

Ilieva Voucheva & Co. Law Firm

# **Who We Are**

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# Who We Are

**Ilieva, Voutcheva & Co. Law Firm was established back in 2003 as a joint partnership between Dilyana Ilieva and Rossitsa Voutcheva, attorneys-at-law with Sofia Bar Association. Since then the Law Firm united a team of 15 lawyers and paralegal staff committed to provision of high class legal services. Since 2011, Tamara Kovacheva, renown tax attorney and consultant became a partner in the Law Firm and established its tax practice. We are reliable and trustworthy professionals. In the nowadays complex and challenging business environment we provide both legal and business advice to our clients focusing on their needs and success.**

## International recognition

Since 2007, Ilieva, Voutcheva & Co. Law Firm has been the only Bulgarian member of [Globalaw](#) – a worldwide network of independent law firms covering more than 85 jurisdictions with offices in more than 160 cities. The collaboration and synergy within the network gives us constant access to the expertise of more than 4,500 lawyers worldwide.

The Law Firm is proud to be evaluated and noticed by Legal 500 and Chambers Partners. For a consecutive year we have been highly ranked for the job well done in 2017. Our client's trust and appraisal became the key element for the development of the Law Firm both in Bulgaria and abroad. Our relations with international legal offices all over the globe give additional perspectives for the business development of our clients.





## Diliana Ilieva

### Attorney-at-law, Managing Partner

- Mergers and Acquisitions
- Corporate Law
- Media and Telecommunications
- Intellectual property
- Antitrust and Trade Regulation
- Litigation
- Arbitration

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## Rossitsa Voutcheva

### Attorney-at-law, Managing Partner

- Corporate and Company Law
- Mergers and Acquisitions
- Banking and Finance
- Real Estate
- Litigation and Arbitration
- Competition and Antitrust Law

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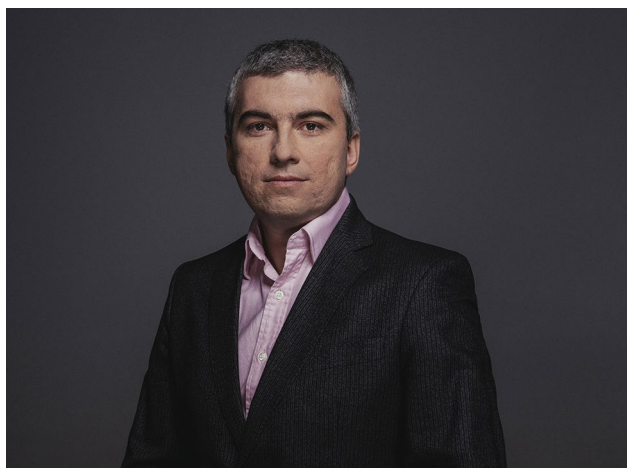


## Tamara Kovacheva

### Attorney-at-law, Partner, Head of Tax Department

- Tax Advisory
- Tax Litigation and Dispute Resolution
- Double Tax Treaties application in Bulgaria
- Mergers & Acquisitions
- Indirect Tax and International Trade
- Legal and Tax Assistance
- Transfer Pricing
- International Assignment Services

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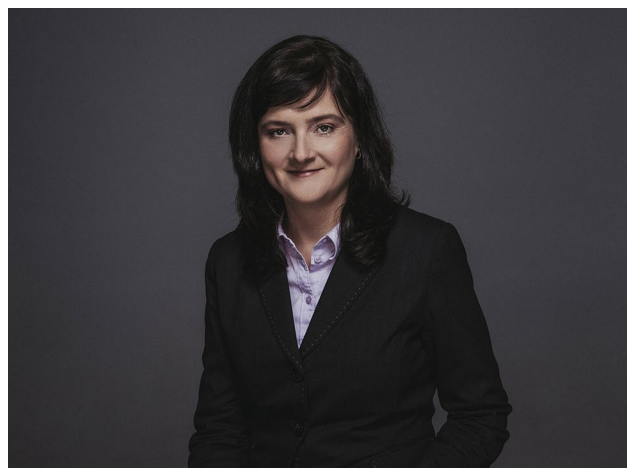


## Anton Uzunov

### Attorney-at-law

- Project development in renewable energy sources
- Mergers and Acquisitions in Energy Sector
- Corporate Law
- Energy Law
- Real Estate
- Litigation
- Insolvency Law & Procedures

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## Diavena Kalcheva

### Attorney-at-law

- Corporate and Commercial Law
- Tax Law and Litigation
- Intellectual Property Law
- Media and Telecommunications Law
- Dispute Resolution
- Labour Law

