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Leading M&A practice across CEE



They have an excellent network and a deep understanding of how to do business in Central and Eastern Europe.

Real Deals

Its extensive CEE network is second to none...

Chambers Europe

A CEE Magic Circle outfit.

Chambers Global

The team has a good feeling for current market practice. It has insight into a lot of deals and can pull the experience from other transactions and use it to our benefit.

Chambers Europe

Award winning practice:



Why choose us?

CMS is the sixth global full service law firm that has the most extensive European footprint and a market leading presence throughout Central and Eastern Europe. With over 20 years experience in the region we have become the preferred M&A adviser to top corporates and financial institutions operating in CEE and developed excellent skills in managing cross-border transactions.

We continue to be the busiest M&A Legal Advisor in CEE, topping the CEE deal tables by volume for a third consecutive year, but first and foremost we are service-driven and relationship focused.

We never forget we work for you and pride ourselves on our responsiveness and 'can do' attitude. We strive to develop long-term relationships with our clients, always giving prompt, straightforward and commercial legal advice. Our clients tell us that they like working with us and consider us to be more approachable and accessible than other firms.

Understanding the industries in which our clients transact is crucial when it comes to providing effective commercial legal advice. That is why we organise our business along sector lines, which illustrates our client-focused culture perfectly.

With rich experience in representing clients from various industry sectors in corporate matters, and a broad portfolio of mergers and acquisitions, private equity and venture capital deals, we are well-suited to advise on the most sophisticated corporate transactions.

No other law firm has as many English qualified lawyers in the region (the majority of big CEE M&A transactions are done under English law) and we have a wide team of excellent English law practitioners based in CEE – a solution that can save you time and money.



Helen Rodwell

CEE Head of Corporate Practice Group

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Our recent track record

Financial Institutions

- **MKB** on the sale of Unionbank, in Bulgaria and Nextebank as well as its leasing arm in Romania.
- **Eurobank Ergasias** on a transfer of a 100% stake in Polbank to Raiffeisen Bank in Poland.
- **AXA** on the sale of its Hungarian insurance company and its insurance broker company as well as life & savings insurance operations in Romania.
- **MetLife** on the acquisitions of Aviva Czech Life, Aviva Hungary Life, Aviva Romania Life and Aviva Romania Pensions from Aviva.
- **Eureko** on the sale of its life insurance and private pension business in Romania.

Private Equity

- **Advent International** across seven jurisdictions (namely Netherlands, France, Hungary, Poland, Slovakia, Russia and Czech Republic) on the acquisition of Provimi Pet Food for an enterprise value of €188 million.
- **A consortium led by Bancroft Private Equity** on sale of a majority stake in Starman, the leading cable TV, broadband internet and voice cable services provider in Estonia.
- **Mid Europa Partners** on the acquisition of a strategic stake in Energy 21, followed by a stake increase to 95% in the Czech Republic.

- **Mid Europa Partners** on the acquisition of Polish Cable Railways (PKL) and majority stake in Jaworzyna Krynicka in Poland.
- One of the **Private Equity** exiting shareholders on the sale of Spanish cable operator Ono for a reported enterprise value of €7.2 billion.

TMT

- **A&N Media Limited** on its strategic exit of leading on-line job and car portals across six CEE countries.
- **Orange** in completing a radio access network infrastructure sharing agreement with Vodafone in Romania. This transaction is the most significant transaction in the sector for years and the first of its kind in Romania.
- **MIH Allegro**, a subsidiary of online business giant Naspers, on its highly strategic purchase of a majority stake (around 80%) in Netretail Holding, the online retailer, for nearly €230 million across five CEE countries.
- **o2 Group** and Innova Capital on all corporate aspects of Innova Capital's strategic entry to the company. We then advised jointly o2 Group and Innova Capital on the financing of the PLN 375 million (approx. €90 million) acquisition of Wirtualna Polska and its merger with o2 Group.
- **General Atlantic Partners (GAP)** – advised on the acquisition of a substantial minority interest in Studio Moderna, across 21 markets, including in CEE, Russia and Turkey.



Consumer products

- **Dixons Retail** on the sale of ElectroWorld operations in Central Europe to NAY a.s.
- **PZ Cussons** on the sale of its local Polish Home Care brands to Henkel.
- **Delhaize Group** on the €932.5 million acquisition of Delta Maxi Group.
- **Delhaize Group** on the sale of its Bulgarian operations.
- **Mid Europa Partners** on the acquisition of Żabka Polska in Poland.

