MOTIEKA

Aivaras Grigas

Senior Associate

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Corporate lawyer specialising in real estate transactions, M&A, and corporate-regulatory issues

Experience

Aivaras Grigas is a lawyer focusing on project finance, acquisition finance, real estate and corporate transactions. He advises developers, sponsors, lenders, and investors on the structuring, negotiation and execution of complex projects and financings, including institutionally led and cross-border transactions.

Aivaras has significant experience in the full cycle of real estate projects – from acquisition, financing and development to leasing and exit – as well as in private debt, venture debt and structured financing for corporates and financial institutions. His track record includes advising on some of the largest financings and investment platforms in Lithuania, spanning real estate, renewable energy, financial services and infrastructure.

Beyond finance and real estate, Aivaras regularly acts on M&A, joint ventures, private equity, and governance matters, providing clients with pragmatic advice across both domestic and international transactions.

Aivaras, who was with Motieka & Audzevičius from 2012–2014 and then re-joined the firm in 2019, spent the intervening years as in-house legal counsel at the airline, one of the largest leisure air carriers in the region. As a result, he has profound knowledge of the aviation sector and experience with operating leasing and aircraft financing and other aviation-specific transactional and compliance issues.

Working languages: Lithuanian, English

Education

Vilnius University, LL.M.

Practice highlights

2026

- Advised Tesonet and Invalda on acquisition of leading private school and kindergartens in Lithuania
- Represented UAB Rivona in the acquisition of GO9 shopping centre in Vilnius

2025

- Advised Kenova in the sale of 100% of the shares in an SPV owning a built-to-suit office building
- Advised Žabolis Partners on sale of controlling stake in transport company TOKS
- Advised manufacturer of disposable paper cups on its strategic acquisition
- Advised Releven on landmark EUR 50 million EBRD investment into Lithuanian real estate sector
- Advised Brolis on strategic technology partnership with BouMatic
- Bridging tradition and innovation: advised Genys Brewing on the acquisition of Kauno Alus

- Advised client in the acquisition of a controlling stake in one of the largest passenger land carriers in Lithuania

2024

- Advised in the acquisition of a company that manages a premium-class residential project in Vilnius
- Finbee Verslui raises EUR 35 million from Pollen Street Capital
- Advised in acquisition of office building complex
- Akola Group invested into start-up Brite which produces natural nootropic drinks
- OMG Bubble Tea secured EUR 2.1 million from Akola Group
- Advised Skycop in the acquisition of 100% of shares in Estonian company Lennuabi

2023

- Represented a client in successful addition to its operational car-wash facilities portfolio
- Represented a client in successful acquisition of real estate holding company
- Finnish Titanium Fund buys Avia Solutions Group’s office building

2022

- Represented a real estate company in the transaction selling shopping center in Klaipėda
- Advised Žabolis Partners on its strategic acquisition in the digital education industry
- Advised founder and minority shareholder of Ecso on successful exit
- Advised founders of vertical farming business in raising capital
- Represented a Lithuanian startup MailerLite in selling 100% of shares to the Polish company
- BaltCap Growth Fund received merger clearance for its strategic investment into Vet Ventures
- Represented a real estate company in the transaction selling shopping center located in Vilnius

2021

- Kauno Grūdai sold a land plot in Kaunas city
- Represented Pharnasanta Group in receiving competition clearance to acquire the metrology center
- Major transaction: Linas Agro Group acquired the agriculture giant Kauno grūdai
- Linas Agro Group receives competition clearance for acquiring the agriculture giant Kauno grūdai
- Advised Brolis Sensor Technology on getting financial backing from EIB and private equity investors
- Management buy-out of technology company
- Represented diamond trading company in negotiations with the supplier
- Acquisition of the largest funeral home in Lithuania and related ritual services company

2020

- Advised on acquisition of prominent entertainment companies and arenas
- Avia Solutions Group has finalized the acquisition of Bluebird Nordic
- Represented MyFitness on cross-border acquisition of Gym Plius
- Avia Solutions Group acquires Bluebird Nordic

2019

- Acquisition of full control of real estate entity
- Prominent investment by private equity fund
- Assisted in a strategic acquisition by YNOT Media
- Two ambitious venture capital funds established