

# CHAMBERS EUROPE 2010

## Europe's Leading Lawyers for Business

### The Client's Guide

GLATZOVA & Co. is ranked in Chambers Europe 2010 as followed

#### BANKING & FINANCE

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##### Banking & Finance

##### Leading Firms

Band 3

*Glatzova & Co.*

##### Leading Individuals

Band 3

*Schweigelová Dana, Glatzova & Co.*

##### Glatzova & Co.

Predominantly engaged on the banks' side, this growing team of seven has recently refocused from acquisition finance to providing an increasing amount of regulatory and restructuring advice. Among the group's notable assignments has been advising on the corporate restructuring of Travelex. Debt financing mandates have frequently involved entities within the renewable energy sector. The team has advised Raiffeisenbank on the financing of a photovoltaic power plant, commenced by granting the first instalment of CZK62 million. **"The team is often**

**instructed to act on the local side of international deals and is becoming increasingly visible,"** market commentators agree. Sources also note the firm's solution-oriented approach and friendly working atmosphere. Clients like Dana Schweigelová's **"proactive approach and impressive management of tough negotiations."**

#### CORPORATE / M&A

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##### Corporate / M&A

##### Leading Firms

Band 2

*Glatzova & Co.*

##### Leading Individuals

Band 1

*Glatzová Vladimíra, Glatzova & Co.*

##### Glatzova & Co.

This established local firm is well known as a favourite 'best friend' of international firms with no direct presence on the market. Sources agree the team is client-oriented and efficient. **"I'm very happy I went 'local' with this firm – the lawyers are pleasant to work with and offered reasonable and flexible pricing arrangements,"** enthused a client. Among its notable deals, the team represented sanofi-aventis on its EUR1.7 billion public offer for Zentiva. It also advised Henry Schein on the acquisition of Noviko, a distributor of healthcare products. Day-

to-day corporate instructions also include a number of mandates in the automotive sector. Sources say litigator and M&A practitioner Vladimíra Glatzová is a **"fearless lawyer with a talent for making things happen."**

#### DISPUTE RESOLUTION

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##### Dispute Resolution

##### Leading Firms

Band 1

*Glatzova & Co.*

##### Leading Individuals

Band 1

*Horáček Vít, Glatzova & Co.*

##### Glatzova & Co.

Noted for its skills in Czech arbitration, this team of eight is predominantly engaged by international clients. The team's litigation practice is focused on general commercial disputes. Additionally, mediation is an option popular with its clients. The group's clients reported the lawyers were **"efficient and loyal,"** adding: **"Their legal opinions were concise and very readable to non-lawyers."** Among the team's recent highlights was the representation of SISU Capital Fund on a compensation dispute with Bivideon. It also

successfully resolved a three-year dispute over 45% of shares in Vítkovice Holding, where it acted for KKCG Industry against Mr David Beran before an ICC court in Paris. Market sources recognise Vít Horáček as one of the clear leaders in domestic arbitration.

## EMPLOYMENT

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### Employment

#### Leading Firms

#### Band 2

**Glatzova & Co.**

#### Leading Individuals

#### Band 3

**Janšová Marie, Glatzova & Co.**

### Glatzova & Co.

This established corporate firm enters the employment rankings this year. Clients appreciate its successful mix of a Western-style approach and in-depth local understanding: ***“The lawyers do not bother us with the letter of the law, but suggest practical solutions.”*** Notable highlights include advising Volvo Auto Czech on employment issues arising from the sale of part of its business. Other clients include Moody’s, Monster Worldwide and ALWIL Software. New to the rankings, Marie Janšová is praised by clients for her responsiveness and

diligence: ***“She really listens to your business needs and then finds an answer.”***

## INTELLECTUAL PROPERTY

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### Intellectual Property

#### Leading Firms

#### Band 2

**Glatzova & Co.**

### Glatzova & Co.

This notable corporate firm enters the IP rankings this year. Though its IP advice is delivered as part of its full-service approach, commentators recognise its prominence in the area: ***“It is more visible and has a broader IP practice than many other transactional firms.”*** Its recent highlights include

advising Y Soft on the licensing of a software program. Jindrich Jelínek is the key contact for the practice area.

## REAL ESTATE

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### Real Estate

#### Leading Firms

#### Band 4

**Glatzova & Co.**

### Glatzova & Co.

This established local firm makes its mark in real estate. Regardless of the departure of Gabriel Achour, the group holds its position in the market. ***“The team is still there and very well regarded,”*** commentators say. Its recent highlights have included an instruction from Trigema

Development to advise on an office development in Prague’s Letnany area, set to become a new administrative centre. It has also advised Vetrná energie Morava on the construction of wind farms valued at CZK1.1 billion. Martin Dancisin is the key contact for this practice area.

## TMT

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### TMT

#### Leading Firms

#### Band 2

**Glatzova & Co.**

#### Leading Individuals

#### Band 2

**Horáček Vít, Glatzova & Co.**

### Glatzova & Co.

This prominent corporate firm has a solid footing in TMT, and is particularly visible acting on acquisitions in the sector, primarily for international clients. The group is also active on related contentious matters. ***“Its TMT practice is significantly broader than at other transactional firms, housing consistently focused lawyers,”*** say sources. Widely respected arbitrator Vít Horáček is singled out as a prominent name in contentious matters, and has ***“accumulated impressive experience.”***