



Katerina Gini

Katerina Gini is a senior associate within our Banking & Finance and Capital Markets teams. She advises both domestic and international clients on a wide range of issues relating to banking, international business and finance law, as well as commercial and corporate law.

During the past years that is a member of our firm, Katerina has been engaged in a long series of NPL transactions, either on the sell or on the buy side, as well as in complex acquisition and project finance transactions and due diligence processes, providing also consulting services of a regulatory and compliance nature to financial institutions.

Alongside her long-year experience in the finance sector, she has in-depth expertise in the drafting of all kinds of financing agreements and commercial banking products, as well as in the existing legal and regulatory framework governing credit and financial institutions and NPL Servicers, having handled numerous respective judicial and extrajudicial disputes in private law, including insolvency proceedings.

Banking & Finance

Katerina has extensive experience in banking and finance-related matters including project finance, the management and acquisition of large NPE and NPL portfolios, and corporate lending covering all kinds of bond and loan financing. She also provides lenders' counsel services to a number of our clients, including Alpha Bank and EBRD.

Katerina has worked with clients on a wide range of matters relating to real estate acquisition finance, and debt restructuring and securitization. She is also experienced in all aspects of the establishment and operation, insolvency and special liquidation procedures of companies, and credit and financial institutions.

Notable Banking & Finance cases

- Advised **EBRD** on the financing of a Greek listed pharmaceutical company for €20m.
- Advised **EBRD** on the financing of a Greek agricultural chemical manufacturer for €5m.
- Advising **EBRD** in the financing of Papoutsanis, a leading cosmetics maker in Greece.
- Advising **Alpha Bank** in financing Hines for the development of Academy Gardens, a greenfield project in the Athens Metro Area.
- Lenders' counsel to **National Bank of Greece** to advise on the acquisition of a 12MW photovoltaic park in

Greece.

- Lenders' counsel to **National Bank of Greece** for the refinancing of a Quest Pylos Energy.

Lenders' Counsel Infrastructure

- Advised **Piraeus Bank** on financing the €88.8m acquisition of solar and wind parks with a total nominal capacity of 67.3MW.
- Lenders' counsel on the bidding by **Terna and Egis for Egnatia Odos** a major toll road in the North of Greece tendered by the HRADF as part of the privatization program of the Greek State estimated at a value of €700m.

Lenders' Counsel Corporate / Real Estate / High Yield

- Advised **Hines** on a €130m investment in developing a large real estate greenfield asset in the Athens Riviera.
- Advised **Hines** on the bank refinancing of €21.7m for the operation, management, and exploitation of a retail complex in the center of Athens.
- Advised **Piraeus Bank** on the €117.5m gross book value sale of a non-performing exposures (NPE) Greek and Romanian portfolio.
- Advising **Alpha Bank** in financing Hines for the development of Academy Gardens a greenfield project in the Athens Metro Area.
- Retained by **Alpha Bank** to advise on the refinancing of a major construction company.

Non-Performing Loans (NPL's)

- Advised **Piraeus Bank** on the sale of a non-performing exposures (NPE) Ukrainian portfolio, amounting to €66m gross book value.
- Advised **Piraeus Bank** on the €117.5m gross book value sale by the latter of a non-performing exposures (NPE) Greek and Romanian portfolio.
- Advised two Greek systemic banks – **NBG** and **Piraeus Bank** – on the sale of a non-performing exposures (NPE) portfolio of a Greek borrower, amounting to €96 million gross book value.
- Advised **Piraeus Bank** on the sale of a non-performing exposures (NPE) Serbian portfolio, amounting to €31.5m gross book value.
- Advised **Piraeus Bank** on the sale of a non-performing exposures (NPE) Ukrainian portfolio, amounting to €66m gross book value.
- Advising **Piraeus Bank** on the sale of multiple NPL portfolios totaling approximately €700m.
- Advised **Piraeus Bank** on the sale of €300m of NPLs using the Greek NPL law.
- Advising **Davidson Kempner European Partners** in acquiring a €800m portfolio of non-performing loans secured on marine and real estate assets originated by Piraeus Bank for €300m under the securitization and NPL Greek law.

Capital Markets

Katerina is experienced in advising clients on structuring and raising finance, particularly in the areas of real estate and project development, where she works both with banks and the investing companies to develop practical financing solutions.

Notable Capital Markets cases

-
- Advised an affiliate of **Davidson Kempner Capital Management LP** on the sale of a shipping non-performing exposures (NPE) portfolio by Piraeus Bank amounting to €400m gross book value.
 - Advised **EBRD** on the financing of a Greek-listed pharmaceutical company for €20m.
 - Advised **EBRD** on the financing of a Greek agri-chemical manufacturing company for €5m.
 - Advised **Piraeus Bank** on financing of the €88.8m acquisition of solar and wind parks with a total nominal capacity of 67.3 MW by a funded corporate group active in the renewable energy sector.
 - Advised **Piraeus Bank** on the sale of a non-performing exposures (NPE) Ukrainian portfolio, with a gross book value of €66m.
 - Advised **Hines** on a €130m investment in developing a large greenfield real estate asset in the Athens Riviera.
 - Advised **Piraeus Bank**, on the €117.5m gross book value sale of a non-performing exposures (NPE) Greek and Romanian portfolio.
 - Advising **Hines** on the acquisition of several hotels in Crete through two major share sale-and-purchase transactions valued in total at approximately €150m.
 - Advising on the participation of **EBRD** in the €700m increase of capital by Lamda Development for the construction of the Hellinikon Project.

Qualifications

- MSc in International Financial, Business & Banking Law, Panteion University of Social & Political Sciences (2012)
- LLB, School of Law, University of Athens (2007)