

## Anna Gkogka



Anna Gkogka is a dynamic senior associate and rising star within our Corporate and M&A practices. Working closely with our experienced partners and senior associates, she advises clients on all aspects of commercial and corporate law, including mergers, acquisitions, restructuring and commercial agreements.

Before joining Lambadarios, she worked for a consulting firm in Brussels and then for several law firms in Athens, where she specialized in corporate, commercial and intellectual property law.

Alongside her client work, Anna has also contributed to the evaluation of EUIPO and a number of European Directives, including the intellectual property rights enforcement and the legal protection of databases directives.

## M&A

Anna has contributed to our work on a number of landmark transactions for both Greek and international clients, including the privatization of DEPA, the public gas corporation, and numerous real estate deals using share sale-and-purchase arrangements.

## Notable M&A cases

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### Public MA & Privatizations

- Advised **Hellenic Petroleum S.A. (HELPE)** on its €90million acquisition from Copelouzos Group and International Constructional S.A. of two operating wind farms in Mani with a total capacity of 55.2MW.
- Advised **Brook Lane Capital** for the establishment of a new joint venture with Lamda for the development of a mixed-use tower in the heart of the Athenian Riviera at the Hellinikon Project's business district.
- Advised **Dromeus Capital** on the acquisition of real estate entity Ektonon, a GEK Terna-affiliated entity.
- Advised **DEPA**, the public gas corporation, on the €1 billion restructuring of the group and subsequent privatization by the HRADF. This transaction is the largest restructuring ongoing in Greece in the Energy sector. It is one of the largest reverse mergers under the new corporate transformation law. It is also part of the Greek privatization programme, having been agreed with the EU, ECB and the IMF, and part of the liberalization of the Greek gas market under the unbundling of the gas services.
- Advising DEPA the **public gas corporation** on the privatization process run by the HRADF for the sale of DEPA Commercial for an estimated €300m – 400m.
- Advising DEPA the **public gas corporation** on the privatization of DEPA Infrastructure through a

privatization process run by the HRADF for the sale of the gas grid infrastructure around Greece for an estimated €700m.

- Advising **Switz Group** on the acquisition of a company manufacturing traditional Cretan bakery listed on the Athens Stock Exchange.

### Private Equity and other Financial Investors

- Advised **Piraeus Bank** on its carve out and subsequent sale of its card payments and merchant acquiring business to Euronet Worldwide, and the formation of an exclusive long-term sales and distribution partnership for a total of €300m.
- Advised **Engie S.A.**, a French multinational electric utility company, in divesting its Greek subsidiaries through the share sale-and-transfer of its facilities-management entity Engie Hellas to an upcoming Greek fund.
- Advised, **Engie S.A.**, a French multinational electric utility company, on the sale of its energy entities Heron I and Heron II to leading Greek energy company GEK Terna.
- Advised **KKR** on its bid for a 49% stake in HEDNO (Hellenic Electricity Distribution Network Operator) through its participation in a public bidding process.
- Advised **Volterra S.A.**, a renewable energy producer, on its sale process through a bidding process, for an enterprise value of €120m.
- Advised **EBRD** on the US\$235m sale of its shares in the listed company European Alliance.
- Advised **Kew Capital** and **Monterock International** on the €100m acquisition of one of the larger mixed-use resorts in Mykonos by way of share transfer deal.
- Advised **Hines**, one of the largest privately held real estate-investing companies in the world, on the restructuring of its Greek subsidiaries by way of subsequent mergers between them.
- Advised a leading European REIC and **Brown Hotels** on their €60m acquisitions of share and real estate assets in Greece.
- Advised **Volterra S.A.**, a renewable energy producer, on its sale through a bidding process for €50m.
- Represented **Invenergy** for the investment in projects of 2.7GW of solar energy in Greece.
- Advised **BriQ Properties REIC** on its €23.6m acquisition of 80% of the share capital of Sarmed Warehouses, a market leader in logistics.
- Advised **Briq Properties REIC** on its €3.5m acquisition of a hotel in Skiathos through a share sale-and-purchase transaction.
- Advised a German listed REIC, a publicly listed real estate company, in multiple acquisitions of shares and real estate assets in Greece totalling more than €60m.
- Advised **Alpha Bank** on the €37m sale of three major real estate assets to Brooklane Capital through a shares sale-and-purchase transaction. This transaction included a large cinema complex in the Athens metropolitan area.
- Advising **Chenavari Investment** on the acquisition of a large number of real estate assets through multiple share sale-and-purchase transactions.

