




## Giedrius Kolesnikovas

### Partner

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Head of Corporate and M&A

### Experience

Giedrius has been leading Motieka & Audzevičius's Corporate and M&A team since 2012. His practice concentrates on mergers and acquisitions in high-profile matters, including cross-border transactions and related competition issues, shareholder conflicts, and corporate structuring. He is a key point of contact for legal advice on complex deals in Lithuania and other CEE markets.

Giedrius specialises in the aviation, energy, financial services & fintech, entertainment and technology, and media & telecommunications industries.

His client base consists of domestic and international companies ranging from innovative tech-driven entrepreneurs such as Brolis Semiconductors, Finbee, Mobile Financial Solutions, and Tamo, to large international corporations, like the Avia Solutions Group, Grupa LOTOS S.A, and the

Vienna Insurance Group.

Giedrius is ranked highly by the independent Chambers & Partners and Legal 500 legal directories.

He started his career as a paralegal at Lawin and practiced with the Jurevičius, Balčiūnas & Partners law firm before joining Motieka & Audzevičius in 2002.

Working languages: English, Russian, Lithuanian

## **Education and Memberships**

EMBA-Global Asia – Columbia Business School, London Business School, The University of Hong Kong

Duke University, LL.M. (Fulbright Alumnus)

King's College London, Postgraduate diploma in EU Competition Law

IALS, University of London, M.A. in Taxation

Riga Graduate School of Law, LL.M.

Vilnius University, LL.M.

### **Member of:**

International Bar Association

Lithuanian Bar Association

## **Practice highlights**

### **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
- Solar SaaS leader PVcase acquires Anderson Optimization, streamlining solar project design
- Represented the client on acquisition of shares in Vilniaus Prekyba group

### **2022**

- Advised Žabolis Partners on its strategic acquisition in the digital education industry
- Advised founder and minority shareholder of Ecso on successful exit

- 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
- Marius Jakulis Jason controlled AAA Capital has received merger clearance to acquire Medicinos bankas
- Represented the client on acquisition of shares in Vilniaus Prekyba group of companies
- Linas Agro Group has completed acquisition of feed materials and additives trading company

## **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
- Hostinger attracts investors from Germany and aims for expansion
- Acquisition of the largest funeral home in Lithuania and related ritual services company
- Advised first ever Lithuanian start-up selected by Silicon Valley accelerator Y Combinator

## **2020**

- Advised gaming platform Eneba on Series A investment
- Represented the client in obtaining the authorisation of the Competition Council on acquisition of entertainment business
- 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**

- The biggest seed investment in Lithuanian history
- Exit from investment into joint venture
- Acquisition of full control of real estate entity
- Prominent investment by private equity fund

## **2018**

- Assisted in the sale of IT startup Helis to Tesonet
- Major merger of prominent pan-Baltic communications' groups with HAVAS
- Assisted in acquisition of financial brokerage firm
- Acquisition of leading SEO and digital marketing agency
- Acquisition of leading digital marketing agency
- Assisted in the transfer of shares of company developing real estate in Latvia
- Assisted in the buyout of one of shareholders from high-tech company group
- Kesko Senukai acquires pan-Baltic e-commerce business
- Led the sale of logistics company
- Establishment of a management company
- Joint venture in funeral services industry
- Joint venture in consumer lending company
- Advised on the acquisition of e-commerce business in the Baltics
- Assisted in the acquisition of shares in three companies
- Advised a client on cross-border swap of shares
- Assisted in the acquisition of the Lithuanian news agency ELTA
- Advised the client in M&A transaction in unconventional industry
- Assisted in the incorporation of an investment fund
- Advised on the acquisition of shares of UAB ILSANTA
- Advised a company engaged in wholesale of fruits and vegetables

- Assisted with the acquisition of Seesam Insurance
- Advised Grupa LOTOS S.A. on the sale of shares

## **2017**

- Joint venture of companies' group engaged in communication activity
- Creation of Pan-Baltic media services holding

## **2015**

- Incorporation of the non-life insurance company
- A side-step cross-border merger of Lithuanian entertainment business leaders
- Advised on a sale of a wholesale medical company

## **2014**

- Gazprom sells its stakes in Lithuanian gas companies
- Acquisition of greenfield wind park