



# Bojović&Partners

Advokati  
Attorneys at Law

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## BOJOVIĆ & PARTNERS

### **Who we are - History**

Bojović & Partners is a spin-off from the top ranked corporate law firm BDK and was established in 2013. We are a Belgrade, Serbia-based boutique full-service law firm of choice for businesses that demand high-value results. We are passionately focused on our ability to provide insightful counsel and exceptional service - together with our deep commitment to excellence and as a trusted partner for clients of every size.

### **What sets us apart**

We take an integrated approach to client service and are organized by practice groups that nurture industry specific in-depth knowledge. Each case and client is unique, which is why our approach is business oriented to tailor to our clients' business plans and goals in the most efficient manner. Bojović & Partners is organized along well-known legal disciplines. Clients receive interdisciplinary, client- and solution-focused approach to legal services. Business issues encompass multiple areas of law. As a result, we are committed to providing legal counsel that addresses virtually all of our clients' concerns directly and efficiently, with the legal resources appropriate to the matter at hand.

Our partners and associates are locally and internationally educated and qualified and we specialize in specific industry sectors in order to provide expert advice to the most demanding clients in relation to the most complex transactions.

Our main practice areas are: Corporate and Commercial, Banking & Finance, Employment, Mergers & Acquisitions, Competition and Regulatory, Dispute Resolution, Real Estate, Tax and Intellectual Property. We also focus on specific industries such as: Energy and Infrastructure, Technology, Media, Pharmaceuticals and Telecommunications.

Some of our major references include: Nestle, Samsung, Philips, Eurobank, EBRD, FOX, Government of Serbia, Telvent, Adidas, Iron Mountain, Motorola Solutions, and many others.

### **Territory**

Our law firm practices and assists clients in Serbia, Montenegro, Bosnia and Herzegovina (both Republika Srpska and Bosnian Federation). We also provide regional legal support through our best friends law firms as a single point of contact in the Adriatic region (Croatia, Albania, Kosovo, Macedonia and Slovenia) besides the territories covered directly by our law firm. For certain multinational companies we have a very satisfactory relationship as a single point of contact for legal services in the Adriatic region.

**Values**

Bojović & Partners is committed to understanding our client's business, which is why we are able to deliver outstanding results. We pride ourselves in providing excellent legal advice and in our practical approach to client service. This is achieved by working together creatively as a team to help our clients succeed. We take satisfaction in a gratifying client relationship, challenging work and the opportunity to grow professionally. The commitment and integrity of our lawyers is the embodiment of our values.

**Bar Associations**

All partners and attorneys at Bojović & Partners are members of the Serbian Bar Association and practice under its authority. Uros Popovic is also admitted to the practice of law in the state of New York.

## **PARTNERS**

### **Marija Bojovic**



Marija Bojovic has developed her legal expertise in corporate and commercial law in Serbia and Montenegro. She particularly focuses on corporate, banking & finance, dispute resolution, M&A, tax, intellectual property, real estate and healthcare & pharmaceuticals.

Before the establishment of Bojovic & Partners, Marija was a senior and founding partner at BDK and prior to that she founded and led the associated legal practice of PricewaterhouseCoopers in Belgrade.

Marija is recognized by Chambers & Partners as a leading corporate and commercial lawyer in Serbia.

#### **Education**

Marija is a graduate of the University of Belgrade, Faculty of Law where she earned her LL.B. and of Central European University where she earned her LL.M.

#### **Affiliations**

Marija is a member of the Serbian Bar Association and the International Bar Association. She is a member of the board of the British-Serbian Chamber of Commerce.

#### **Languages**

Marija is fluent in English, Serbian and competent German.

#### **Practice Areas**

Corporate, Banking & Finance, Dispute Resolution, Corporate & Commercial, Dispute Resolution, Intellectual Property, Mergers and Acquisitions, Real Estate, Tax.

#### **Industries**

Financial Institutions and Insurance, Healthcare and Pharmaceuticals, Real Estate and Construction.

## **Vuk Draskovic**



Vuk Draskovic has in-depth legal expertise in corporate and commercial law in Serbia and Montenegro. His primary focus is on corporate and commercial, employment law, regulatory, M&A, natural resources, food and beverage, healthcare and pharmaceuticals and the public sector.

