Rokas Jankus

Partner

✉ rokas.jankus@motieka.com

📞 +37052000777

An expert in M&A, venture capital and private equity, focuses on the technology, renewable energy, e-commerce, and aviation sectors

Experience

Rokas specializes in advising emerging companies and investors, and he has more than ten years of experience in representing both public and private enterprises in areas such as venture capital financings, mergers and acquisitions, private equity, joint ventures, and shareholder disputes.

Leading legal research companies Chambers and Legal 500 have recognised Rokas as a Rising Star and a Next Generation Partner, respectively, and M&A analytics company Mergermarket has identified him as one of the most active lawyers in the Baltics. He has worked on multiple transactions that were shortlisted for Deal of the Year in Lithuania by CEE Legal Matters.

Rokas has a passion for the technology companies and entities responsible for creating an advanced, sustainable, and exciting future. Rokas led the largest-ever Lithuanian-technology company exit – the sale of MailerLite to Polish public entity Vercom – and he helped ed-tech company Turing College obtain the first-ever investment into a Lithuanian start-up by prestigious American technology accelerator Y Combinator. He assisted laser-technology company Brolis Semiconductors on multiple matters related to its creation of semiconductor-based breakthrough technologies in the defence and medical sectors, and he participated in the financing and buy-out rounds of web-hosting company Hostinger that were led by Tesonet and Brainweb, the receipt of funds by gaming marketplace Eneba from InReach Ventures, Satalia's acquisition of Data Dog, electric-vehicles start-up In Balance Grid's private and public funding rounds, and the fundraising efforts of Leafood (one of the largest vertical farms in Europe), among many other matters.

He is well-respected by the largest local players in the market. Rokas was the lead lawyer in the acquisition of the remaining shares of Vilniaus Prekyba (the largest enterprise in Lithuania) by the majority shareholder Bertona Holdings Limited, in the process ending several long-standing disputes (in a transaction which involved, in part, the largest-ever damages award ordered against a natural person in Lithuania) In addition, Rokas played a key role in the merger of the Linas Agro Group and Kauno Grūdai – the two largest Lithuanian agricultural groups. Finally, he led the acquisition of e-commerce platform 1A by Kesko Senukai Digital, which resulted in a significant expansion of Kesko Senukai Digital's e-commerce business in the Baltic States.

Finally, Rokas has become the go-to lawyer for many private equity funds. He led the legal team on behalf of private equity fund Žabolis and Partners in their acquisition of education company Šviesa, advised Orion Private Equity Fund on its investments in multiple enterprises, and represented IAM Petcare Growth Fund and BaltCap Growth Fund – the largest pan-Baltic private equity fund – in their joint investment into the veterinary clinics business.

Working languages: English, Lithuanian

Education and Memberships

Northwestern Pritzker School of Law (Chicago), Executive LL.M. (expected 2024)
IE Business School (Madrid), Certificate in Business Administration (expected 2024)
King's College London, Postgraduate Diploma in European Union Law
Vilnius University, Master of Laws

Member of:
Lithuanian Bar Association
Member of Disciplinary Committee at Lithuanian Basketball League (2016-2019)
Public Advisor at the Parliament of the Republic of Lithuania (2013-2015)

Practice highlights

2024

- 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

- Sale of shares in e-commerce company trading jewellery, crystals and other beauty products

- Solar SaaS leader PVcase acquires Anderson Optimization, streamlining solar project design

- Represented the Netherlands-based investment group on the sale of shares of an e-money institution

- Advised Vet Ventures Europe on its strategic investment into the oldest veterinary clinic in Vilnius

- Represented the client on acquisition of shares in Vilniaus Prekyba group

- Successful cooperation with rising star of EV charging solutions – Inbalance Grid

- Finnish Titanium Fund buys Avia Solutions Group's office building

- In Balance Grid has formed a joint venture with Baltic private multi-asset alternative investment firm

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

- Represented a real estate company in the transaction selling shopping center located in Vilnius

- 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

- Represented a rising star in EV charging solutions market in receiving a second round investment
- Advised Edtech startup in securing investment from VC funds and Silicon Valley angels
- Major transaction: Linas Agro Group acquired the agriculture giant Kauno grūdai
- Linas Agro Group receives competition clearance for acquiring the agriculture giant Kauno grūdai
- Management buy-out of technology company
- 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
- Advised on acquisition of prominent entertainment companies and arenas
- Advised start-up active in digital education field on investment
- Advised smart energy startup in securing investment
- 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
- Prominent investment by private equity fund
- Assisted in a strategic acquisition by YNOT Media

- Two ambitious venture capital funds established

- Assisted in acquisition of Data Dog

2018

- Advised in the acquisition of shares of a globally active high-tech company group

- 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 buyout of one of shareholders from high-tech company group

- Kesko Senukai acquires pan-Baltic e-commerce business

- 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

- Assisted in the acquisition of the Lithuanian news agency ELTA

- Advised the client in M&A transaction in unconventional industry

- 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