



DZP established the Spanish Desk with the aim of providing specialized legal advice to Spanish-speaking investors doing business in Poland. At the moment, the team comprises ten people and is headed by Katarzyna Kuźma, partner at DZP.

Since its establishment in 2006, the Spanish Desk of DZP has been involved in a significant number of projects for almost 200 of the Spanish entities present, directly or indirectly, in the Polish market.

Spanish companies remain very active in Poland. While some withdrew from the country following the outbreak of the global economic crisis, many others have stayed and continue to do business in Poland, Kuźma said.



Jose Luis Villacampa Varea, senior associate at DZP & Katarzyna Kuźma, partner at DZP. Image: DZP

Before the crisis, Spanish developers had been among the key players in the Polish real estate market. Nowadays, Spanish companies in Poland are particularly active in the infrastructure and energy sectors, she added.

According to Kuźma, the Spanish companies which are doing business in Poland are these days much better organized and involved in more interesting and better thought-out projects than before the crisis.

Spanish investors, like all the other foreign investors active in the Polish market, are faced with the same legal and administrative problems as Polish investors. Additionally, they often have to cope with problems which are specific for them.

These result from differences in the legal systems and business culture in Poland and Spain. "Spanish investors sometimes joke that in Poland the employment of good lawyers is much more important than the employment of good engineers," Kuźma said.

She added that Spanish companies in Poland often seek assistance with their participation in tender procedures and then with the conclusion of public contracts (not only with regards to infrastructure projects). They also ask about tax issues, as well as assistance with M&A transactions or litigation cases.

Jose Luis Villacampa Varea, a senior associate at DZP, said that Spanish investors also complain about the bureaucracy in Poland. In Spain, many issues are dealt with in a less formal way than in Poland, he said.

by Adam Zdrodowski

---

## FROM OUR PARTNERS

# DZP law firm distinguished in prestigious global ranking

The Spanish Desk of the Domański Zakrzewski Palinka (DZP) law firm has recently been distinguished in the Corporate/M&A – Foreign Desks category of the prestigious Chambers Global: The World's Leading Lawyers for Business 2014 ranking.