



## **Sigita Zavišienė**

### **Senior Associate**

✉ [sigita.zavisiene@motieka.com](mailto:sigita.zavisiene@motieka.com)

☎ +37052000777

Head of Financial Services and Compliance practice group

### **Experience**

Sigita Zavišienė leads the Financial Services, Compliance & AML teams. Her achievements and competencies in the field of Fintech and financial services regulation have been recognized by international legal directories Chambers and Partners and Legal 500 (2023).

Sigita Zavišienė has more than 12 years of experience in the financial services sector (including credit and payments, financial instruments markets, and consumer credit, P2P and crowdfunding, investment services). She advises clients and financial market players on regulatory and compliance issues. Sigita helps clients obtain relevant licenses for provision of the financial services, as well as advising them on the establishment of management and investment companies and funds. She also advises later-stage clients on their business model compliance.

In recent years, she has advised more than 30 start-ups in the financial services sector, assisting companies from countries such as Germany, Israel, Georgia, and the United States, among many others. Her clients have included such fintech companies as Kreditech, CommonSign, Finansų Bitė, and Forbis, as well as AB Fjordbank, management companies I Asset Management and Žabolis and Partners Capital and the 70 Ventures venture-capital fund.

Sigita's experience also includes assisting other business sectors with general compliance, anti-money-laundering, and counter-terrorist-financing matters (AML) to entities in other sectors, such as Newsec Advisers LT, the largest real estate brokerage company in the Baltics. Sigita is a certified money laundering and AML specialist (ACAMS certificate). She has also successfully managed exceptional and complex projects: the establishment of one of the few insurance companies in Lithuania (Viena Insurance Group), a venture capital fund financed with EU funds (EUR 6 million), structuring, setting up and obtaining the necessary permits (70 Ventures). Sigita has experience in advising financial intermediaries on applications under INVEGA and EIF calls, as well as representing clients in obtaining financing from the European Bank for Reconstruction and Development (EBRD) and other institutional investors. Sigita obtained the Diploma in Governance, Risk and Compliance issued by the International Compliance Association.

Sigita is a highly skilled expert in financial law, and she is dedicated to constantly improving her qualifications in financial services regulation. In addition to her legal education in Lithuania and internships in Belgium and the United Kingdom, she also holds a Master's degree in Financial Law from Queen Mary University in London and attended the Fintech programme at Oxford Said Business School.

She contributes her accumulated knowledge and experience to the development of the Lithuanian fintech ecosystem by lecturing on Fintech Development and Regulation at VilniusTech University and representing Motieka & Audzevičius in the Fintech Association. In addition, she is an active participant in public discussions with the Bank of Lithuania, where she suggests ways to improve the legal environment, and she is an in-demand speaker at various industry conferences.

Sigita was a member of the Motieka & Audzevičius team from 2012 to 2016 and re-joined the firm in 2017.

Working languages: English, Lithuanian

## **Education and Memberships**

ACAMS, Certified anti-money laundering specialist  
ICA, Diploma in Governance, Risk and Compliance  
Oxford Fintech Programme

Queen Mary University of London, LL.M. in Banking and Finance Law

Vilnius University, LL.M.

Ghent University, Exchange studies

**Member of:**

Lithuanian Bar Association

**Practice highlights**

**2023**

- Consulted the management company on international sanctions implementation and AML compliance matters
- Consulted the licensed management company on AML compliance matters
- Advised management company holding AIMFD licence on compliance matters
- Successfully represented fintech company in 2 million EUR damage litigation
- Conducted the external AML audit for e-money institution Elektroninių Pinigų Bitė

**2022**

- Represented the client on acquisition clearance of the Lithuanian commercial bank in the European Central Bank

**2021**

- Advised Brolis Sensor Technology on getting financial backing from EIB and private equity investors
- “Elektroninių pinigų bitė” obtained an electronic money institution license

**2020**

- Created AML/CTF process for real estate company Newsec Advisers LT
- Assisted FINBEE to sign an agreement with INVEGA
- Advised Nandi Finance on obtaining an EMI licence

- Represented MyFitness on cross-border acquisition of Gym Plius

## **2019**

- 8th brokerage firm license in Lithuania
- Completion of the overall structure of the investment funds
- Assisted in a strategic acquisition by YNOT Media
- Successful establishment of the investment company
- Two ambitious venture capital funds established
- E-money institution licence for Lithuanian entrepreneurs

## **2018**

- Assisted in acquisition of financial brokerage firm
- Incorporation of an investment fund
- Establishment of a management company
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- Assisted with the acquisition of Seesam Insurance
- Advised Grupa LOTOS S.A. on the sale of shares

## **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