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Apostolos Gkoutzinis is a market-leading international capital markets and finance lawyer and a partner in the firm's European Leveraged Finance/Capital Markets group in London.

Ranked as a top tier practitioner by Chambers & Partners and Legal 500 UK, he is one of the most widely respected advisers in his field globally. Focusing on US securities laws and international debt and equity offerings, he covers an exceptionally broad practice across international corporate, capital markets and finance transactions. His experience includes advising on IPOs, international rights offerings and other equity offerings, high-yield and investment-grade bond offerings and private placements, large acquisition financings, tender offers and other liability management exercises, M&A transactions, NPL portfolio sales, restructurings, recapitalizations and privatizations.

In addition to advising on a spectrum of headline transactions globally, Apostolos is one of the most prominent international lawyers in relation to Greece and leads one of the strongest Greek practices available in the market. His track record on post-financial crisis Greek deals is unsurpassed, providing strategic legal advice to most of the major financial and strategic investors in Greece and most of the major banks and listed companies of the country. As well as advising private companies and foreign investors on matters involving private and public capital, restructurings and refinancings, since 2005, Apostolos has also represented the issuers or the underwriters in most of the international and cross-border equity and debt offerings by Greek issuers.

Showcasing the versatility of his practice, his most recent extensive experience includes:

Private Equity and Corporate High-Yield Bond Offerings

Since 2005, Apostolos has advised the banks or the issuers on some of the largest leveraged finance and high-yield bond transactions in Europe, sponsored or led by institutions such as Advent, Apax, Bain Capital, BC Partners, Brookfield, Bridgepoint, Carlyle, CVC, Cerberus, EQT Partners, GoldenTree, Goldman Sachs Merchant Banking, Invest Industrial, HPS, KKR, Lonestar, Lion Capital, Onex, Pamplona, Partners Group, PSP, PAI, Permira, PIMCO, Softbank and the Vision Fund, Salt, Eircom, Jaguar Land Rover, Ardagh Packaging, Liberty Global, Ziggo, Jacobs, KKCG/Sazka, NJJ, Nokia, Victoria plc, Globalworth, Vivion Investments, Energean Oil and Gas, and dozens of other high-yield bond issuers across Europe, Middle East and Africa.

Bond restructurings and liability management transactions (exchange offers and/or tender offers and bond buybacks) including for Frigoglass SA, Piraeus Bank Bond LME, Eurobank LME, The Royal Bank of Scotland Group, Petroleum Geo-Services, CMA/CGM, Manutencoop, Autodistribution, Swissport, First Quantum Minerals, Abengoa, RWW/Innogy, GTECH/IGT,

EngieGDF Suez, Ziggo, Invitel/Hungarian Telecom, Care UK, HEMA, Intralot, Motor Oil, HTM-Sport GmbH (Head), IT Holding, AES Corporation, Ageas, Agrium Inc., HSBC Holdings plc.

Investment Grade Bonds (SEC-registered, and 144A/Regulation S, stand-alone, programs, or commercial paper) including offerings by Heineken, The Royal Bank of Scotland Group, Qimonda AG, E.ON AG, Engie-GDF Suez, Schneider Electric, Landesbank Baden-Wuerttemberg, AngloGold Ashanti, ArcelorMittal, Anglo American plc, Central American Bank for Economic Integration, U.S. Bank Corporation, CBS Corporation, Banco Internacional del Peru, Ageas, Key Corporation, American Tower Corporation.

Board representations and other senior corporate advisory work and compliance with U.S. securities laws on a number of strategic transactions and disclosure issues, including for Piraeus Bank SA, Eurobank Ergasias SA, Attica Bank, National Bank of Greece SA, Frigoglass, PPC S.A., Jaguar Land Rover, Daimler AG, E.ON AG, BG Group plc, ArcelorMittal SA, Interoute plc, Ardagh Packaging, Partner Communications SA, Turckcell, Exapsa Software Inc., Topaz Energy and Marine, Pharmathern S.A., Intralot SA, Titan Cement, NBG Pangea Real Estate, Aegean Airlines, Anglo-Gold Ashanti, BG Group plc, Corus Group Limited/Tata Steel Limited, Deere & Company, Foster & Partners, AES Corporation, Alstria Office REIT, AXA Group, North Sea Partners, Reiffeisen Bank, Bakkavor Group, Interactive Data Corporation, Allianz Capital Partners, Fisker Automotive Inc., Norsk Hydro.