Energy

- **MOL Group** on the acquisition of 208 filling stations in the Czech Republic, Slovakia and Romania.
- **BP** on termination of its partnership with Rosneft to explore oil and gas offshore Sakhalin Island (Sakhalin five project). CMS has been advising BP on this and other offshore projects with Rosneft since its inception in 1997.
- **Rosneft** on all aspects of acquisition of a significant minority interest in SarasS.p.A, a leading Italian energy provider.
- **Mechel Group** on its disposal of 100% of the shares in heat and power generation company, Toplificacia Ruse EAD (Bulgaria).
- **Iberdrola**, our long standing client across CEE region, on the sale of a 75% stake in Iberdrola Renewables Polska Sp. z o.o. for approx. PLN 840 million (over €200 million).
- **First Reserve Corporation** on the acquisition of Amromco in Romania.
- **Statoil** on the acquisition of St1 petrol stations in Poland.

Healthcare

- **Takeda Pharmaceutical Company Limited** on its €9.6 billion (debt-free cash free) acquisition of Swiss drug company Nycomed A/S across 13 countries.
- **BC Partners** on the €300 million plus acquisition of Synlab and FutureLAB, medical laboratory companies.
- **3i/3TS Capital Partners** on the sale of the majority shareholding in Centrul Medical Unirea in Romania .
- **Ozone Pharmaceuticals** on to the sale of the international part of the Ozone Pharmaceuticals.
- **Pfizer** on its US \$16.6 billion sale of its healthcare business to Johnson & Johnson in Central and Eastern Europe, Russia and Baltics.
- **Alpha Medical**, a Penta Investments portfolio company, on the acquisition of a diagnostics labs operator in Poland.

Your M&A contacts

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"She is a very high-quality practitioner."

Chambers Europe 2014

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"Praised as a 'problem solver,' who gives realistic advice and 'makes the situation clear'."

Chambers Europe 2014

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"She is very clear and concise, and her response times are excellent."

Chambers Europe 2014

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"...assists UK clients with a variety of Hungarian work including cross-border M&A and privatisations."

Chambers Europe 2014

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"...a well-known figure in the Polish legal market. One source commented: 'I am always impressed by him – he is a good lawyer and has a good practice'."

Chambers Europe 2014

**Marek Sawicki**

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"He has good communication skills combined with specific knowledge and experience."

Chambers Europe 2014

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"Gives clients 'confidence from the first minute'."

Chambers Europe 2014

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"Highly regarded practice head."

Legal 500, 2014

**Horea Popescu**

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"Department co-head Horea Popescu has a respected practice, with sources endorsing his ability on corporate transactions."

Chambers Europe 2014

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"Praised by a client as 'responsive, friendly and easy to work with.' He is noted for his wealth of experience working on cross-border deals across CEE."

Chambers Europe 2014

Facts and figures

BELGRADE

Established: 2000
> 16 Lawyers

LUBLIJANA

Established: 2008
> 11 Lawyers

SOFIA

Established: 2005
> 40 Lawyers

BUCHAREST

Established: 1999
> 50 Lawyers

MOSCOW

Established: 1992
> 50 Lawyers

TIRANA

Established: 2012
> 7 Lawyers

BUDAPEST

Established: 1989
> 60 Lawyers

PRAGUE

Established: 1991
> 25 Lawyers

VIENNA

Established: 1970
> 65 Lawyers

BRATISLAVA

Established: 1992
> 40 Lawyers

PODGORICA

Established: 2012
> 4 Lawyers

WARSAW

Established: 1990
> 150 Lawyers

KYIV

Established: 2007
> 27 Lawyers

SARAJEVO

Established: 2008
> 7 Lawyers

ZAGREB

Established: 2003
> 20 Lawyers

— **58 offices**

— **52 cities**

— **32 countries**

— **Europe:** Albania, Austria, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, France, Germany, Hungary, Italy, Luxembourg, The Netherlands, Poland, Portugal, Romania, Russia, Serbia, Slovakia, Slovenia, Spain, Switzerland, Turkey, Ukraine and United Kingdom

— **Outside Europe:** Algeria, Brazil, China, Mexico, Morocco, Oman and United Arab Emirates

— **> 800 partners**

— **> 3,000 fee earners**

— **> 5,500 total staff**

— Combined annual turnover:
€838 million (2012)

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