

SMART
PEOPLE
CHALLENGING
PROJECTS

TEN

COUNTRIES

NINE PRACTICE AREAS

SPECIALIST
KNOWLEDGE

SETTING
PRECEDENTS
REWRITING

THE

RULEBOOK
CLOSER
TO OUR
CLIENTS
CLOSER
TO THE
ACTION

A FIRM
BUILT ON
PASSION
KNOWLEDGE
AND TALENT



INSPIRING CLIENTS

**Smart people working on challenging projects
for inspiring clients in fascinating places.**

That's how we'd sum up Wolf Theiss. Others do it differently. The European Legal 500 recently described us as "arguably the best Austrian firm in Central and Eastern Europe". Chamber and Partners agreed, naming us Eastern European Law Firm of the Year in 2006.

It's a reputation we've earned over 50 years. Since starting out in Vienna, we have grown into a team of over 350 people* working across nine practice areas in nine countries. During that time, we have worked on many cases that have broken new ground in their respective areas.

We concentrate our energies on a unique part of the world: the complex, fast-developing markets of the CEE and SEE regions. It's an area that requires specialist knowledge and contacts – and we have plenty of both. Through our network of local offices, we work closely with our clients to help them solve problems and create opportunities. This brochure tells you more about how.

* At the last count, 221 of them were lawyers. The rest are support staff (we'd be lost without them).

EXPERT



Nine practice areas. Countless challenges.

While our activities fall into all the conventional categories, they're anything but conventional. The dynamic political environments in which we work mean that every case is a new challenge. We're often in the position of setting precedents and rewriting the rulebook. And we view each case as a fresh chance to prove our credentials.

Banking & Finance

From pension funds to project financing, asset finance to capital market transactions, our team provides rigorous and reliable advice to international banks and insurance companies, as well as their borrowers and customers.

Competition & Antitrust

Over the years, we have developed a close working knowledge of European and national competition law – particularly when it comes to multi-jurisdictional mergers and joint ventures. We regularly advise on co-operation agreements and distribution law, as well as a range of general antitrust issues.

Corporate / Mergers & Acquisitions

Our experience covers the full range of company law, including international mergers and acquisitions and other complex transactions. We always base our advice on a close working knowledge of our clients' business sectors – with experience ranging from telecoms to pharmaceuticals, media to microelectronics.

Employment Law

International employment law is a fascinating and increasingly complex field. Our work covers major cross-border transactions, as well as day-to-day employment issues such as managing incentive plans and pension schemes. As and when necessary, we also provide expert representation in courts and tribunals.

Infrastructure

We regularly advise on all aspects of modern infrastructure facilities, from establishment to financing and ongoing use. Clients include major international companies in areas such as energy, telecoms, media, IT, the Internet and e-commerce.

Intellectual Property

Our team has worked on every conceivable aspect of trademarking, industrial design, patent protection, copyright and unfair competition. Not just offline, but online – where a lot of interesting things are happening right now.

Litigation and Dispute Resolution

We have the experience and know-how to handle even the most complex multi-jurisdictional cases. Recent examples have involved everything from insolvency law to inheritance disputes, competition law to contract award procedures.

Real Estate

Construction, acquisition, project development, financing, landlord and tenant law, facilities management contracting, PPP projects, public law – wherever you need our help, we have a track record of delivery.

Tax

As one of the first Austrian firms to advise on national and international tax law, we have developed an unrivalled range of expertise, covering everything from stock option plans to VAT issues, cross-border leasing to private foundations.

Closer to our clients – and closer to the action.

Many law firms talk about having a presence in multiple countries. But that often means that they simply have links to other firms in the region. We prefer to have a real presence on the ground. It leads to closer client relationships and a better working knowledge of regional jurisdictions. That's important when you're working in such a constantly evolving part of the world.



Albania

Our Tirana office joined the Wolf Theiss network having previously been part of a large international UK law firm. It was a natural fit. The team has rapidly developed into one of the big names for complex transactions in Albania.

Austria

This is where it all began fifty years ago. With more than 120 lawyers in our Vienna office alone, we're now one of the most recognised names in Austrian law. Most of our team are multilingual and have practised abroad, so there's a real multinational character to the practice.

Bosnia/Herzegovina

Having advised an increasing number of foreign investors in Bosnia (not least HVB in its purchase of Central Profit Banka), the next logical step was to open an office in Sarajevo. It's now the hub of an increasing range of activities in this fascinating region.

Croatia

It was our growing client base in Croatia that led us to establish a presence here in 2003. Since then, we've worked on some of the most complex transactions involving Croatian companies – and we're continuing to build on our links within the region.

Czech Republic

This is our largest office outside Austria – and it's now ranked as one of the major international law offices in the Czech Republic. The team combines expertise in Czech, Austrian and US law to bring a fresh perspective to a growing range of business problems.

Hungary

Our Budapest office is the most recent addition to our international network firm. With a team of ten lawyers and ambitious plans for expansion, the main focus is on mergers and acquisitions, energy, real estate, banking and finance, and dispute resolution – as well as areas ranging from infrastructure to intellectual property.

Romania

Before opening our Bucharest office in 2005, we had successfully represented international clients in Romania for many years. Led by a US lawyer, the team offers a wide-ranging service covering real estate, mergers and acquisitions, and banking and finance.

Serbia / Montenegro

Since opening in 2002, our Belgrade office has earned a reputation for staying one step ahead of the game in present day Serbia. The team specialises in various aspects of complex cross-border business transactions – particularly general corporate law, banking and finance, mergers and acquisitions, and real estate.

Slovakia

We began tackling major transactions in Slovakia many years ago, initially working in partnership with local counsel. By 2002, the demand for a local office was overwhelming. Our Bratislava practice is now staffed by seven lawyers qualified in Slovak, Czech, Austrian and US law.

Slovenia

Having wrapped up the largest privatisation of its time in Slovenia back in 2002, we knew the time had come to open an office. Two partners, one of whom is a native Slovenian speaker, head up our Ljubljana practice, together with a team of eight Slovenian attorneys.

SMARTER

QUICKER

SHARPER

What we do (and how we do it)

We do exactly what you would expect a law firm to do. We just do it differently. Our people are smarter, quicker and sharper than most. (So they keep telling us.) But they're also ready to listen, receptive to argument and lightning quick to grasp what you need.

We like our working relationships to be enjoyable, open and direct. But it's ultimately about getting results. So if you want advice on whether to go ahead with a deal, we won't give a long list of delicately nuanced arguments for and against. Just a straight yes or no, backed by a concise rationale.

It's about helping you make decisions to allow your business to grow and economies to thrive. That's what we do and where we get our satisfaction.



Pick our brains

For us, it's the next challenge that's always the most interesting one. So feel free to get in touch if you'd like to discuss what we can do for your organisation. The best way is to contact your local office and we can take it from here. In the meantime, you can find out more and keep up with the latest developments by visiting us at www.wolftheiss.com