

# BLC Founding Partner

## ALEXANDER BOLKVADZE

on the Georgian legal market:

# then & now

Interview by **Rusa Tchkuaseli**,  
Legal Director of BLC Law Office

I recently sat down with Alexander Bolkvadze, the founding and senior partner of BLC Law Office, to get his perspective on how the legal market has changed in his 27 years of practicing law. Alex founded BLC in 2000 and is now a senior partner at the firm. He is recognized as Eminent Practitioner by Chambers Europe since 2017 and entered the Legal 500 Hall of Fame in 2018.

### What excites you most about the legal profession?

It is a compelling intellectual profession. It requires a tremendous amount of hard work, so one needs to be passionate. I feel very satisfied when I help a client foresee potential risks and can prevent or mitigate them. I also feel a great deal of usefulness when finding solutions to a problem that looks hopeless at first glance. It is the added value which we create for the client that excites me most about the legal profession.

*“It is the added value which we create for the client that excites me most about legal profession.”*

### How do you think the profession has changed since you started practicing as a lawyer?

I started my legal practice in 1994, a few years after Georgia gained its independence from the Soviet Union. Back then, we designed a tailored and fit-for-purpose roadmap for first-to-market investments. We handled the first privatization, M&A, concession, and IPO transactions in Georgia. In parallel, we were continuously involved in the process of drafting of primary and secondary legislation in unregulated areas. We served the first FDIs on the market - those were very interesting times for the country and for the legal profession.

Today, the practice is more sophisticated, and the competition is far stronger. The legal practice is no different to any other business. We compete with not only local but also international players. The increased use of technology and entrance of Georgian businesses to foreign markets has also shaped our practice.

*“Back then, we designed a tailored and fit-for-purpose roadmap for first-to-market investments”*

### How would you describe the firm's current market position?

BLC is the market leader and a go-to firm in many practice areas, such as energy & infrastructure, banking & financing, capital markets, M&A, and dispute resolution. For many years now, leading legal editorials such as Chambers & Partners, Legal 500, and IFLR1000 put BLC in Tier 1 / Band 1 for all practice categories included in the editorials' Georgia rankings.

I often do what I call a "reality check". I look up recent medium to large transactions on the market to see if we were present in such deals, and it gives me much pleasure to say that we are (except in cases when we are not able to act due to a conflict of interest). This exercise gives me a better sense of our market presence, which is remarkable.

*“BLC definitely is the market leader and a go-to firm in many practice areas...”*

### How do you differentiate yourself from your peers in the industry?

Our firm has the overall ability to provide sound, precise, and pragmatic advice while simultaneously delivering the expected results. I strongly believe that robust and solution-oriented legal advice is what actually helps our clients in their decision-making process. Perhaps our client testimonials say it best:

*“Very open minded, dynamic, and solution-driven individuals.”*

*“We have been working with BLC for many years already, and their expertise, knowledge, attention to detail, and ability to deliver good results has been consistent and top notch.”*

I must add here that I could not have been prouder of the BLC team of solution-oriented, remarkable professionals. The hard-working team we've put together over the years is one of my greatest achievements. We do not hire partners; instead, we promote internally and grow organically.

*“I strongly believe that robust and solution-oriented legal advice is what actually helps our clients in their decision-making process”*

### The year 2020 was marked by the start of the Covid-19 global pandemic. What do you think are the most important lessons for the legal community that came out of the pandemic?

History teaches us that regardless of difficulties, the world moves forward. The ability to adjust in the long term to new businesses models, like the work-from-home regime, while still delivering the same quality of work is key. The fundamental lesson learned during the Covid-19 pandemic is that law firms should embrace technology as an essential tool for efficiency.

### How do you see the legal practice changing in the next 10 or

### 20 years?

At the international level, new technologies will change the legal practice, albeit not replacing human judgment in the near term. While some tools create an opportunity for significant cost savings, others require new investments. New regulations for blockchain technology, smart contracts, and crypto mining will certainly bring new legal challenges as well.

At the regional level, I believe that the Ukraine-Russian war will radically shift the regional dynamics and will inevitably result in more investments coming our way. Georgia has never been this close to EU membership. This in itself will result in further approximation of Georgia's legal system towards the European Union's, both at the legislative and institutional level.

*“I have confidence that we have the right footprint in Georgia and great potential to expand regionally”*

As for BLC, I have confidence that we have the right footprint in Georgia and great potential to expand regionally. Eventually, all good things will happen at the right time!



**Alexander Bolkvadze**  
Senior Partner of BLC Law Office

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