

*“It’s a professional
and confident team.”*

Chambers Europe, 2012



J A L S O V S Z K Y

Introduction

1 Who we are?

Jalsovsky Law Firm is a leading independent commercial law firm with unrivalled expertise and experience in tax and mergers and acquisitions. We maintain an international perspective, providing local knowledge but always with a commercial perspective. We pride ourselves in bringing innovative legal solutions to the complex challenges facing our clients.

Our firm is one of Hungary's most dynamically growing law firms: in the past three years, despite the unfavourable market conditions, our firm has doubled its size in terms of staff and clientele. Currently, our professional team consists of fourteen Hungarian qualified lawyers. We are proud that Jalsovsky Law Firm is the sole Hungarian law firm that considers tax advisory as one of its main strategic fields of operation.

Through its membership with International Lawyers Network and Law & Numbers, in cross-border transactions, our law firm is able to rely on the expertise of foreign law firms and provide equally high level services also in non-Hungarian legal matters.

2 Practice Areas

Our law firm has a unique expertise in the field of taxation and M&A. We furthermore advise our clients in property law and commercial law matters.

2.1 Tax

We regularly design novel structures optimising clients' tax liabilities, while meeting all legal and

regulatory requirements. Our tax advisory service combines our legal experience and tax expertise which ensuring that all clients receive properly documented tax efficient solutions.

In addition to our transactional practice, we provide regular, on-going tax advice for clients, as well as represent clients in front of courts and authorities in tax law suits and other tax procedures.

Through our membership in international networks, we work together with tax advisors in all important tax jurisdictions to deliver a seamless cross-border service.

Our tax practice was ranked in the top tier by all reputable independent directories in 2014, including The Legal 500 and Chambers Europe.

2.2 Mergers and Acquisitions

Our M&A team regularly advises on transactions covering the sale and purchase of businesses, including the customary due diligence review associated with such transactions. We ensure that our legal solutions are structured in a way that they meet the commercial intention of the client as well as the legal and tax requirements. We work in an efficient manner, delivering results within the often short timescales demanded by such transactions.

We pride ourselves on bringing innovative legal solutions to the complex challenges often created by these transactions. We deliver commercially astute advice in a cost-effective manner and believe that the business expertise we bring to the table enhances the value of our services.

Our M&A practice is ranked in 3rd Tier by The Legal 500.

2.3 Commercial Law

Our commercial law group provides advice in the daily routine legal questions arising in the various fields of commercial activity – mainly in the area of corporate, employment and IP law. Our activity includes the drafting and review of commercial agreements as well as representing the clients during the contractual negotiations.

We adopt a business-minded approach during the preparation of the legal documents: we do not try to squeeze the business needs into the existing precedent documents, but prepare such agreements that address the real business risks and specifics of the given transaction.

Our legal routine covers a wide range of business sectors. We are equally aware, what legal risks need to be dealt with upon advising a start-up IT entity or upon assisting a multinational petrochemical company.

2.4 Real Estate

Our property lawyers understand the key issues facing clients who are active in the Hungarian property market. Using our local knowledge, we can identify the key risks and employ structures to manage them, to ensure a successful transaction.

Our property law expertise covers all types of residential, commercial and industrial properties. Apart from the transaction documentation we also represent our clients before property related public administration bodies.

2.5 Competition law

Our competition law practice group provides advice both in EU and Hungarian competition law matters. We regularly represent firms in competition supervision proceedings before the Hungarian and EU authorities.

In M&A transactions our competition law practice works in an integrated manner with our M&A team. We are able to take into account competition law aspects during the course of the structuring of the transaction and we can also promptly submit merger clearance application to the respective competition authorities right after the signing of an M&A deal.

The key lawyers of our team have worked in the past with the Hungarian Competition Authority which can ensure that the statutory practice is also taken into account in our legal advisory routine.

Contact

Réka Szeberin
1124 Budapest, Csörsz u. 41.
Tel.: 889 2800
Fax: 886 7899
E-mail: rszeberin@jalsovszky.com
www.jalsovszky.com



JALSOVSZKY

*we make
sense.*

Q&A

1. Do you consider yourselves a Hungarian or an international law firm?

We are a fully Hungarian-owned law firm, independent of any international networks. We are, however, aware that most of today's business transactions have a global nature and contain cross-border elements. Lawyers who fail to adequately respond to these developments and who limit their focus on their domestic market, cannot successfully face the challenges of our time. This is why in the recent years we have paid special attention to developing our international professional relations and co-operations.