Prior to the establishment of Bojović & Partners, Vuk was a partner at BDK, where he inter alia led the employment practice group and acted as team leader in some of the biggest acquisitions in Serbia.

### **Education**

Vuk earned his LL.B. from the University of Belgrade, Faculty of Law.

### **Affiliations**

Vuk is a member of the Serbian Bar Association.

### **Languages**

Vuk is fluent in English.

### **Practice Areas**

Corporate and Commercial, Employment, Mergers and Acquisitions, Regulatory, Environment.

### **Industries**

Energy and Natural Resources, Food and Beverage, Healthcare and Pharmaceuticals, Public Sector, Retail, Transportation and Logistics.

## **Uros Popovic**



Uros Popovic has extensive experience in corporate and commercial law in Serbia and Montenegro. He has developed his expertise in competition law, data protection, intellectual property, telecommunications, media and technology, dispute resolution, energy and infrastructure, M&A, food and beverage and retail matters.

Prior to joining the founding team of Bojović & Partners, Uros worked as a Senior Associate at BDK where he primarily covered corporate and competition matters. He also worked as a senior associate at the associated law firm of PwC led by Marija Bojović.

### **Education**

Uros earned a B.A in Political Science and Economics from Rutgers University in New Jersey and he went on to earn his Masters in International Relations from Boston University, where he also received his JD. Uros was admitted to the New York bar in 2006. Upon returning to Belgrade in 2007, Uros earned his MA in Law from the University of Belgrade, Faculty of Law and subsequently passed the Serbian bar exam.

### **Affiliations**

Uros is a member of the Serbian Bar Association and the New York Bar Association.

### **Languages**

Uros is fluent in English and has an intermediate knowledge of French.

### **Practice areas**

Competition and Regulatory, Data Protection, Corporate and Commercial, Dispute Resolution, Energy and Infrastructure, Intellectual Property, Mergers and Acquisitions, Technology, Media and Telecommunications.

### **Industries**

Energy and Natural Resources, Food and Beverage, Information Technology, Media and Telecommunications, Retail.

## **OUR SERVICES AND MAIN REFERENCES**

We handle the needs of foreign and domestic clients in all commercially relevant areas of law, including general corporate counseling, finance, commercial agreements, dispute resolution, competition matters, data protection, employment law, tax, capital markets, public private partnerships, real estate and intellectual property. In parallel to our development of practice groups specialized in particular legal areas, we take industry-oriented approach and have significant experience as legal advisers in industries such as FMCG, telecommunications, financial services, energy, mining, information technology, automobile industry, tourism, pharmaceuticals, construction and agriculture.

Our ability to provide legal services not only in Serbia, but also in Montenegro and Bosnia & Herzegovina is beneficial to our clients as this enables them to relate with a single point of contact and obtain multi-jurisdictional service. We are able to serve as a single point of contact for other jurisdictions such as Albania, Bosnia and Herzegovina, Croatia, Kosovo, Macedonia, and Slovenia where we cooperate closely with our network of best friends law firms whose services we manage on behalf of our clients.

Our commercial law practice is designed to provide over-all assistance to clients incorporated in and/or trading with Serbia. This is an area where cross-departmental service is essential. Our support to commercial clients spans from incorporation and corporate house-keeping, through drafting all types of commercial, trade and intra-group agreements, continuous advice on various regulatory matters, to support in contentious situations, including representation in arbitration and litigation.

### ***Corporate law services***

The usual initiation of a client's relationship with our office entails the setting up of an entity in Serbia on behalf of the client or assisting the client in the purchasing of an existing Serbian business. Our office subsequently takes care of entire corporate housekeeping of the client's operations in Serbia. This includes preparations of shareholders' and management resolutions, various corporate filings, etc. We also have experience in assisting clients with their corporate restructuring and consolidation needs (one example is Philips which our office assisted with intra-group restructuring and reshuffling between several Serbian operations).

