

Daniel Cousens

Present Position: Partner

Office: Warsaw

Nationality: British

Date of Birth: 6 December 1971

Profession: Solicitor of the Supreme Court of England and Wales

Languages: English, Russian, French, Polish



Practice Area: Corporate/M&A

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Experience:

Daniel is a an English-qualified M&A partner focusing on Turkey, Poland, Ukraine and the wider CEE/CIS region. He advises strategic investors and private equity sponsors on transactions across the region.

“Warsaw-based Daniel Cousens has an extensive track record in cross-border instructions in Poland and the CEE region, particularly in Ukraine and the Baltic countries. He is also active on transactions involving Turkey.” **Chambers Global 2016, Poland: Corporate/M&A**

“Warsaw-based Daniel Cousens is a UK-qualified M&A lawyer who focuses on transactions in the CEE region and Turkey. *“He had a good understanding of the commercial aspects of the transaction and really went beyond just the pure legal advice when looking for solutions,”* reports a client.” **Chambers Global 2015, Poland: Corporate/M&A**

“Daniel Cousens is a well-known figure in Turkish corporate and M&A matters, acting on several large-scale transactions lately from Linklaters' Warsaw office.” **Chambers Global 2015, Turkey: Corporate/M&A**

Daniel's experience includes advising:

Consumer industries/technology

- Qatar-based beIN Media Group on the acquisition of Turkey's biggest satellite network and pay-TV provider Digitürk;
- Yildiz Holding on the reported \$3.2bln+ acquisition of United Biscuits – Turkey's largest outbound acquisition;
- Ukrainian agricultural/consumer goods group Creative on a proposed IPO on the Warsaw

Stock Exchange;

- Salford Capital Partners on the proposed sale of Balkan dairy, foods and mineral water producers Imlek, Mlekara Subotica, Bambi and Knjaz Milos;
- EMEA retail franchise operator, Alshaya, in relation to a number of regional projects;
- Diageo plc. on the acquisition of a 75 per cent. stake in the Smirnov vodka brand and an associated distribution joint venture with Russia's Alfa Group and the subsequent purchase of Alfa's interest;
- Ukrainian spirits group SV on the proposed sale of its brandy business, Koktebel;
- Polish retail group Empik Media & Fashion on its acquisitions of Bukva and Maratex in Ukraine, Russia and Kazakhstan;
- Turkish group Paşabahçe in relation to their international distribution arrangements;
- Stanleybet International on its acquisition of Polish sports betting group Star-Typ Sport;
- Alfa Group on their group reorganisation of telecoms assets to form the Altimo holding company and a number of other core shareholder projects;
- Altimo on potential acquisitions in the region;
- Yum! Brands on its Rostik's-KFC acquisition and joint venture in Russia;

Banking, insurance and financial institutions

- UniCredit Group on its sale of UkrSotsBank to ABH Holdings, the Alfa group holding company for banking activities in the CIS;
- Fiba Holding A.S. on shareholders' arrangements with EBRD, and IFC and Abraaj;
- Borsa İstanbul the sale of a 10% stake to EBRD;
- Borsa Istanbul on its strategic partnership with NASDAQ OMX Group incorporating a sale of shares and provision of technology;
- PZU SA in relation to the acquisition by Alior of Bank BPH;
- PZU SA on the sale of its Lithuanian subsidiary PZU Lietuva to Gjensidige Forsikring ASA;
- PZU SA on its acquisition of the Lithuanian, Latvia, Estonian and Polish subsidiaries of RSA Insurance Group Plc;
- Latvian Privatisation Agency on the sale of a 75% stake in Latvian bank Citadele banka to a group of investors led by US private equity fund Ripplewood Holdings;
- Santander Group in relation to Santander Consumer Bank Poland;
- EBRD, IFC and other selling shareholders on the sale of Belorussian bank BBSB to Getin Holding;
- Allied Irish Banks p.l.c. on the €3.1bn disposal of BZ WBK, the fourth largest bank in Poland;
- A Ukrainian group on the proposed sale of their life and non-life insurance business;
- A regional banking group on proposed bank acquisitions in Poland;
- on the sale of Russian Absolut Bank to KBC;
- Intesa Sanpaulo on their acquisition of KMB Bank in Russia;

