.



Central and Eastern European
law firm of the Year.

PLC Which Lawyer, 2009

What makes us different?

- **A coordinated approach** – we run our business on a regional basis and can provide one regional point of contact for each practice area and industry group.
- **We understand the sector** – our firm employs 120 insurance lawyers and our dedicated CEE Insurance Group has provided advice in the CEE insurance sector for over 15 years. We are one of very few law firms to have a dedicated insurance practices across the region.
- **Communicating in English**, and other languages – all our lawyers are fluent in English and their native CEE language. Some speak other European languages, such as French and German, and we also have lawyers who speak Japanese. A lawyer speaking your language can handle each transaction or matter.
- **Critical mass to support you** – we have over 400 lawyers in our offices in CEE, and this makes us one of the largest law firms in the region.
 - Warsaw 130+
 - Prague 30+
 - Budapest 50+
 - Bucharest 50+
 - Bratislava 40+
 - Sofia 30
 - Moscow 90+
 - Kyiv 40+

We provide specialist advice on

- Entry strategies and new insurance products launch
- Regulatory issues
- Reinsurance arrangements
- Insolvency and exit solutions
- Outsourcing/IP/IT
- Data protection issues
- M&A
- Competition
- Product liability matters
- General commercial matters
- Claims handling & insurance litigation
- Distribution arrangements
- Underwriting support

Our experience

Experience in CEE includes advising

EUREKO B.V.

on acquisition of 100% of shares in the Russian insurance company Oranta, one of the major deals in the insurance sector in Russia

ACE

on preparation of anti-money laundering regulation, including authorization from the regulator; on employment law aspects of their Income Protector product, and on car lease agreements in Hungary

A GLOBAL FINANCIAL SECURITY COMPANY

on bankassurance and reinsurance agreements, and on establishing insurance operations in Poland, Hungary and the Czech Republic

A MAJOR INSURER

on the attempted acquisition of an insurer with operations in Hungary, Romania, Slovakia and Bulgaria

A WORLD LEADING INSURANCE GROUP

on insurance products in Slovakia; on the introduction of a new bankassurance product in Hungary; on bankassurance agreements, drafting new insurance products, and litigation in Poland

A MAJOR EUROPEAN LIFE ASSURER

on reviewing its compliance with insurance regulation in a number of CEE jurisdictions

JAPANESE INSURERS

on disputes over compensation for damage caused by an alleged design defect of a product sold in Russia, Belorussia and Ukraine

A WESTERN EUROPEAN FINANCIAL GROUP

on reviewing its compliance with insurance regulation in a number of CEE jurisdictions

A MAJOR INTERNATIONAL INSURANCE COMPANY

on establishment of insurance business in the Czech Republic, connected advice on insurance and social security (pension, sickness, unemployment insurance and benefits) regulation

AVIVA

on a Greenfield life insurance project in Russia

AIG UNITED GUARANTY

on introducing a new bankassurance product, including bringing the provisions of the insurance policy in line with Hungarian law, and on the negotiations with banks in Hungary

A NUMBER OF INTERNATIONAL FINANCIAL GROUPS

on the strategy for entry into the Russian insurance market including carrying a due diligence exercise, researching a potential partner and structuring the acquisition

LEADING GLOBAL INSURERS

on their D&O policies in Romania, and on their entry strategy into Romanian market

A PAN-EUROPEAN INSURANCE COMPANY

on the proposed acquisition of an insurance company in Slovakia, including extensive due diligence and providing advice on the suitability and enforceability of insurance products regulations as well as advising on likely future changes to Slovak insurance law

A JAPANESE INSURANCE CORPORATION

on marine transportation insurance in Ukraine

A REGIONAL INSURANCE GROUP

on a proposed acquisition of a Bulgarian financial and insurance services group, including extensive legal due diligence review

BALTIC AND NORDIC FINANCIAL SERVICES GROUP

on the acquisition of a pension fund and life insurance companies in Poland



This European firm ... has a strong
reputation across CEE.

Chambers Global 2009



CEE Insurance

▲ São Paulo
 ▲ Buenos Aires
 ▲ Montevideo
 Beijing ▶
 Shanghai ▶

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A CEE Magic Circle outfit.

Chambers Global



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