### ***Mergers & Acquisitions***

In response to Serbia's investment-driven economy, legal work in mergers and acquisitions has been substantial. The experience of our teams reflects this trend and our lawyers offer clients practical and commercially oriented legal expertise throughout the acquisition process. Our lawyers have worked on some of the most significant acquisitions in the region and also advise on joint venture projects, privatizations, restructuring, and management buyouts. As already mentioned, we are able to handle cross-border transactions, operating with our international relationship network.

### ***Commercial agreements and related services***

Our general commercial experience includes advising on all commercial contracts including contracts covering outsourcing, services distribution, software licensing, development, product, marketing, manufacturing, supply, maintenance and support, collaboration, joint venture agreements, etc,

### ***Competition***

Bojovic & Partners advises clients on all types of competition and anti-trust matters. We closely follow EU competition legislation and rulings as the competition legislation in Serbia is highly influenced by EU legislation and therefore a thorough understanding of the EU legislation and best practices is necessary when interpreting local competition legislation. As support to our M&A practice group, we particularly focus on merger control and abuse of dominant market positions and have experience in advising on vertical and horizontal commercial agreements. Our team is also versed in compliance review and competition proceedings, having represented clients before the competition authorities in Serbia and in Montenegro as well as in other jurisdictions in the region (in cooperation with local counsel).

**Regulatory services**

Bojović and Partners assists clients on public law regulations pertaining to consumer protection, data protection, environment, and forex regulation. We specifically follow regulations on specific industries.

**Employment**

Our employment practice spans from everyday support to employers in drafting employment agreements and internal employment-related enactments, through advice on sensitive termination issues, to drafting complex management agreements and incentive arrangements. We also assist clients with immigration issues. Bojović & Partner's employment group also handles employment-related litigation.

**Real estate**

Local idiosyncrasies in the real estate & construction market can present a challenge to international investors. Bojović & Partners takes a specialized approach to the real estate projects we advise on, and we strive to offer clients commercial and business oriented advice. We advise on real estate transactions that often contain components of development projects and acquisitions. We prepare detailed due diligence reports to identify potential issues for both buy-side and sell-side clients and help clients structure their development projects and aide them with financing and taxation issues, in cooperation with our Tax practice. We also offer assistance with the procurement of necessary construction permits and licenses and the drafting of FIDIC agreements.

**Tax**

As a fundamental part of our full service approach, Bojović & Partners provides tax services to our clients. Our tax department offers particular support to our M&A department providing clients with a well-rounded picture of their obligations during all stages of their transaction. The tax department also supports our Finance department, advising on the tax aspects of financing projects, lending and special instruments, such as the taxation of financial derivatives. We also offer advice on the applicability of VAT, income taxes and are able to advise clients in relation to tax disputes. Bojović & Partners maintains excellent relationships with domestic and international tax advisors.

**Intellectual Property**

In this increasingly global environment, the protection of intellectual property has become a necessity. Our lawyers advise on a variety of IP matters, such as trademark search, registration and cancellation, copyright ownership and exploitation, and drafting commercial IP-related agreements. We have experience representing clients in IP disputes, and in cooperation with our dispute resolution department, Bojović & Partners is able to offer clients IP protection in an efficient and cost-effective manner.

**Dispute Resolution**

Bojović & Partners offers a full range of commercial arbitration and litigation services, often involving international aspects, as well as mediation and alternative dispute resolution instruments. We have vast experience handling ICC and UNCITRAL arbitrations and practice head Marija Bojovic is on the list of arbitrators of the Foreign Trade Court of Arbitration in Belgrade. We pride ourselves on our solution-centered approach to disputes which ultimately allows clients to preserve their business goals and relationships. The group handles disputes in a wide range of business and commercial areas, including real estate, energy and regulatory, trademarks, and general IP issues.

## SELECTED CLIENTS AND BRIEF DESCRIPTIONS OF WORK PERFORMED

**ADIDAS:** Advising on various corporate law, advertisement, and data protection issues; drafting of sale agreements; ongoing corporate housekeeping services, representing the client in litigation before Serbian courts.

**CGS:** Acquisition of Serbian tire-maker Rumaguma – preparation of the concentration notification and negotiation with the Serbian Commission for the Protection of Competition.

