

McGREGOR & PARTNERS

*Bucharest & Sofia*

*Finding The Right Solution*

[www.mcgregorlegal.eu](http://www.mcgregorlegal.eu)

# OUR HISTORY

Although the firm was formed as recently as 2002, we can trace our development from the establishment of a regional branch office of the City of London law firm Sinclair Roche & Temperley in 1992, following many years of advising clients in the region on shipping and maritime matters. In 1996 our managing partner Neil McGregor became the first resident expatriate lawyer in that office and became the managing partner of the firm on its establishment in 2002. The firm initially acted as the regional office of Sinclair Roche and Temperley but became independent in 2004. The core team of the Firm first met in 1996 and our Sofia office opened in 2006.

## WHO WE ARE

- A boutique, five-partner commercial law firm working in Bulgaria, Romania, Serbia and elsewhere in the surrounding region.
- Managed by British, Romanian and Bulgarian lawyers, all with international experience and qualifications.
- Associated with the international law firm Stephenson Harwood.

# OUR AIMS AND VALUES

- To be a trusted, knowledgeable, realistic and reliable adviser to our clients, by helping them to identify and to implement the right solution in whatever situation they may find themselves.
- To understand our clients' businesses and values so as to help them to make effective use of their opportunities, particularly in situations that are unfamiliar or where cultural differences exist.
- To take the wider, long-term view, both in building relationships with our clients and also in assisting our clients to deal with their business partners, staff, investors, regulators and with society.
- To be courageous, practical and innovative in approaching unfamiliar, complex or challenging situations, businesses and transactions.
- To be clear, direct and unambiguous in our communication, both with our clients and also on behalf of our clients in their dealings with third parties.
- To be forward and transparent in our financial dealings with our clients, so as to ensure that both we and our clients have clear and realistic understandings of what our advice and assistance will cost and of when we will be paid.

# WHAT WE DO

- We provide practical and cost-effective advice and assistance on matters governed by English, Romanian, Bulgarian and other local laws, principally in relation to commercial, financial, business and property issues.
- We use our experience of international expectations and standards – and also of local business culture and conditions - to help our clients to avoid unwelcome surprises or misunderstandings in doing business, particularly in dealing with sensitive areas of business or with politically-exposed persons.
- We help our clients to reach clear and sustainable understandings with those with whom they work, by identifying and communicating the respective needs, expectations and limitations of our clients and of the parties that they are dealing with.
- We draft and negotiate sophisticated but clear contractual and other documentation in the English, Romanian and Bulgarian languages, using experienced native speakers to ensure that workable and user-friendly documents result.
- Where no commercially-acceptable negotiated agreement is likely, we assist our clients in identifying and implementing the best alternative course of action to take.
- Where our clients are in dispute with third parties, we will advise them upon resolving the dispute and will present their case before the relevant regulator, arbitrator or court to the best of our ability.

ANY QUESTIONS?

# CONTACT DETAILS

## SOFIA

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