- AXA on their acquisition of Romanian/Hungarian bank Ella Bank;

Private equity

- Oaktree portfolio company, Stock Spirits Group on their bid for Ukrainian vodka producer Nemiroff;
- Mid Europa Partners on management plan arrangements as part of their acquisition of Polish healthcare provider Luxmed and associated businesses;
- CVCI on their joint US\$1bn+ bid with Dogan Group for the assets of Turkish cigarette producer Tekel;
- a private equity bidder for Polish retail group Hortex;
- a US private equity sponsor on its bid for Ukrainian cable TV company Volia;

Real estate

- Ukrainian group DCH on its acquisition of a 30% stake in XXI Century, Ukrainian AIM-listed real estate group and associated restructuring and joint venture arrangements;
- Czech group ECM on a real estate joint venture in Beijing;
- A middle east investor on the acquisition of a multi-function real-estate site in Montenegro;
- Bouygues Bâtiment International on the acquisition of Polish construction firm Karmar S.A.;
- Hines on multi-use real estate projects in Russia;

Industrials

- Turkish DowAksa carbon fiber joint venture on composite joint ventures with Rusnano and Holding Company Composite in Russia;
- UTC (Pratt & Whitney) on a Polish transaction;
- Turkish group Aksa on elements of their carbon-fiber joint venture with The Dow Chemicals Company;
- Turkish group Eczacıbaşı on a proposed acquisition in the EMEA region;
- O.A.Mkrchan and S.A.Taruta, shareholders of Ukrainian/CEE steel producer Industrial Union Donbass on a number of transformative M&A projects culminating in the sale of a majority interest to three Russian purchasers and the separate purchase of the third shareholder's 33 per cent. interest in ISD – one of Ukraine's largest M&A transactions;
- Ukrainian group DCH on the sale of leading Ukrainian chemicals producer Cherkassy Azot to DF Group;
- Legacy MDM group shareholder Linebrook on the TMK Steel joint venture;
- Strikeforce on their proposed acquisition of Serbian copper producer RTB Bor;
- CMI (Cockerill Maintenance & Ingénierie) on the acquisition of Stalproekt (Russia);
- EuroChem on the acquisition of Lithuanian chemicals producer Lifosa AB;
- Troika Dialog on the placement of shares in Russian tyre producer Amtel;

Energy, Resources and Infrastructure

- Inter RAO on the sale of their Armenian electricity generation and distribution businesses to

the Tashir Group;

- Inter RAO (Russia) on their acquisition of the Trakya power plant in Turkey;
- Total S.A. on their €4bln+ acquisition of 12% of OAO Novatek and further subsequent share acquisitions and on elements of Total's Yamal LNG project with Novatek;
- a CEE wind power developer on the proposed sale of the wind farm in Poland (fully permitted but not yet constructed);
- ESN on their joint venture with ENEL to operate the Russian North-West power plant;
- Rio Tinto on the joint venture with Norilsk Nickel;
- Gazprom on the acquisition of Sibneft oil company - value \$13bn;
- Ukrainian group DCH in relation to Ukrainian energy assets;
- BP (working as part of a team) on the TNK-BP joint venture - Russia's largest foreign investment at the time - responsible for co-ordinating the due diligence exercise in Russia.

Professional experience

2013 – present Partner, Linklaters Warsaw

2006 - 2013 Managing Associate, Counsel, Linklaters Warsaw

2002 - 2006 Associate, Linklaters Moscow

Education:

1992 - 1995: University College London and Université d'Aix - Marseille III, LL.B in English Law and French Law