

ATTORNEY, PARTNER
KAROLINA ULLMAN



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PROFILE

Karolina Ullman is a key point of contact for Swedish clients with interests in Estonia. She receives praise from clients: “She directly understood our problems and was very useful”. She is fluent in Swedish, Estonian and English and is a member of both the Swedish and Estonian Bar Associations.

IP STARS has recognized Karolina as Transaction star 2022.

Chambers Global 2022, as well as 2019 and 2018 rated her in Corporate / M&A in Sweden as a foreign expert (based abroad). Clients report that she “knows the Estonian market very well” and that “she is easy to reach and very responsive.”

Chambers and Partners has ranked NJORD Law Firm's intellectual property department in Band 4 and marked department head Karolina Ullman as a notable practitioner.

She focuses on corporate and M&A matters, attracting praise from clients for her ability to “come to fair settlements”. She is a dual-qualified lawyer in Sweden and Estonia and speaks Swedish, Estonian and English.

Legal 500 has ranked Karolina Ullman in IP, IT and Telecom in Estonia. She is also mentioned by Legal 500 in the area of real estate.

“NJORD Law Firm has notable experience in cross-border trademark infringement cases /.../. Karolina Ullman is the key contact for IP.”

PUBLICATIONS

- [“Gambling law in Estonia – part 1”](#) Co-author. Published by rmp.ee, 11.11.2021 (in Estonian). Read in English [HERE](#)
- [“New rules coming up for cryptocurrency licensed businesses in Estonia”](#), Co-author. Published by rup.ee 09.01.2020 (in Estonian). Read in English [HERE](#)
- “Cryptocurrency licenses in Estonia: First-year overview”. Co-author. Published by rmp.ee, 13.11.2018 (in Estonian). Read in English [HERE](#)
- “Gucci purse for just a 100 euros”. Published by www.rmp.ee, 17.04.2018 (in Estonian). Read in English [HERE](#)

- “Managing an Estonian company from abroad? Appoint a qualified contact person in Estonia!”. Focus, 1/2018
- “3D printing – Who is liable for your defective 3D printed objects?”. Co-author. Published by www.rmp.ee, 28.03.2018 (in Estonian). Read in English [HERE](#)
- “Finland, our dear loved and hated neighbour!” published by www.äreht.ee, 26.11.2017 (article published in Estonian). Read the English version [HERE](#)
- “Five important things to keep in mind when doing business with Norwegians” published by www.rmp.ee, 05.12.2017 (article published only in Estonian). Read the English version [HERE](#)
- “What do Norwegians eat for lunch and how does it affect your business?” published by www.äreht.ee, 19.11.2017 and by www.rmp.ee, 04.12.2017 (article published in Estonian). Read the English version [HERE](#)
- “Five important things to keep in mind when doing business with Danes” published by www.rmp.ee. Read the English version [HERE](#)
- “Nordic Business Culture Vol 2: The Danes are the real businessmen – how to feel comfortable doing business with them” published by www.äreht.ee, 11.11.17 and by www.rmp.ee, 28.11.2017 (article published in Estonian). Read the English version [HERE](#)
- “Five important things to keep in mind when doing business with Swedes! Do you agree?” article published by the portal www.rmp.ee, 20.11.2017 (article in Estonian). Read the English version [HERE](#)
- “Nordic business culture: What is important to know when negotiating with Swedes” published by www.rmp.ee, 14.11.2017 and by www.äreht.ee, 05.11.17. (article published in Estonian). Read the English version [HERE](#)

MEMBERSHIP

- Estonian Bar Association
- Swedish Bar Association
- Board member of the Swedish Chamber of Commerce in Estonia

EXPERIENCE

2015–	Partner, NJORD Law Firm, Estonia (managing partner 2012–2016 and 2019–2022)
2005–2014	Partner, MAQS Law Firm, Estonia
2004	Attorney, MAQS Law Firm Stockholm, Sweden
2001–2003	Lawyer, MAQS Law Firm Stockholm, Sweden
1999–2001	Junior judge, District Court of Bollnäs, Sweden
1994–1998	Lindskog Malmström Law Firm, Sweden

EDUCATION

2001	Uppsala University, Estonian language, BA
1998	Stockholm University, LL.M
1997	University of Tartu, Law studies

LANGUAGES

Swedish, English, Estonian