Ambit

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CASE STUDY

LONG-TERM PARTNERSHIP

Salutem Group

From one project to advising the whole Salutem Group.

Long-term legal advice for transactions and everyday business.

Several legal specializations. One law firm.

SEGMENT	INITIAL PROJECT	AREA	LEAD PARTNER
Property investment group	Ústí Towers	Long-term legal support	Jaroslav Schwarz

01 Our work with Salutem Group

CLIENT

COMPANY	Salutem Group
FOCUS	A Czech property investment group focused on residential property outside major cities.
CO-FOUNDERS	Ing. Jaroslav Ton, Ing. Petr Jiříček

ENGAGEMENT

TEAM	Special Situations
ADVISING SINCE	June 2025
LEAD PARTNER	Jaroslav Schwarz, Partner

Comprehensive legal support across several areas of law.

01 Joint ventures, project purchases and sales

02 Loan documentation and security

03 Acting for project companies in administrative proceedings

04 Trade mark registrations

> "We were looking for joint venture and finance lawyers for a bigger project. In Ambit, we found a long-term adviser for the whole group."
>
> Salutem Group
>
> Jaroslav Ton
> Co-founder, Salutem Group

02 How it began

Salutem Group is a Czech property investment group that turns neglected buildings outside major cities into housing. Its fund for qualified investors, Salutem Fund SICAV, is listed on the Prague Stock Exchange.

3+ CZK bn of assets under management	**19 years** of property market experience	**2,200+** residential properties traded	**140+** team members

The first joint project was the acquisition of the two Ústí Towers high-rise buildings through a share deal.

PROPERTY	Former dormitory in Ústí nad Labem, almost 300 units
AIM	Purchase followed by renovation of the units

01

Joint venture and holding

Structuring the project's ownership.

02

Shareholders' agreement

Rules for managing the project jointly.

03

Acquisition loan

Loan documentation including security.

03 Timeline

JUNE 2025	The Special Situations team began advising the group on preparations to purchase Ústí Towers.
WINTER 2025 TO SPRING 2026	Acting for project companies in administrative proceedings, trade mark registrations for the whole group and advice on further property projects.
JULY 2026	Buyout of the joint venture partner's stake in Ústí Towers and changes to the existing financing.
ONGOING IN 2026	Further acquisitions and sales.

TODAY: LONG-TERM ADVICE ACROSS SEVERAL AREAS OF LAW

01 Corporate matters	02 Property law	03 Acquisitions and sales
04 Financing	05 Administrative proceedings	06 Intellectual property

04 Most complex project: Paskov

PROPERTY	Hotel building with 274 units
PURCHASE	In stages under a framework purchase agreement, with the price for each part agreed in advance
FINANCING	Crowdfunding-backed loan from a non-bank lender, drawn in stages

01 Time pressure

With the purchase tied to a fixed timetable, the loan documentation had to be set up correctly. It had to reflect the specifics of a crowdfunding loan, which gives lenders certain specific rights.

02 Purchase structure

Ambit structured the acquisition to meet the needs of both sides: a framework purchase agreement, separate purchase agreements for each part and the applications to the Czech land register.

03 Unit division and VAT

Within days, Ambit drafted the declaration of ownership dividing the building into 274 units. It was the client's main contact on VAT for change of use and renovation, involving tax advisers from its network.

> "We value having lawyers who coordinate the whole acquisition, stage by stage, and find solutions before issues become problems."

Salutem Group

Petr Jiříček
Co-founder, Salutem Group

05 How we work with Salutem

01 Flexible communication

In a long-term partnership, Ambit adapts to how the client normally communicates.

02 Complex legal issues

Ambit works alongside Salutem Group’s in-house lawyers, supporting them on complex legal issues and where several specializations are needed quickly.

03 Post-completion support

Ambit monitors legal matters as projects progress. It keeps track of contractual obligations and deadlines with investment partners and within joint ventures.

04 Financing support

Ambit advises on bank and non-bank loans for projects valued in the low hundreds of millions of Czech crowns, usually acting for the borrower.

> We value how quickly Ambit’s lawyers respond and how they make sure legal matters never slow our business down.

Jaroslav Ton
Co-founder, Salutem Group

Looking for a legal partner for complex projects?

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06 Your contact



Jaroslav Schwarz

Mgr. Jaroslav Schwarz, LL.M.

Partner, Head of the Special Situations Team

Jaroslav has over 15 years of experience in finance and restructuring. He has worked on deals worth billions of euros in Central and Eastern Europe.

He spent years at international law firms advising on banking and finance, M&A (including distressed M&A), corporate matters and insolvency. At Ambit, he leads the Special Situations team, which provides comprehensive legal support for ambitious projects.

More than 15 years of practice	Czech attorney and English solicitor
Former CLO of an investment group	LL.M., University of London

CONTACT jaroslav.schwarz@ambit.law →

Profile on ambit.law →

ABOUT THE AMBIT LAW FIRM

Ambit is a law firm providing comprehensive, high value legal services to startups, scaleups, large corporates, investment funds and banks. It is a recommended firm for venture capital and private equity transactions, intellectual property, the digital economy and information technology, repeatedly recognized by PitchBook, IFLR1000, Legal500 and Law Firm of the Year.

The Legal 500 — Firm to Watch

PitchBook a Morningstar company — Most Active VC Law Firm

IP STARS — Notable Firm

2026 IFLR1000 Recommended Firm — Recommended Firm

Czech Law Firm of The Year 2025 Recommended — Recommended Law Firm

Where Ambition Meets Execution

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