



• INSIGHT | TRUST | PASSION •

January 2025



Dear partners and friends,

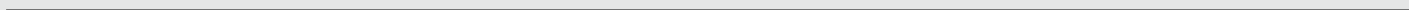
This is an important moment for us, presenting you with our account of 2024. And what a year it was! From navigating Europe's largest urban regeneration project to advising on cutting-edge transactions and securing prestigious industry recognition, 2024 was nothing short of extraordinary.

It also marked our -previously announced- conscious evolution into a more corporate structure: a transition (and challenge) designed to enhance our efficiency and our ability to serve our clients even better, as well as to create a more fulfilling and productive working environment.

But this isn't just about us. It's about sharing the milestones, insights, and initiatives that connect us with you—our clients, partners, and community. Expect highlights from our trailblazing deals, in- and out-of-court triumphs, sustainability efforts, and, of course, a glimpse into the incredible team driving it all.

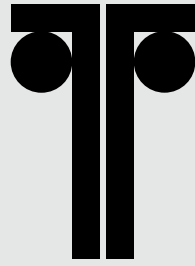
Thank you for your trust and partnership in 2024.
We sincerely hope you enjoyed the ride.

Warm regards,
Helen Alexiou





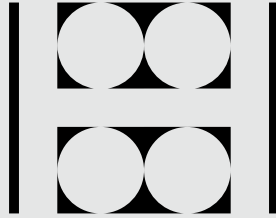
Our year in Deals



- ▣ Provided comprehensive legal advice to the **Hellinikon project** on all aspects of planning, environmental and construction licensing for Europe's largest urban regeneration initiative.
- ▣ Advised a foreign Real Estate investor in relation to a complex transaction involving the **acquisition of a real estate portfolio comprising 12 buildings in Athens** (structured as a share deal involving 12 SPVs), and the negotiation of the asset and project management to be provided by the sellers following closing.
- ▣ Acted for the lenders on the €600 million refinancing of Greece's **4 largest shopping centres**, coinciding with a corporate restructuring of the operating entities.
- ▣ Guided **Lamda Development** in its €31 million cooperation with Trade Estates for the pre-sale of horizontal properties at the **Hellinikon Commercial Hub**, a project with a total investment value of €75 million.
- ▣ Advised a Greek systemic bank on the financing of a **luxury hospitality project** in Porto Heli, including a **Six Senses Hotel** and branded residences.



- ▣ Represented, together with two other law firms, a **consortium of Greek banks and servicers** in their long-standing legal battle against a large group, active in the hospitality sector, for the collection of the group's debt of over €550 million, including various enforcement proceedings over immovable and movable securities.
- ▣ Advised a **real estate development company** on an innovative project repurposing an extensive, multi-site abandoned area with a focus on green transition.
- ▣ Advised a Greek systemic bank on the €115 million RRF financing of a **major Greek food company** for the construction, modernization, and expansion of its production units.
- ▣ Advised a **Greek systemic bank** on the €150 million financing of its joint venture with a leading real estate developer and a REIC that will undertake the management of a major REO portfolio.
- ▣ Advised a Greek systemic bank on financing a Greek REIC for the acquisition of **two 4-star hotels in Rhodes** and Crete.



Assisted an international client in preparing and submitting a bid for an **HRADF-issued international tender**.

Advised a leading **Greek real estate advisory firm** on partnering with a global commercial real estate services firm.

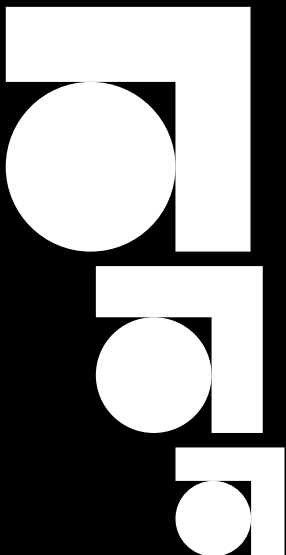
Advised the lenders on RRF financing for a **software development project**.

Regularly advised private clients on **real estate acquisitions in Greece**, handling all deal phases, including negotiations, drafting purchase deeds, and managing contracts with developers or rental agreements.

Acted as legal advisor for funds and individuals in acquiring **real estate for tourism or investment purposes**, including properties in Aegean and Ionian destinations or under the investor golden visa scheme.



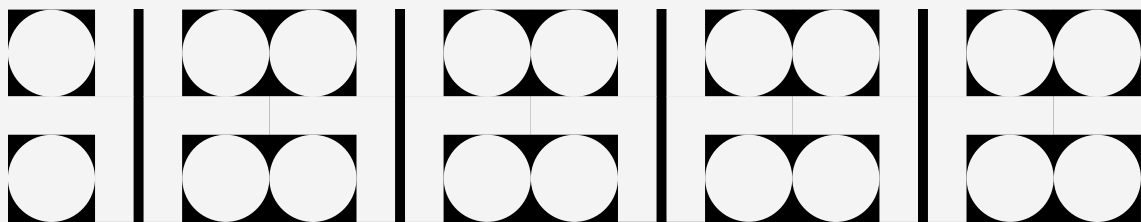
Red carpet highlights



At AKL, we had an inspiring year, engaging in key events that shape the future of law and business. We participated in prominent conferences such as the **Athens Riviera Forum**, **Prodexpo 2025**, **26th Capital Link**, **Legal500 GC Summit** and the **Real Investment Summit 2024**, sharing expertise on real estate, sustainability and knowledge management.

