



South East Europe Summit 2019



IN ASSOCIATION WITH

CERHA HEMPEL

Chrysostomides
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INTERNATIONAL LAW FIRM
SINCE 1990



FOREWORD

Mudasser Ahmedi, The Legal 500



The Legal 500 is delighted to welcome you to the inaugural GC Summit: South East Europe 2019. With over 100 of the region's leading in-house lawyers joining us today, the event underscores South East Europe's importance as a hub for international businesses and their advisers.

With investments led by EU development funds, a strong labour force and high external investment, various measurements of economic performance point towards growth and progression for countries within South East Europe. Whilst this naturally creates opportunities for businesses operating in the region, organisations will still be mindful of balancing the accompanying risks and challenges.

In-house lawyers in the region are already playing a key role in developing plans to facilitate such opportunities whilst mitigating the associated risks. But with business requirements and trends constantly evolving, the need to understand best practices and develop effective strategies becomes more and more pertinent for in-house counsel.

To ensure today's content reflects the needs of businesses, we have drawn on the wisdom and advice of South East Europe's GC community. Senior in-house counsel from Bulgaria, Romania and Serbia with extensive experience will be providing their thoughts, suggestions and comments on the panels we will enjoy today.

We will also benefit from the support and insight provided to us by some of the leading law firms as well as senior figures from

national supervisory authorities, consultancies and innovative technology companies active in the region. We would like to thank our sponsors Penkov, Markov & Partners, Nagy és Trócsány, Cerha Hempel, Pekin & Pekin, Chrysostomides and JPM for their support and invaluable input.

Today's conference will cover the most topical issues facing South East European businesses and their in-house lawyers, including data protection and cyber security, anti-money laundering, the challenges of managing cross-border M&As, artificial intelligence tools, how technology is driving the future of the legal profession, and key leadership and management skills. We look forward to hearing from the region's leading private practice lawyers and in-house counsel, but above all we hope this gathering will be a useful opportunity to discuss how in-house lawyers can more effectively serve the needs of their business.

The Legal 500 will continue to work on new and innovative ways of bringing GCs and their advisers together. If you have any suggestions for how we might make next year's conference even better then please do let us know.

We hope you enjoy the conference and keep providing feedback.

Mudasser Ahmedi
Editor: GC Powerlist Series
mudasser.ahmedi@legal500.com

AGENDA

- 9.00 Registration and breakfast
- 9.30 Opening remarks
Mudasser Ahmedi, *The Legal 500*
David Goulthorpe, *The Legal 500*
Ivailo Danov, the Bar Association
Vladimir Penkov, Penkov, Markov & Partners
- 9.45 Understanding and overcoming data protection and cyber security challenges
Moderated by
Nikolay Cvetanov, Penkov, Markov & Partners
Panel
Ivan Milosevic, JPM
Zeynep Şener, Pekin & Pekin
Ventsislav Karadjov, The Commission for Personal Data Protection
Vihren Slavchev, Mnemonica JSC
- 10.45 Preventing Anti-Money Laundering (AML) and financial crime – how can in-house lawyers safeguard their organisation?
Moderated by
Ioanna Sapidou, Chrysostomides
Panel
Özge Okat, Pekin & Pekin
Asen Apostolov, Penkov, Markov & Partners
Albena Rasheva, Eurofast
Zdravko Raichev, 4finance Bulgaria
- 11.45 Coffee break
- 12.00 Cross-Border M&A dynamics and trends
Moderated by
Yegân Liaje, Pekin & Pekin
Panel
Chryso Pitsilli-Dekatris, Chrysostomides
Zeynep Şener, Pekin & Pekin
Dr. Péter Berethalmi, Nagy és Trócsányi
Alexey Tarasov, ABC Global
- 13.00 Lunch break
- 13.50 Presentation: Legal work in the future – an AI tool for due diligence
Presented by
Nemanja Stepanović, JPM
- 14.05 ‘Going Digital’ – how technology and digitalisation is influencing the future of the legal profession
Moderated by
Hans Kristoferitsch, Cerha Hempel
Panel
Kalojan Georgiev, Colibra
Konstantin Djelebov, Phyre
Livia Dumitrescu, Vodafone Romania
Gabriela Popescu, Microsoft Romania
- 15.00 Presentation: Legal work in the future – Law Firm 2.0
Presented by
Rumyana Yordanova, Penkov, Markov & Partners
Gabriela Hristova, Penkov, Markov & Partners
- 15.15 Coffee break
- 15.30 Keynote: Multi-dimensional Leadership
Speaker
Alexander Balabanov, corporate trainer and performance coach, Dynamix Lab
- 16.15 General counsel 2.0 – the leadership and management skills for a successful in-house career
Moderated by
Vladimir Penkov, Penkov, Markov & Partners
Kristina Krantcheva, CM Consulting
Gligorije Brajkovic, UniCredit Bank Serbia
Dr. Péter Berethalmi, Nagy és Trócsányi
Iliana Byanova, First Investment Bank
- 17.15 Closing remarks
Mudasser Ahmedi, *The Legal 500*
- 17.25 Drinks reception