### Private MA

- Advising **EI Sewedy Electric** in the legal due diligence and €55m acquisition of four SPVs currently operating wind farms in Greece.
- Advising **Olympic Foods** on a €30m cross-border merger with a leading Indian conglomerate in the food business.
- Advising **Nostira Renewable Energy** on the sale of two wind farms to Cubico Sustainable Investments.
- Advising **ICON Infrastructure** on the due diligence for an acquisition on three wind farms and 12 PV parks.
- Advised **Camelot Group of Companies**, the operator of the UK lottery, on a share acquisition in Greece.

### Real Estate Funds

- Advised **Brook Lane Capital** for the establishment of a new joint venture with Lamda for the development of a mixed-use tower in the heart of the Athenian Riviera at the Hellinikon Project's business district for over €280m.
- Advised **Dromeus Capital** on the acquisition of real estate entity Ektonon, a GEK Terna-affiliated entity.
- Advised **Hines**, one of the largest privately held real estate-investing companies in the world, on the restructuring of its Greek subsidiaries by way of subsequent mergers between them.
- Advising **Hines** on project Cyan for the acquisition of several hotels in Crete through two major share sale-and-purchase transactions valued in total at approximately €70m.
- Advising **Hines** on project Hermes for the acquisition of two hotels in Ag. Nikolaos Crete through and acquisition of shares valued at €20m and subsequent refurbishment and repositioning of the assets for a total project value of over €40m.
- Advising **Chenavari** on project Zoia for the acquisition of a large number of real estate assets against the purchase price of approximately €57m through multiple share sale-and-purchase transactions.

## Global MA

- Worked together with **Baker McKenzie** to advise a leading UK family office on the acquisition of a large real estate asset in Mykonos by means of a share sale by conducting parts of the relevant due diligence on the target entity and its facility arrangements.
- Advised **Whirlpool** on its Indesit Greece business-transfer agreement and the subsequent merger by absorption of Indesit Greece by Whirlpool Hellas.

# Corporate

Within our Corporate team, Anna has supported major clients including Google and Sony Music on both operational and transactional activities and conducted detailed legal due diligence.

## Notable Corporate cases

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- Advising **Google** on all its operations in Greece under the regulatory legal framework.
- Advising **Sony Music** on its group restructuring through intragroup share transfer transactions and subsequent mergers by absorption of EMI Greek subsidiaries by Sony.
- Advised **Quest Holdings** on a due diligence report on a company active in the renewable energy market.
- Advising **El Sewedy Electric** in the legal due diligence and acquisition of four SPVs currently operating wind farms in Greece.
- Advising on the privatization process of **DEPA** the public gas corporation run by the Hellenic Republic Asset Development Fund.

# Capital Markets

Working within our top-tier Capital Markets team, Anna has supported clients in a wide range of financing and structuring activities including demergers, privatizations and migrations between stock exchanges.

## Notable Capital Markets cases

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- Advising the **HRADF** (Hellenic Republic Asset Development Fund) for the sale of 5% of the Hellenic Telecommunications Organization (OTE) to Deutsche Telecom for €280m, as part of the privatization program of the Hellenic Republic.
- Advised **Epsilon Net** on migrating from the secondary ATHEX market to the main market of the Athens Stock Exchange.
- Advising **DEPA**, the public gas corporation, on its corporate transformation (demerger) valued approximately at €1 billion.
- Advising on over-the-counter majority share-transfer of listed company Kriton Artos to **SwitzGroup Europe Limited** and on the subsequent share building and squeeze-out of remaining shareholders followed by the delisting of the company from the ATHEX.

## Energy

### Notable Energy cases

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#### Renewables

- Advised **Hellenic Petroleum S.A.** (HELPE) on its €90million acquisition from Copelouzos Group and International Constructional S.A. of two wind farms in Mani, with a total capacity of 55.2MW.
- Advised **Engie S.A.**, French multinational electric utility company, in divesting its Greek subsidiaries through the share sale-and-transfer of its facilities-management entity Engie Hellas to an upcoming Greek fund.
- Advised **Engie S.A.**, the French multinational electric utility company, on the selling of its energy entities Heron I and Heron II to leading Greek energy company GEK Terna.
- Advised **KKR** on its €2.1 billion bid for a 49% stake in HEDNO (Hellenic Electricity Distribution Network Operator) through its participation in a public bidding process.
- Advised **Volterra S.A.**, a renewable energy producer, on its sale process through a bidding process, for an enterprise value of €120m.

## Languages

- Greek
- English
- German

# Qualifications

- LLM, Ludwig Maximilians University of Munich (2016)
- LLB, Democritus University of Thrace (2013)
- Erasmus, University of Hamburg (2012)