



Company:  
Pappas & Associates sprl sc  
Name: Spyros A. Pappas  
Email: pappas@pappaslaw.eu  
Web: www.pappaslaw.eu  
Address: Stevin 49/51,  
Brussels 1000, Belgium  
Phone: +32 2 2315704

# Honesty, Quality, Credibility and Modesty

Pappas & Associates is a law firm located in Brussels and specialised in European Law. This law firm recently enjoyed the recognitions received from the Best European Law Firm – Belgium and the Excellence Award for Internal Market Law. We were lucky to speak with the firm's founder Spyros A. Pappas, who reveals more the firm's role as a privileged defender and adviser.

**I**ts 'legal diversity' is based on its particular structure bringing together lawyers and regulatory experts from many Member States, as well as on its European network. Be it litigation, arbitration or policy advice in the field of European policies, namely in the fields of competition (anti-trust, mergers, state aids), internal market, health and consumer protection, Pappas and Associates is a privileged defender and adviser.

The firm was founded in 2004 by Spyros Pappas, who reverted to private legal practice in 2001 after several years of service as Director-General in the European Commission, where he held the portfolios of Consumer Policy, Information, Communication, Culture and Audio-visual Policy and finally Education and Culture. Prior to this he was a Professor of Law and Director General at the European Institute for Public Administration (EIPA-Maastricht) and a Judge at the Supreme Administrative Court of Greece (Conseil d'Etat).



## **First of all, how does it feel to have been given this award and to what do you most owe this success?**

It gives a feeling of satisfaction and pride. As for the award, I take that it is owed to credible and honest advice, expertise in European Law and quality of work. Successful cases before the European Commission and the Court of Justice of the EU are just a tangible proof of consistency.

## **What areas have you focused on and what challenges have you overcome to be given this prestigious award?**

Competition law, namely in the State aids field, likewise in the fields of public procurement, media, environment and energy policy. Through the cases we have dealt with we contributed to the definition of the procedural steps in state aid investigations by the Commission, the meaning of conflict of interest in public tenders, the freedom of broadcasters to form their programmes, the access to documents when it comes to emissions into the environment and the opening of the electricity markets.

## **Can you provide an overview of your company, your clients and the services you offer?**

We are a Boutique Law firm with a dozen of lawyers coming from various Member States, two of whom originate from the Supreme Administrative Court and the European Commission coupled with one expert from the agrochemical sector to tackle legal cases involving chemical substances. We offer policy advice and legal defence before the Commission and the European Courts. Some of the clients are multinationals and most of them SMEs.

## **Please tell us more about your approach towards client service. What do you see as the most relevant and vital areas to focus on when it comes to providing the best possible service?**

If it is about policy advice, the systemic analysis of the case and the structure of an action plan the



philosophy of which consists of doing the minimum necessary, this being the right think the right time to the right person and adjust its action regularly taking into account the evolution of the case. If it comes to litigation, objective analysis of the case aiming at defining its chances of success in order to advise accordingly the client; should a case be brought before the CJEU, absolute legal discipline is applied.

**Tell us about the legal profession currently. What have been the biggest and most significant developments and what challenges do businesses such as yours face?**

Globalisation led to the reinforcement of the big law firms and concentration of important cases. However, this implies a rather impersonal treatment of clients and diffusion of accountability. During the economic crisis, clients are concerned about getting a more personal and responsible treatment while examining more thoroughly their costs. A small legal firm that is up to take over cases of this type has the chance of becoming in this environment more competitive.

**What sets your firm apart from your competitors and peers and how do you use this differentiation to your advantage?**

Honesty, quality, credibility and modesty. We let reputation work for us.

**What is the most rewarding aspect of working in the legal profession?**

Contributing to the right policy formulation and, in particular, to the creation of new case law while defending the interests of the client. The client's satisfaction is invaluable rewarding.

**Looking at the wider legal market, what developments do you foresee and how will you adapt around these?**

More complex cases are expected to be generated (everything is under review in the EU) and further competition among law firms. Looking after the interests of our clients the same way while faithfully anticipating internal to the EU and other geopolitical developments seem to us to be the right way ahead.