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## Dilyana Kondeva

### Attorney-at-law

- Corporate and Commercial Law
- Project development of renewable energy sources
- Mergers and Acquisitions
- Real Estate Law
- Energy Law
- Litigation
- Banking
- Legal regulation of Gambling games and Internet

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## Donika Ilieva

### Attorney-at-law

- Corporate Law, M&A, Cross-Border Mergers
- Start-ups
- Data Protection, GDPR
- Intellectual Property & Trademarks
- Ecommerce
- Medial Law and ICT Law

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## Peter Mihaylov

### Consultant

- Public Procurement Law
- Tax Litigation and Dispute Resolution
- Double Tax Treaties
- Trademarks
- Intellectual Property Law
- EU Law
- Corporate Law

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## Victor Ivanov

### Consultant

- Corporate and Commercial Law
- Commercial Register
- Intellectual Property Law - Digital Rights and Commercial IP
- Insolvency
- Real Estate
- Data Protection, GDPR

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## Martin Davidkov

### Attorney-at-law

- Corporate and Commercial Law
- Commercial Litigation and Dispute Resolution
- Construction and Project Development
- Real Estate Law
- Energy Law

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# What We Do

- **Corporate Law, Mergers and Acquisitions**
- **Commercial Law**
- **Media, Telecommunication & Technology**
- **Intellectual Property Law**
- **Real Estate and Construction**
- **Structuring of Foreign Investments**
- **Energy & Natural Resources Law**
- **Litigation & Debt Collection**
- **Tax Law**
- **Competition Law & EU Legislation**
- **Banking & Finance, Capital Markets**
- **Bankruptcy Law**



# Corporate Law, Mergers and Acquisitions

Corporate Law is one of our key areas of expertise. Our Corporate and M&A practice is reinforced by the knowledge and experience we have gained in a number of industries and their regulatory and economic environment.

## General Corporate Legal Advice

- Incorporation and organizational structuring
- Structuring of company management
- Management liabilities and responsibilities
- Corporate governance
- Shareholders' rights regulation
- Company secretarial and stock exchange matters
- Employment matters, employment incentives plans
- Shareholders rights protection
- Structuring of corporate financing
- Fiduciary and trustee services
- Corporate address and secretarial services provision

## Mergers and Acquisitions

- Business acquisitions
- Private equity
- Public or private takeovers
- Mergers, spin offs or reorganizations
- Joint ventures

Upon consulting our clients on particular M&A matters we will cover all aspects relating to the transaction including:

- Transaction organization, management and documentation
- Data Room Set up
- Competition Clearance
- Legal and commercial risk management - due diligence and warranties
- Regulatory and financing issues
- Tax structuring
- Environmental issues
- Employment issues

## Corporate Restructurings

Corporate restructuring is the process of redesigning one or more aspects of a company. The process of reorganizing a company may be implemented because of a number of different

factors, such as repositioning the company to become more competitive, survive a current adverse economic environment, or guide the corporation to move in an entirely new direction.

Restructuring a corporate entity is often a necessity when the company has reached a stage when the original structure can no longer efficiently manage the output and general interests of the company.

Spinning off some departments into subsidiaries may bring about a more effective management model as well as help taking advantage of tax breaks that would allow the corporation to divert more revenue to the production process. This type of corporate action is usually undertaken when there are significant problems in a company causing some financial harm and putting the overall business in jeopardy. The hope is that through restructuring, a company can eliminate financial harm and improve its business.

A company restructures its operations or structure by cutting costs, such as payroll, or reducing its size through the sale of assets. This is often seen as a necessity when the current situation at a company [is one that] may lead to its collapse.

Typically, underperforming business divisions are loaded with debt. When they are cut off from the parent company, that company can become more valuable as a result.

We provide legal services that can be generally described as follows:

- Advice on the corporate restructuring form, time-frame and procedures
- Advice on tax related issues
- Advice and composing of corporate restructuring
- Leading the corporate restructuring progress
- Advice on cross-border mergers

## Commercial Law

The firm's lawyers represent and advise national and international clients in some or all of the areas below:

- Wholesale and retail business commercial contracts
- Joint venture arrangements
- Manufacturing and supply agreements
- Securitization of commercial contracts
- Lease and credit facilities agreements
- Franchising
- Insurance
- Import and export financing
- IT, intellectual rights, media engagements

# Media, Telecommunication & Technology

For its in-depth expertise and recent experience shown, the firm has been ranked and recognized by the premiere independent legal guide Legal 500 in the area of Telecommunication, Media and Technology. Ilieva, Voutcheva & Co. Law Firm's 'excellent' team is best known for its media expertise. Ms. Diliana Ilieva is "exceptionally knowledgeable" as one of the leading experts in this area in Bulgaria.

