



# Bankruptcy & Insolvency

2021



PROFILED:

**PETER JARK**

BBL Brockdorff & Partner



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### PETER JARK

Partner

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#### PERSONAL BIOGRAPHY

**Peter Jark** has worked for over 20 years in an international environment. He specialises in advising creditors and debtors in relation to the legal, financial and operational restructuring of companies. Furthermore, he is a recognised and experienced adviser in the field of buying and selling, as well as workout and enforcement of non-performing and non-core loans. He also advises various funds in the financing or purchase of companies in difficult situations.

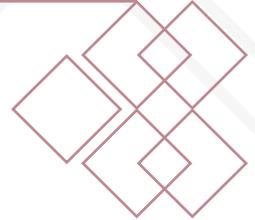
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## Q&amp;A WITH PETER JARK

**Could you provide an insight into how you approach your work? What drives and motivates you?**

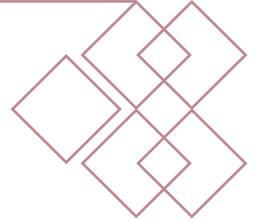
◆ My clients have significant challenges and no time. Whatever I do has a significant impact on all stakeholders. We have to be quick, precise and capable to recommend and decide. At some point in time – sooner rather than later – a decision has to be made. I am driven by the idea of finding the best solution in a very short time frame. To find a solution and think out of the box is the motivation for investing time. Sometimes the easy way is the best. But in my world, most challenges are demanding. And I am happy if it stays that way.

**Looking back, have you fulfilled the ambitions and aspirations you set for yourself early in your career?**

◆ No. Once you think you have fulfilled everything, your ambitions and aspirations were either low-hanging fruit or you are blind to the challenges of the ever-evolving market. Then you start getting lethargic. Developments in law and the economy create constant challenges which I need to address. It is my ambition and aspiration to be on top of these developments continuously. To achieve this and operate in a constantly changing environment which requires skilful adaptation is enough of a challenge in a career.

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**Reflecting on your area of expertise, how do you see this sphere of the market shaping up over the coming months? Are any exciting trends or developments on the horizon?**

◆ We will see a change in restructuring. The means and tools of restructuring will change, and it will not be sufficient to simply know the law. Knowledge of the asset class, international regimes and relationships is key in order to be able to act quickly and reliably. Only experience and personal relationships will determine whether an adviser is appointed. Understanding the asset class, its participants in the market and the assumed development will give clients the confidence that you, as an adviser, can understand the management of a respective company and are the best choice to assist them at a difficult time. If it is subsequently possible to shape the relationship from just knowing each other to one of trust on a personal level, the adviser will not only be appointed but he will also be trusted in his solution. ■

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**REPRESENTATIVE ENGAGEMENTS**

- ◆ Advised the works council of Germany's largest retail store chain, including its logistics subsidiary, before and during the restructuring of the whole group, resulting in a contract that enabled the firm to continue business operations.
- ◆ For a Germany based family office, acquired two different line maintenance providers for the aviation business out of insolvency and, together with colleague Nikolas Otto, restructured these companies, coordinating suppliers, municipalities and authorities worldwide to build a high-quality service independent of an airline.
- ◆ For a Germany based family office, advised on the acquisition and refinancing of real estate deals together with colleague Nicole Riedemann, managing to compile the conditions of stakeholders in an agreement that was closed with the company now a going concern, developing positively and hiring new employees to cope with incoming orders.
- ◆ Currently engaged in an insolvency proceeding covering more than 200 companies in Germany and across the globe.