**COLAS:** Assisting French Construction company in potential purchase of a Serbian company in bankruptcy.

**CROP'S:** Advising Belgian Crops', frozen food manufacturer, on establishment of a JV with Serbian partner. Ongoing advising on various legal matters.

**DANUBE RIVERSIDE:** Representing the client an ad hoc international arbitration proceedings in a high value real estate dispute, providing ongoing legal support for the planning and construction permits related to the landmark hotel in Belgrade - Hotel Jugoslavija.

**EUROBANK:** Providing assistance with acquisition of and subsequent merger with Nacionalna štedionica and acquisition of brokerage house Prospera Securities.

**EFG Property:** Real estate advice regarding leases, conversation and legalization of land rights.

**ELECTRAWINDS:** Ongoing advice to Belgian company on a JV with a Serbian company for production of renewable energy through biomass and wind farm renewable energy projects in Serbia, assistance with licensing and restructuring projects including continuous advising on corporate housekeeping.

**FOX:** Advising on various advertisement issues, data protection issues, including continuous advising on corporate housekeeping.

**INC RESEARCH:** Ongoing legal support to a global contract research organization for clinical trials on all regulatory and statutory aspects of Serbian law.

**JEVREMOVA SPECIAL HOSPITAL:** Full legal support in the most significant M&A deal in private health sector in Serbia. Full legal support regarding documents drafting, negotiations, closing and post-closing issues.

**HALK BANK:** Upon acquisition of Serbian Čačanska we have been assisting Halk Bank with their employment restructuring program and collection of bed debts.

**HBO:** Advising the client on export of the personal data on its employees to USA and preparing contracts on transfer of the same abroad. Registration of the personal database with Commissioner for Data of Public Importance and Protection of Personal Data.

**HYPO ALPE ADRIA BANK:** Advising on various issues related to establishing and exercising a mortgage in Montenegro.

**IRON MOUNTAIN:** Advising on data protection issues and reviewing corporate documents for regulatory compliance.

**NESTLE:** Acquisition of the business of Centroproizvod – submitting the notification of concentration to the Serbian Commission for the Protection of Competition, the Montenegrin Competition Authority, the Bosnian Competition Council, and the Macedonian Competition Commission and negotiating with the Serbian Commission; Ongoing real estate and other post-closing advice.



**PHILIPS:** Providing regional legal support as a single point of contact. Advising on internal corporate restructuring of entities in Serbia; assistance with competition law issues; assistance with employment issues and general corporate housekeeping; representing in litigation with former general manager.

**POSEIDON GROUP:** Providing full legal assistance to a British real estate investment fund related to all their investments in Serbia which included purchase of land, development of retail centers, and purchase of real estate in bankruptcy procedure, negotiating lease agreements, M&A support in partial sale of business to Belgian partners.

**SAMSUNG:** Providing regional legal support as a single point of contact. Advising on internal corporate restructuring in Serbia; assistance in regulatory media and marketing requirements, competition law issues; assistance with employment issues and general corporate housekeeping;

**TELVENT:** Advising Telvent on a corporate JV with a Serbian software developer, involving acquisition of a minority stake by Telvent in the Serbian target and subsequent capital increase. Continuous assistance in negotiations with local partners and general corporate housekeeping.

**ULTRA LITHIUM:** Providing ongoing legal support from initiation of the investment in Serbia, related to mining, licensing, corporate housekeeping, employment and issues related to foreigners' visas for Serbia.

**PLAZA CENTERS:** Real estate and corporate housekeeping for six legal entities in Serbia.

**STRATEGIC INVESTOR BASED IN RUSSIA:** Acquisition of a major cable producing company - Advising the acquirer - legal due diligence, legal part of structuring the transaction, obtaining clearance before the Serbian Competition Commission.

**VIRTU PARTNERS:** Acquisition of 60% of the target company Petroprocess by a financial investor represented by our law firm - this deal was a combination of share acquisition and merger, as upon the completion the buyer's vehicle company was merged with the target.

**MARABUA:** Advising the seller on setting up of a corporate JV – joint control of the company Bio Energy Point, a major producer of pellets.

**ACQUISITION OF A MAJOR SERBIAN IT COMPANY:** Advising the sellers in the acquisition of a major Serbian IT company by a strategic investor from the UK.