



Telecommunications
Industry Experience

GOLTSBLAT | **BIP**

BIP BERWIN
LEIGHTON
PAISNER



Goltsblat BLP has extensive experience of advising and representing telecommunications companies. Our firm's team of lawyers participates regularly, actively and reliably on the telecommunications services market and has extensive experience and a profound understanding of all aspects of the telecommunications business, from the corporate and commercial to the technical side of the activities of telecommunications companies, as well as the relevant legal framework.

Our approach to providing services in this area allows us to offer our clients comprehensive legal services in the sphere of telecommunications, media and technologies, this being of particular significance because projects involving telecommunication convergence are accounting for a growing proportion of our work.

Our lawyers provide consultations, in particular, on the following:

- Full support for acquisition, sale and reorganisation of telecommunications companies within the framework of various corporate/M&A procedures
- Liaising between telecommunications companies and government authorities
- Advising telecommunications companies on obtaining business licences and other permits, approvals and registration documents
- Structuring relations between market players in creating and using copyright and neighbouring right items, and with respect to exercise of the rights of right-holders (licensors) and licensees
- Advising on and representing interests in disputes with consumers
- Participation in developing a regulation policy with respect to the activities of telecommunications companies
- Anti-monopoly legislation
- Project finance

**Below we list some of the recent projects handled by lawyers of Goltsblat BLP/
Berwin Leighton Paisner LLP:**

SANG FEI

Advised Sang Fei in connection with business set-up and development in the Russian Federation.

VIMPELCOM

Acted for VimpelCom in a dispute with the Federal Anti-Monopoly Service of Russia over accusations of concerted actions on the part of mobile communications operators.

BESSEMER VENTURE PARTNERS

Advised Bessemer Venture Partners on their investment in the WiMAX national network operator Enforta.

MARCONI

Advised Marconi regarding the Russian legislation and practice relating to the sale by Marconi of its telecommunications equipment and international service divisions to Telefonaktiebolaget LM Ericsson for £1.2 bn.

A WORLD LEADER IN WI-FI AND BROAD-BAND COMMUNICATIONS

Advised a world leader in wi-fi and broad-band communications on the certification of communications accessories.

A LEADER IN THE MOBILE COMMUNICATIONS MARKET

On behalf of a leader in the mobile communications market, we carried out a detailed due diligence on a group operating on the mobile communications market in the Volga region.

ORANGE

Advised on the development, bundling and cross-licensing of software applications on Orange branded phones. This is a key strategic project for the business, designed to standardise and streamline the delivery of applications onto handsets. We also advised Orange on the implementation of its cutting edge IPTV service including user relationships, content and infrastructure.

A MAJOR RUSSIAN MOBILE COMMUNICATIONS OPERATOR

Supported a major Russian mobile communications operator on aspects of interaction between operators (roaming, network connections, communications channel analysis, etc.).



TESCO PLC AND O2

Advised on the creation of the joint venture between Tesco plc and O2: Tesco Mobile. We advised on its two recent key projects: development and managed services relating to Tesco Mobile's new strategic pre and post pay billing platform and outsourcing of its online pre-pay top up service. We are currently advising on further aspects of the joint venture.

TESCO TELECOMS

Acted for Tesco Telecoms on all aspects of selling a range of telecoms products: broadband & dial-up, fixed line home phone, VoIP Internet phone and mobile phones from all operators. We are currently advising on commercial arrangements for moving forward into the triple play environment. We have also advised on regulatory issues connected to 3G/WiFi handsets.

SEVERAL LEADING RUSSIAN COMPANIES

Advised several leading Russian companies on matters relating to corporate governance, shareholder structure, subsidiary companies, branches and representative office of communications companies.

TECHNICOLOR NETWORK SERVICES

Acted for Technicolor Network Services on various broadcast networks arrangements including for BBC Worldwide's IPTV transmissions (with SingTel), contracts with BT for major UK broadcast networks and contracts for the transmission of programming.

UNIVERSITY OF NORTH STAFFORDSHIRE NHS TRUST

Advised the NHS (University of North Staffordshire NHS Trust) on the telecoms infrastructure and services for a new hospital. This was a major PFI project for the £385m redevelopment of hospital facilities over two sites.

ITIS

ITIS is the UK's leading road traffic telematics company. We advised on its critical mobile data aggregation and distribution agreements, including with a number of vehicle device manufacturers and personal navigation device manufacturers, and on the use of such data in connection with 4Digital, the new national digital radio multiplex.

LEADERS OF REGIONAL MOBILE COMMUNICATIONS

Our lawyers have provided advice to leaders of regional mobile communications on loans and credit, leasing of moveable assets, state and municipal property at the disposal of a communications company, and securities belonging to such companies.

ONE OF THE BIGGEST MOBILE COMMUNICATIONS COMPANIES

For one of the biggest mobile communications companies, we reviewed agreements for sale of express payment cards and agency agreements.

A REGIONAL MOBILE COMMUNICATIONS LEADER

For a regional mobile communications leader, we analysed the legislation on licensing in the communications sphere and the legislation relating to regulation of the procedure for allocating numbering resources and radio frequency bands.

LONELY PLANET

Acted for international publisher, Lonely Planet, in relation to European distribution and licensing arrangements for mobile content and associated global privacy issues.