Greek-related transactions including Athens International Airport bond loan financing, PPC joint venture that will construct and operate a new submarine cable system and ancillary terrestrial infrastructure and network linking Europe with Asia, the recapitalization of Piraeus Bank, Eurobank and Attica Bank, multiple restructurings of non-performing loan portfolios and asset securitizations (including for Piraeus Bank, Eurobank, Alpha Bank, Attica Bank), substantially all of the country's international IPOs and high-yield bond offerings since 2005, the exchange offer between the Greek banks and the European Stability Mechanism following the Eurogroup's short-term measures for debt relief for Greece, the country's systemic banks as bondholders in the PSI, the largest sovereign debt restructuring in global financial history, and multiple private and public investments in Greek companies, debt restructurings, private and public investments in private and/or listed companies. For a comprehensive review of the Greek practice of Milbank, please visit our dedicated Greek webpage.

Recognition & Accomplishments

Awards & Accolades

Apostolos has won many awards for his legal work and is recognized as a leading individual in international capital markets by all of the major leading directories, including Who is Who Legal, Chambers Global, Chambers Europe, Chambers UK, Legal 500, IFLR, Client Choice, and others.

Apostolos is ranked in Band 1 for Capital Markets: High-Yield Products by Chambers UK and Hall of Fame by Legal 500.

"Apostolos is the best bond lawyer in the market, without any doubt." (Chambers 2023)

"Apostolos is one of the best-known names in the European high-yield market for good reason: his unparalleled technical knowledge and unwavering commitment to client service." (Chambers 2023)

‘What makes the practice is unique, in my view, is the leadership of Apostolos Gkoutzinis. He has done an excellent job assembling a group of hard working, commercial and pragmatic lawyers who work well as a team with opposing counsel.’ (Legal 500 2023)

“The biggest strength of the Milbank high-yield practice, as far as I am concerned, is its senior partner Apostolos Gkoutzinis. There is no team that compares with his support and partnership on the street.” (Legal 500 2021)

Apostolos Gkoutzinis has a stellar reputation as one of the leading high-yield practitioners in London. He has a great deal of experience across a range of deal types and is well known for his expertise in the Greek market.

‘Apostolos Gkoutzinis is the guru of the high yield market. There is no other HY partner in London with greater and deeper connections inside the Greek market. He is super-commercial, knows how to identify clients’ needs early on and address them smoothly and efficiently.’ (Legal 500 2023)

"He is one of the grands seigneurs of the European leveraged finance scene." "He has an exceptional work ethic." "He is exceptionally creative on bond transactions." (Chambers UK 2021)

Apostolos has been named in The Lawyers Top 100 for 2019 and in 2015, he was named as one of the “40 Rising Stars in the legal profession under 40” by Financial News.

Publications and Public Speaking

He has published numerous books and articles on matters of international capital markets regulation and his latest book on Liability Management in Capital Markets Transactions is published by the University of Cambridge.

Apostolos is a visiting professor of International Capital Markets Regulation at the International Hellenic University, a visiting lecturer of International Capital Markets Law, Institute of Advanced Legal Studies, and a visiting lecturer at the Centre for Commercial Law Studies, Queen Mary, at the University of London.

He is a frequent commentator on matters relating to Greece, Europe and the financial markets on the Wall Street Journal, the New York Times, Bloomberg, Reuters and other leading international publications.

Other responsibilities and memberships

Apostolos is a non-executive member of the Governing Council of Hellenic Exchanges, the holding company and governing body of the Athens Stock Exchange, various derivatives exchanges, electronic trading platforms and clearing houses operating under the auspices of the Athens Stock Exchange.

He is a member of the Executive Committee of the Hellenic Law Association and speaks Greek, French and English.

ADDITIONAL DETAILS

EDUCATION

Harvard Law School, LL.M.

University of London, Ph.D.

ADMISSIONS

England and Wales

New York

Greece