Our Managing Partners, **Helen Alexiou** and **Alexandros Kosmopoulos**, along with other team members, offered insights on carrying capacity, ESG principles and Greece's investment landscape, reflecting our commitment to advancing law, real estate and tourism.

We celebrated milestones like **Helen Alexiou's** inclusion in **Fortune Greece's "Most Powerful Women"** and **George Zohios's** feature in **CEE Legal Matters**, showcasing our team's pursuit of excellence. Additionally, we connected with aspiring lawyers at the **ELSA Athens Job Fair**, mentoring the next generation of legal professionals.



League of Legends

At AKL, we are proud to celebrate an incredible year of achievements, as reflected in prestigious awards and rankings that underscore our commitment to legal excellence. The **Chambers and Partners Europe 2024** rankings placed AKL at the top, highlighting our expertise in the fields of **Real Estate, Banking & Finance, Corporate/Commercial and Dispute Resolution**.

Our team's individual accomplishments were equally remarkable, with **Helen Alexiou** making history as a **Star Individual** in Real Estate - the first female in Europe to receive this honor. **Constantine Alexiou** once again earned recognition as a **Senior Statesperson**, while **Alexandros Kosmopoulos, George Zohios, Sotiris Foteas, Eleftheria Vassila and George Athanasiou** also achieved impressive rankings across various practice areas.

This recognition reaffirms our dedication to excellence and innovation in the legal sector.



Equally exciting, **The Legal 500 EMEA 2024** named AKL a **Tier 1 Firm in Real Estate and Construction**, with rankings across six practice areas.

Individual accolades include:

- **Helen and Constantine Alexiou** being listed in the **Hall of Fame of Real Estate and Construction** for consecutive years,
- **Alexandros Kosmopoulos** being listed as **Leading Lawyer** in Banking, finance and capital markets and Projects and privatisation,
- **Sotiris Foteas** being listed as **Next Generation Partner** in Restructuring and insolvency,
- **George Zohios** being listed as **Next Generation Partner** in Banking, finance and capital markets and Commercial, corporate and mergers and acquisitions.



Kudos to our Associates for their recognition:

- **Eleftheria Vassila** as **Rising Star** in Real Estate and Construction,
- **Vicky Zarakioti** as **Leading Associate** in Dispute Resolution.

LEADING FIRM

Legal500

EMEA
2024



Furthermore, AKL was a recipient of the **CEE Legal Matters 2023 Deal of the Year for Greece** for our pivotal role in the landmark sale of a majority stake in the **Port of Igoumenitsa Authority!** This transaction, led by our M&A partners **Alexandros Kosmopoulos** and **Kostas Fatsis**, showcases our ability to drive transformational projects with precision and expertise.

We extend heartfelt gratitude to our clients for their trust, and to our team for their unwavering dedication and talent. These accomplishments inspire us to continue setting new benchmarks for excellence in the legal field.





Heart & Soul

AKL's Commitment to Community, Sustainability, and Inclusion



At AKL, our **CSR** efforts reflect our values of solidarity, compassion, and sustainability. Partnering with **Make-A-Wish Greece**, we've helped transform children's dreams into reality; we also regularly support blood and bone marrow donation awareness through collaborations with **Bloode and Choose Life**, alongside organizing our own blood drives and our annual **First Aid Seminar** for our team.

Environmental sustainability is a core focus, exemplified by tree-planting initiatives, food waste reduction with **Boroume**, and efforts with **SPAY** to make Mount Hymettus a "Zero Plastic" mountain.



We also prioritize **inclusivity** and **wellbeing**. In 2024, we celebrated Pride Month by signing the Diversity Charter in Greece, and we fostered a culture of diversity and empowerment. Fun activities like "Pizza Days" and casual Fridays **at the kart race track** strengthen team bonds and boost creativity.

Lastly, we celebrated team achievements through sponsorships like the **John H. Jackson Moot Court Competition** and participation in events such as the **Spetsathlon and Race for the Cure**, promoting teamwork and a spirit of collaboration.



As part of our continuous support of education and professional growth, we mentored future lawyers through programs like **ELSA Athens' Summer Law School and Lawyers at Work**.

Our **CSR efforts** are a testament to our commitment to creating positive, lasting changes in our communities, workplaces, and beyond, reinforcing our belief that small, collective actions can yield significant impact.

Together, we are shaping a brighter, more inclusive future.



Class of 2024



This year, AKL's family grew significantly as we welcomed a host of talented new members to our team.

- **Matina Tsopela**, Associate, Real Estate
- **Amalia Vardakoulia**, Associate, Banking & Finance
- **Maro Argyrou**, Associate, Real Estate
- **Vassilis Fatolas**, Associate, Banking & Finance
- **Persefoni Ntouchani**, Associate, Real Estate
- **Giorgos Sideris**, Trainee Lawyer, Real Estate
- **Lenia Ntoula**, Trainee Lawyer, Corporate
- **Ioanna Zgouri**, Intern, Dispute Resolution