SPEAKERS

UNDERSTANDING AND OVERCOMING DATA PROTECTION AND CYBER SECURITY CHALLENGES



NIKOLAY CVETANOV **MODERATOR**

PENKOV, MARKOV & PARTNERS

Nikolay Cvetanov joined Penkov, Markov & Partners in 2008 and became a partner in 2014. He heads Penkov, Markov & Partners' state regulations, IT/media and fintech practice groups and has considerable experience in the areas of commercial law and banking as well as in finance law, litigation, corporate law, commercial and financial projects. He has been chairman of the Association for Responsible Non-Banking Lending since 2014.



IVAN MILOSEVIC

JPM

Ivan Milosevic is a partner at JPM, and his practice focuses mainly on regulatory matters (data protection, consumer law, and public procurement law) with a particular focus on advising and representing his clients' interests before the Serbian governmental authorities.



ZEYNEP ŞENER

PEKIN & PEKIN

Zeynep Şener joined the corporate/M&A department at Pekin & Pekin in 2012 and became a partner in 2017. She advises clients on cross-border M&A deals, joint ventures and other corporate law related matters, with particular experience in regulated sectors such as energy, transportation, healthcare, pharmaceuticals, and banking. Şener also leads the competition law practice at Pekin & Pekin, overseeing clearance and exemption filings.



VENTSISLAV KARADJOV

THE COMMISSION FOR PERSONAL DATA PROTECTION

Ventsislav Karadjov has been chairman of the Bulgarian Commission for Personal Data Protection (CPDP) since April 2014. After two terms as vice-chair of the Article 29 Working Party, he was elected unanimously for deputy chair of the European Data Protection Board (EDPB) in May 2018. Karadjov is a graduate of Sofia University's Faculty of Law and holds a Master's degree in law, with specialisation in public jurisdiction.

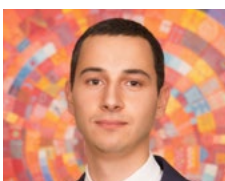


VIHREN SLAVCHEV

MNEMONICA JSC

Vihren Slavchev is the CEO and one of the co-founders of Mnemonica. He has over 15 years of IT and management experience, gathered in the software development, real estate and financial sectors. Together with Pavel Iosifov, he founded Mnemonica in 2009. Since then, and together with the team he is leading, Slavchev continues building one of Bulgaria's most dynamic and successful IT companies.

PREVENTING ANTI-MONEY LAUNDERING (AML) AND FINANCIAL CRIME – HOW CAN IN-HOUSE LAWYERS SAFEGUARD THEIR ORGANISATION?



ASEN APOSTOLOV **MODERATOR**

PENKOV, MARKOV & PARTNERS

Asen Apostolov works in the areas of financial and banking law, FinTech services, AML laws and regulations, contracts, company and commercial law, among others. As part of the Penkov, Markov & Partners team, Apostolov is focused on consulting large foreign clients operating in various sectors of the Bulgarian economy, including drafting opinions, legal analyses and strategies for business development.



ÖZGE OKAT

PEKIN & PEKIN

Özge Okat has more than 20 years of transactional and regulatory experience in the areas of capital markets, banking and finance. He joined Pekin & Pekin in 2011, after gaining significant experience at the Capital Markets Board and a law firm in Istanbul.



IOANNA SAPIDOU CHRYSOSTOMIDES

Ioanna Sapidou is a senior associate practising in the corporate and commercial department of Chrysostomides law firm. Her core areas of practice are Cyprus and EU competition law, data protection law, e-commerce and general EU law. She has considerable experience dealing with regulatory matters, such as in the field of network industries, specific product regulation, GDPR and AML compliance.



