

LEGAL MANAGEMENT



Marija Gregoric

Co-managing partner and one of the founders of Babić & Partners, currently also serves as the chair of firm's employment practice and co-chair of corporate and M&A practice. She has over 25 years' experience in advising multinational corporations on various cross-border transactions and restructuring projects, including on some of the ground-breaking deals in Croatia's modern history. Marija has advised clients and closed transactions for companies around the world in a wide variety of industries, including automotive, consumer goods & retail, energy & resources, pharmaceutical, private equity, technology & telecommunications. She frequently speaks at seminars and conferences for attorneys and provides in-house trainings. She regularly contributes articles to expert legal magazines and publications on the topics of employment law, corporate law and data privacy. Marija is consistently recommended by both The Legal 500 and Chambers and Partners.



Iva Basaric

Co-managing partner at Babić & Partners and chairs over the firm's competition practice and the finance practice. She holds an LL.M. degree in international transactions from University of San Francisco and a postgraduate degree in EU competition law from King's College in London. Her practice focuses on M&A, private equity and corporate law matters, financing transactions and antitrust and competition matters. She is experienced in advising clients from various sectors, including consumer goods & retail, defense, energy & resources, financial services, hotel & leisure, life sciences, real estate, technology & telecommunications, and has led several internal compliance training programs for the clients. Iva has authored a number of articles for a variety of external legal publications, and is also a frequent speaker and guest panelist at conferences on competition, corporate law and real estate issues, including speaker engagements at the International Bar Association's conferences. She is ranked by both The Legal 500 and Chambers and Partners.

Impact and Leadership in Croatia's Legal Market

Babić & Partners has consistently been recognized as one of the leading law firms in Croatia. What key factors do you attribute to maintaining this leadership position in such a competitive market? How has the firm influenced the evolution of the legal landscape in the country?

Our success comes down to a strong focus on delivering high-quality work, truly understanding our clients' industries and goals, and always putting their needs first. Over the past 30 years, we have been proud to play a role in shaping Croatia's legal system by setting high standards, introducing new ideas, and helping develop the next generation of lawyers. What really sets us apart is our ability to specialize while also working across different fields to find well-rounded solutions. Being part of key cases over the years has strengthened our reputation as a firm that the clients can trust for reliable and practical advice. We see it as our responsibility to not just follow the legal landscape but to help shape it in a way that benefits both our clients and the wider community.

Addressing Global and Local Challenges

With Croatia's legal environment increasingly shaped by global trends such as digitalization and sustainability, how does Babić & Partners tackle these challenges? What initiatives have you implemented to stay ahead and deliver innovative solutions to your clients?

We see digitalization and sustainability not just as challenges, but as opportunities to grow and stay ahead of the curve. On the digital side, we have embraced technology to make our work more efficient and collaborative, helping us deliver better results for our clients. We also make sure to offer advice on key areas like data protection and compliance, which are becoming increasingly important every day.

Sustainability is also something we are passionate about, not just in helping clients shape their ESG strategies but also in the way we operate as a firm. By staying closely connected to global trends through our interdisciplinary approach and cooperation with international law firms, we are able to craft creative and practical solutions for our clients that help them to meet both the challenges and opportunities of this evolving landscape with confidence.

Commitment to Excellence and International Recognition

Your rankings in directories like The Legal 500 and Chambers Europe reflect a steadfast commitment to excellence. What internal strategies or corporate values enable Babić & Partners to excel both locally and internationally?





We believe our success is built on the values of integrity, teamwork, and always striving to be innovative. Being a boutique firm allows us to focus closely on our clients' needs and offer them personalized service. At the same time, we work together across different areas of law to provide comprehensive solutions. We also maintain strong relationships with top international law firms, which helps us stay ahead of legal trends, whilst remaining connected to the nuances of the local market. This combination of local expertise and international connections allows us to offer high-quality advice, no matter the complexity of the issue. By always putting our clients' needs at the heart of what we do, we consistently meet and often exceed their expectations.

Looking Ahead: Innovation and Growth

With over three decades of history, what is Babić & Partners' long-term vision for the future of law in Croatia? How does the firm plan to continue leading change in the legal sector while honoring the legacy of its founder, Boris Babić?

Looking ahead, we see the future of law in Croatia as an exciting opportunity to create a more modern and adaptable legal system. As a smaller country within the EU, Croatia has the chance to move quickly in adopting new legal practices and aligning more closely with European standards. While the country faces some challenges, especially in areas like practical implementation of EU laws and ensuring transparency and efficiency of legal system, these challenges also provide for an opportunity to make real improvements.

In this context, we believe the future of law in Croatia will be shaped by embracing technology,

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improving efficiency, and making legal processes more accessible and transparent. Our role in this process is to be part of the transformation - helping to create better laws, supporting our clients through the changes, and mentoring the next generation of lawyers. We are committed to driving positive change and helping Croatia's legal sector become more dynamic, resilient, and aligned with the needs of the modern world.