In 2013 we joined International Lawyers Network, a New Jersey-based association employing aggregately 5,000 lawyers worldwide. At the same time the firm also became member of Law&Numbers, a boutique network combining European tax advisory practices. As a result, in cross-border matter we can rely on foreign law firms providing the same quality and level of services as we do. Beyond this, through these alliances, we have an access to a continuously updated legal knowledge base.

It also strengthens the international perspective of our firm that our associates gained their professional experience at reputable, international law firms or tax advisory firms, where they acquired professional work ethic and high-level problem-solving skills. We provide advice in English and, occasionally, in German and French.

2. In what type of cases do clients approach the firm?

We do not present ourselves as having a universal scope of practice. We dare to confess that we are not proficient in each and every area of law. We provide, however, a premium service in all those areas where we are present.

We focus on tax law, corporate, commercial law, M&A transactions and real estate law. Furthermore, we regularly provide advice in the field of labour law and IP law. Areas, such as energy law, telecommunication and environmental law fall out of our firm's scope of activities.

3. Which areas of business are the clients of the law firm typically engaged in?

Our clients come from various sectors. It is to be noted that a given tax-related problem may equally affect a company operating in the telecommunication industry and another one manufacturing goods. Furthermore, in M&A transactions basically the same legal concepts are used, regardless of the sphere that the target company is engaged in. As a consequence, our clients come from a rather wide range of sectors, including start-ups and multinationals. We regularly advise capital funds, investments funds and investment banks. In addition, in the area of tax, the firm provides advice to international law firms, accounting firms and other advisory firms.

4. What makes the firm different from other participants of the legal market?

Our focus on tax law distinguishes us from other Hungarian law firms of similar size. While even the leading law firms provide tax advice only as an ancillary service only, tax advisory is one of the main areas of practice areas of our firm.

We are, further, unique in the sense that we are able to provide our services in a comprehensive manner. This means that when drafting transaction documentation, we are able to consider both the legal as well as the tax aspects of the transaction, thus preventing any possible deadlocks caused by the typically separate work of legal and tax advisors. We are also able to ensure that during the performance of legal tasks, tax considerations are continuously being taken into account.

5. Which practice areas of the firm experience the most dynamic growth?

Although the firm does not generally represent clients in litigations, in the recent years we have experienced an increasing demand from our clients to assist them in tax disputes. As a response, we established a special sub-group within our tax practice focusing on tax litigation. We now represent our clients in numerous tax procedures and our success rate is very impressive.

The financial crisis has also created a significant demand for insolvency advisory and financial restructurings. In the past years we have gradually gained substantial experience in these fields as well.

6. What is the greatest advantage of the firm compared to the international tax advisory firms?

Members of our tax team have gained their professional experience with reputable international tax advisory firms. Consequently, the quality and professionalism of our services is on par with and, in certain aspects, exceeds that of the Big Four firms. Thanks to our legal knowledge, we can deliver such tax solutions that are in fully compliance with the applicable legal provisions.

As opposed to the standardised practice of the international tax advisory firms, we are able to work with flexible and diversified methods and tools. We

are able to build a much more personal and intimate relationship with our clients while, at the same time, offering a high level of responsibility and a maximum level of attention towards ethical considerations. Instead of solely performing tasks, we strive to provide our clients with real solutions to satisfy their real needs.

7. What kind of challenges does the firm face in the current business environment?

Looking back into the last decades, we can conclude that the Hungarian economy has never faced the same level of uncertainty and unpredictability as today. In this environment all strategic decisions of the firm require careful consideration.

Clearly, all market participants have been heavily affected by the economic crisis. As a consequence, cost effectiveness became a primary focus of the clients upon the selection of their legal advisor. At the same time the demand for high level advise remained a clear requirement against professional firms. This results in a natural selection among law firms: better service providers become stronger, the weaker ones disappear. Fortunately, in the recent years, our law firm was among the winners.

Apart from the economic uncertainty, the rapidly changing legal environment also created substantial challenges to legal service providers. Adaptation to the changing environment and a stronger focus on continuous in-house training also became a key feature to the success of law firms in the recent years..

8. What are the strategic goals of the firm?

Our aim is to further strengthen the „boutique” nature of the firm. We aim to be considered as one of the market leading Hungarian law firms in the field of tax law, corporate law, M&A and real estate law. At the same time our primary mission remains to maintain the high quality of our services and to serve the demands of our clients at the highest professional level possible.

While we wish to put further emphasis on the international presence of the firm, we aim to become one of the most influential, Hungarian-owned law firms in the domestic legal market within the next 5 years.