The legal services we provide can be generally described as follows:

- Assistance and advice in incorporation of the business presence of the legal entity as a foreign investment in Bulgaria
- Assistance and advice upon licensing procedures for national broadcast operator, including representation before the Supreme Administrative Court upon challenging of the license
- Provision of day-to-day legal services related to the standard television operation, and to practically any and all types of participants in the media market
- Participation in the legislative process related to the drafting of contemporary Bulgarian legislation in the field of telecommunications in compliance with the requirements of the EU applicable legislation, through participation in different Parliamentary committees and communicating it with the state regulator body, i.e. the Electronic Media Board

## Intellectual Property Law

Our Intellectual Property lawyers provide advice on and prepare licensing agreements, franchising contracts, offer assistance in copyright protection including in litigation; advice and assistance in drafting trademarks; know-how and patent agreements. The Law Firm is experienced in trade mark and design protection, management, enforcement and exploitation.

Two of our lawyers are registered as Patent Representatives with the [Patent Office of the Republic of Bulgaria](#) which enables the Law Firm to provide (both) prompt, adequate and highly professional legal service.

The legal services we provide can be generally described as follows:

- Trade mark clearance and advice on registration
- Filing and prosecuting Bulgarian, Community trademarks and worldwide trademarks and design applications
- Trademark oppositions
- Renewals
- Registration of licenses and assignments

- Audit and Due Diligence
- Trade Mark and domain name watching
- Registration and protection of domain names
- Protection of author's rights
- Organizations for collective management of authors' rights
- Film Industry Agreements
- Litigation
- Representation before the Commission on Protection of Competition

## Real Estate and Construction

Our team has the resources to deal with all the real estate issues arising from corporate, banking and project/infrastructure transactions with which we are involved. We are fully capable to procure premium quality legal services throughout the entire process of real estate investments including:

- Advice on real estate transactions structuring
- Construction and development, including Detailed Zone Plan approval, land type change procedure, issuance of Building Permit, construction related procedures, issuance of Use Permit
- Acquisition of municipality or state owned real estate property including the legal possibilities for acquisition, tender procedure issues, etc.
- Title due diligence, including the underground installations and infrastructure
- Conducting property audits to review the property holdings and provisions of the respective town planning
- Financing of real estate acquisitions, securitization
- Tax implications of real estate investments
- SPV for real estate investments
- Advice and legal support throughout of developing process
- Management of real estate residential properties, commercial properties
- Environmental issues
- Property litigation
- Hospitality management
- Restructuring of real estate projects facing financial difficulties
- Agricultural lands legal regulation

## Structuring of Foreign Investments Establishment of Legal Entity in Bulgaria

Depending on the business activities of our clients and their plans for investments in Bulgaria, our Law Firm provides a wide range of consultations on:

- Type of legal entity most appropriate for the client's venture in Bulgaria



- The most appropriate form of establishment
- Its legal characteristics and possible positive and negative implications of the respective vehicle
- Fiduciary and trustee services not limited to nominated directors and business address
- Entering into joint venture arrangements with Bulgarian partners

## Energy & Natural Resources Law

The legal services we provide can be generally described as follows:

- Advice on all legal, technical, licensing and tax issues that arise from investments in the energy sector
- Joint ventures between foreign investors and Bulgarian companies for development and exploitation of these sources
- Sustainable strategies for setting up/designing and implementing such projects
- Advice on possible environmental and commercial aspects of energy projects

In the field of renewable energy we provide full legal coordination and representation on sale-purchase, development and construction of renewable energy projects, including but not limited to photovoltaic power plants, wind parks, we carry out ex ante due diligence and advice on the purchase of projects for the production of renewable energy from bio mass. We provide our clients with professional legal services on the complete renewable energy project cycle: design, structure, funding and implementation.

Some of the services provided by us are:

- Legal due diligence of renewable energy projects, advice on sale and purchase of such projects
- Consulting in all phases of renewable energy project implementation
- Consulting in project finance and funds appropriation
- Communication and mediation with the State on behalf of the investors including litigation whenever necessary

## Litigation & Debt Collection

We work on collection of outstanding debts, legal representation in court and arbitrary cases. Throughout the years Ilieva, Voutcheva & Co Law Firm gained significant professional experience and built up serious traditions in the sphere of court and out-of-court collection of outstanding debts and in the provision of overall court representation in civil, commercial, administrative and arbitrary cases.