ALBENA RASHEVA EUROFAST

Currently at Eurofast Global EOOD and with extensive experience of working in the financial sector, Albena Rasheva is an expert in commercial and tax law, financial law, leasing, real estate, mediation, consumer microcredit and consumer protection. She currently handles matters regarding M&As, share transfers, commercial and civil law, overall legal services, international commercial relations, and citizenship and residency, among others.



ZDRAVKO RAICHEV 4FINANCE BULGARIA

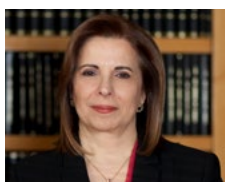
Zdravko Raichev has a university degree in marketing and management as well as a master's degree in business economics. Having held various management positions related to business development in the non-banking sector and taking part of financial service projects in international companies, in 2015 he joined 4finance Group, accepting to lead the Bulgarian legal entity of the Group, which is a world leader on the market of non-banking crediting.

CROSS-BORDER M&A DYNAMICS AND TRENDS



YEGÂN LIAJE **MODERATOR** PEKIN & PEKIN

The leading senior partner of the corporate/M&A department of Pekin & Pekin, Yegân Liaje has more than 15 years of transactional and regulatory experience in M&A projects in the energy, infrastructure, transportation, media and healthcare sectors. Prior to joining the Pekin & Pekin corporate/M&A team in 2011, Liaje was a key member of the corporate departments of two leading Turkish law firms.



CHRYSO PITSILLI-DEKATRIS CHRYSOSTOMIDES

Chryso Pitsilli-Dekatris is a senior partner at Chrysostomides, and leads the firm's multi-disciplinary corporate and commercial department. She works with an array of multinational corporations, banking institutions and high net worth individuals on, *inter alia*, the implementation of joint ventures or mergers and acquisitions in a variety of industries and service sectors, as well as the preceding due diligence and tender procedures.



ZEYNEP ŞENER PEKIN & PEKIN

Zeynep Şener joined the corporate/M&A department at Pekin & Pekin in 2012 and became a partner in 2017. She advises clients on cross-border M&A deals, joint ventures and other corporate law related matters, with particular experience in regulated sectors such as energy, transportation, healthcare, pharmaceuticals, and banking. Şener also leads the competition law practice at Pekin & Pekin, overseeing clearance and exemption filings.



DR. PÉTER BERETHALMI NAGY ÉS TRÓCSÁNYI

Dr. Péter Berethalmi has been a partner at Nagy & Trócsányi since 2001 and managing director since 2005. His practice includes corporate M&A, real estate, commercial and regulatory. His clients range from a variety of industries including manufacturing, automobile, energy (distance heating and solar energy among other areas), real estate development, financial institutions and biotechnology.



ALEXEY TARASOV ABC GLOBAL

Alexey Tarasov is the general counsel at ABC Global, provider of technology solutions for the fintech and financial service sectors. Prior to moving to Bulgaria in August 2019, Alexey had worked at major international investment firms in Cyprus, London, Kiev and Moscow and at a project finance law firm in Southeast Asia. Tarasov's international experience includes advising governments and investors in ground breaking infrastructure PPP projects in Vietnam and Cambodia.

SPEAKERS (CONTINUED)

PRESENTATION: LEGAL WORK IN THE FUTURE – AN AI TOOL FOR DUE DILIGENCE



NEMANJA STEPANOVIĆ

JPM

Nemanja Stepanović has been the managing director of JPM Jankovic Popovic Mitic for over 15 years. He finished his graduate and postgraduate master's studies at the department of international politics, faculty of political sciences, at the University of Belgrade. Stepanovic has also completed specialist studies in internet marketing and new technologies.

'GOING DIGITAL' - HOW TECHNOLOGY AND DIGITALISATION IS INFLUENCING THE FUTURE OF THE LEGAL PROFESSION



HANS KRISTOFERITSCH **MODERATOR**

CERHA HEMPEL

Hans Kristoferitsch, LL.M. (Harvard) is a partner at Cerha Hempel. His main areas of expertise include data protection, telecommunications, e-commerce as well as general EU-law. He regularly assists multinational clients with IT, GDPR compliance and regulatory projects.



KALOJAN GEORGIEV

COLIBRA

CEO of trusted insurance company Colibra, Kalojan Georgiev is also the founding partner of K-Pharm Global Group (KPGG), a \$100m-plus group of pharma-trading companies. The company is a one-stop shop, offering services such as logistics, distribution, marketing and regulatory support for pharmaceutical manufacturers, covering over 50 countries.