The team of Ilieva, Voutcheva & Co Law Firm offers a wide range of services in defense of our clients' rights and interests, namely:

- Research of the financial status of debtors and writing legal statements
- Drafting legal statements defining legal disputes and offering particular resolutions at different stages of action; providing overall assistance for out-of-court resolution of legal disputes, including but not only, drafting notary invitation/demand letters for payment or letters informing the debtor about the grounds and the amount of his debts, holding negotiations, drafting out-of-court agreements, etc.
- Preliminary security of cases
- Overall defense on civil, commercial, administrative and arbitrary cases
- Overall defense on executive cases

## Tax Law

At the end of May 2012 the ranking of one of the leading internet legal directories Whichlawyer was published. Our Law Firm received high recognition and for a consecutive year was listed as a recommended law firm in the area of tax law for 2012. Today comprehensive, professional and timely tax advice is critical for any business undertaking and development. Our clients choose us precisely because we deliver this type of advice both prior and after completion of transactions and in relation with prospective and on-going tax litigations.

We provide mastery advice on issues that affect companies including M&A, disposals and reconstructions, strategic tax planning, tax investigations, joint ventures, asset finance, capital markets, banking, litigation, restructuring, tax structured finance and indirect tax. As tax consultants we provide consultations for effective tax solutions. We provide highly professional legal advice and solve issues both in the field of corporate taxation and in the context of personal taxes, especially of the expatriates working with our clients.

The legal services we provide can be generally described as follows:

- Tax Advisory
- Tax Litigation and Dispute Resolution
- Double Tax Treaties application in Bulgaria
- Mergers & Acquisitions
- Indirect Tax and International Trade Legal and Tax Assistance
- Transfer Pricing
- International Assignment Services

## Competition Law & EU Legislation

The legal services we provide can be generally described as follows:

- Representation of corporate clients before the Bulgarian Protection of Competition Commission
- Legal advice on different aspects of unfair competition, commercials and promotions practices, etc.

- Securing merger clearance from the Bulgarian Protection of Competition Commission for multinational transactions
- Advising on the antitrust implications of licensing
- Distribution, marketing and sales agreements
- Trade association activities, information exchange and joint-ventures
- Advice on the competition aspects of sales promotions including representation in this respect before the Bulgarian Protection of Competition Commission

## Banking & Finance, Capital Markets

The legal services we provide can be generally described as follows:

- Advise banks and other financial institutions on legal requirements for the establishment of a bank on the territory of Bulgaria
- Advice regarding the regulation of corporate banking, banking transactions
- Advice regarding regulations on public companies, prospectus requirements, disclosure of information requirements
- Minority shareholder protection issues
- Drafting [of] relevant documentation, including standard agreements and documentation for the day-to-day business of the financial institution, approval, execution and enforcement of all types of securities, debt replacement, novations, etc.

## Bankruptcy Law

Our highly reputed lawyers can successfully handle most complex and challenging assignments acting for all participants in insolvency procedures: creditors, insolvency practitioners, corporate debtors and their directors/officers in relation to:

- Counselling and representation in the insolvency proceedings
- Plan, initiate and conduct formal insolvency procedures
- Assistance of creditors in [referral of] claims referral
- Debt rescheduling
- Debt and equity restructuring
- Recovery plan drafting and design
- Asset and debt recovery and investigations
- Sale of the insolvent company as a commercial enterprise
- Transaction support in the acquisition of an insolvent company
- Corporate restructuring of indebted companies
- Representation before the insolvency court
- Communication and negotiations with [other] creditors and with the debtor

# Why Choose Us

**We have been chosen as legal counsel because of the effectiveness and depth of the business-driven advice we provide. We are always fully compliant with current legislative requirements. Our clients receive – attention to detail, pro-activity and deep understanding of different sectors of industry, enhanced by significant knowledge of foreign jurisdictions and considerable expertise in international transactions.**

## Recent Projects and Achievements

- International M&A EUR 20 mln.
- M&A Deal in the Radio Sector
- Consultation on financing structure of M&A deal
- Consultation on facilities agreements and securities
- Legal advice and estimation of project risks for the purposes of participation in Horizon 2020 Programme for Innovation
- General legal counsel for a revolutionary App to Ease Your Daily Commute - Tickey
- Online platform for binary options trading
- Consulting regarding Cosplay photos of video game characters used in the advertisement of a specially developed gamers' line of computer devices
- First round investment in a start-up
- E-commerce through establishment of online clothing retail shop and data privacy
- Data protection compliance. Implementation of GDPR
- Tax cases handled by our tax department for the last two years with total value of EUR 35,000,000.00

Visit Our Website

## Contact Us

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