KONSTANTIN DJELEBOV

PHYRE

The visionary leader and co-founder of phyre, Konstantin Djelebov was previously a serial technology entrepreneur and has worked in the sector for 11 years. As a chief technology officer he previously co-founded the largest multi-retailer loyalty platform in Bulgaria.



LIVIA DUMITRESCU

VODAFONE ROMANIA

Livia Dumitrescu is the legal and external affairs director of Vodafone Romania and a member of its executive management team. Prior to Vodafone, she held a number of top positions with OMV Petrom and Banca Transilvania Group in Romania, fulfilled a non-executive board member role with Victoriabank in Moldova.

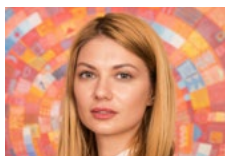


GABRIELA POPESCU

MICROSOFT ROMANIA

Gabriela Popescu is legal director of Microsoft, having accumulated 25 years of experience in local and international law at major companies such as Microsoft, Novartis, Colgate-Palmolive and Coca-Cola. Popescu adopts a business tailored approach in her advice and acts as a support for her business clients.

PRESENTATION: LEGAL WORK IN THE FUTURE – LAW FIRM 2.0



RUMYANA YORDANOVA

PENKOV, MARKOV & PARTNERS

Romyana Yordanova is among the proactive young members in the team of Penkov, Markov & Partners. She is a lecturer at public events and part of the specialised team on personal data protection. The team currently has more than 100 projects on implementing the requirements of Regulation (EC) 2016/679 - GDPR.



GABRIELA HRISTOVA

PENKOV, MARKOV & PARTNERS

As one of the young team members at Penkov, Markov & Partners, Gabriela Hristova practices and develops her expertise in the areas of company and commercial law, commercial contracts, international law and enforcement, civil procedure and competition law. She has experience in drafting legal documents as well as in the research of diverse areas of legislation and is especially interested in M&As, tax law and insolvencies and liquidations.

KEYNOTE: MULTI-DIMENSIONAL LEADERSHIP

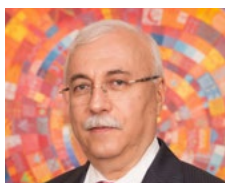


ALEXANDER BALABANOV

DYNAMIX LAB

Alexander Balabanov is a corporate trainer and performance coach at Dynamix Lab.

GENERAL COUNSEL 2.0 – THE LEADERSHIP AND MANAGEMENT SKILLS FOR A SUCCESSFUL IN-HOUSE CAREER



VLADIMIR PENKOV CO-MODERATOR

PENKOV, MARKOV & PARTNERS

Vladimir Penkov is the founder, chairman and senior partner at Penkov, Markov & Partners, established in 1990. Since 2017, Mr. Penkov has been admitted to the list of registered European lawyers at the Vienna Bar Association. Expert in the fields of commercial law and foreign investment, banking tax, concessions, public procurement, licensing and know-how, competition law, telecommunications and energy law.



KRISTINA KRANTCHEVA CO-MODERATOR

CM CONSULTING

Kristina Krantcheva is founder and managing director of CM Consulting. She is an author, executive coach and a trainer with more than 16 years of experience. Her areas of expertise are soft skills and leadership coaching.



GLIGORIJE BRAJKOVIC

UNICREDIT BANK SERBIA

Gligorije Brajković is the head of the legal department at UniCredit Bank Serbia. As of 2003, Gligorije was building his career in banking and finance. Among other positions, he was the head of the general legal and compliance department at Raiffeisen Bank, Legal advisor to the managing board and head of the legal department at Delta Generali Voluntary Pension Fund and chairman of board of directors at Delta Generali Insurance Podgorica.



DR. PÉTER BEREHALMI

NAGY ÉS TRÓCSÁNYI

Dr. Péter Berethalmi has been a partner at Nagy & Trócsányi since 2001 and managing director since 2005. His practice includes corporate M&A, real estate, commercial and regulatory. His clients range from a variety of industries including manufacturing, automobile, energy (distance heating and solar energy among other areas), real estate development, financial institutions and biotechnology.



ILIANA BYANOVA

FIRST INVESTMENT BANK

Iliana Byanova is chief legal and compliance officer at the leading Bulgarian bank, First Investment Bank, with over 10 years of professional experience. Previously recognised by *The Legal 500* as one of the most influential in-house lawyers in Central and Eastern Europe in its *GC Powerlist* series, Byanova has extensive experience in the regulatory field with specific expertise and achievements in banking and finance.

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