ONE OF RUSSIA'S BIGGEST COMPANIES IN THE COMMUNICATIONS SPHERE

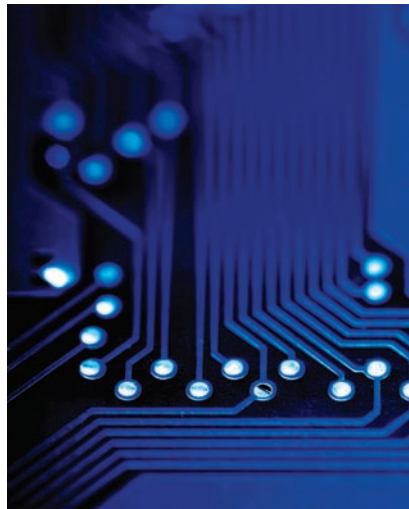
Advised one of Russia's biggest companies in the communications sphere on matters relating to development of new contractual arrangements with local operators throughout Russia.

A LEADING MOBILE COMMUNICATIONS OPERATOR

Our firm's lawyers acted for a leading mobile communications operator in Russian courts at various levels in a case brought by a landowner claiming damage caused by construction of a radio and TV tower.

ONE OF THE BIGGEST MOBILE COMMUNICATIONS OPERATORS

Successfully represented one of the biggest mobile communications operators in a court case on violation of copyright and neighbouring rights to a song by a well-known Russian singer that was used in an advertising commercial.



Industry experience: Telecommunications Contacts



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GBLP representative client list*

AIG Global Real Estate Investments (Russia)
 Aker Solutions
 Alcoa
 Alfa-Bank
 AMT&C Group
 AstraZeneca
 Barclays Bank
 Barilla
 Baring Vostok Capital Partners
 Brunswick Rail Leasing
 Caterpillar Financial
 Central Partnership
 Chrysler
 Coca-Cola
 Danone
 Deutsche Bank AG
 Dorma
 Efes
 European Bank for Reconstruction and Development (EBRD)
 Fleming Family & Partners
 Fund for Development of the Center for Elaboration (Skolkovo)
 Guardian
 Harrys
 International Financial Club
 Johnson & Johnson
 Immoeast
 Kasa-Akfen
 Kia Motors
 Kimberly-Clark
 Komatsu
 Kronospan
 Lafarge
 Leader
 LG International Corp.
 Linstow
 Magna International
 Mars
 Matra Petroleum
 Merck
 Mitsubishi Motors Corporation
 Multon
 NALCO
 Nike
 Nissan / Russia
 Nord Stream AG
 North Caucasus Development Corporation
 Orangina Schweppes
 Oriflame
 P&G
 Panasonic
 Philips
 Prysmian S.p.A.
 Quinn Group
 Rising Star Media
 Rolf
 Roxtec RU
 RusBrand
 RUSNANO (Russian Corporation of Nanotechnologies)
 Saint-Gobain
 Sanofi-Aventis
 Scania
 Shell
 Sick AG
 Sistema-Hals
 Solae / DuPont
 St. Petersburg International Mercantile Exchange
 TEVA
 Tommy Hilfiger
 TomTom
 Unilever Rus
 VimpelCom (Beeline)
 Volkswagen Group
 William Grant & Sons
 Yamazaki Mazak (Russia)
 Zanten
 20th Century Fox

Key facts about Goltsblat BLP:

- Goltsblat BLP is the Russian practice of Berwin Leighton Paisner (BLP)*.
- One of the biggest teams with over 90 Russian and English qualified lawyers, including 16 partners, based in Moscow.
- The core of the firm is formed by a well-established team of Russian lawyers (until 16 January 2009, employees of Pepeliaev, Goltsblat & Partners).
- Over 500 clients, about 70% are major multinationals operating on the Russian market, including 23 Fortune 500 companies.
- Key strengths are: Legal Support for Foreign Direct Investment Projects in Russia, Corporate/ M&A, Dispute Resolution, Real Estate & Construction.
- Providing assistance with any legal need a business may face and any services market may need to serve, including tax and customs, finance, competition, employment and IP related matters.
- Exceptional local law capabilities - team of Russian lawyers with over 15 years' experience. Particular strengths in specialist areas that require local knowledge and contacts.
- Over 15 years experience in supporting large-scale foreign direct investment projects in Russia.
- Over the last five years, the lawyers of the team have supported more than 600 real estate and construction projects, most of them being associated with setting up manufacturing and other commercial and industrial facilities predominately for major multinational investors in different regions of Russia.
- The total value of M&A transactions supported by the team over last two years is in excess of USD 25 bn.
- Proven experience of handling complex transactions including ones of a cross-border nature, encompassing experts in competition law, acquisition finance and international tax structuring.
- One of the biggest litigation teams in Russia with 33 trial lawyers based in Moscow, each specializing in particular area (corporate, commercial, real estate, customs, tax, labour, IP and consumer disputes).
- Over the year the team has handled 372 cases worth approximately USD 1.2 billion, 91% of these cases being won.

Goltsblat BLP is the winner of:

- *International Office of the Year 2010 – The Legal Business Awards (Legal 500)*
- *Best Client Service 2010 – Chambers Europe Award for Excellence 2010*
- *Best Law Firm in Russia 2010 – ILO Client Choice Awards*

BLP is the winner of:

- *Law Firm of the Year 2010 – British Legal Awards 2010 – Legal Week*
- *Law Firm of the Year 2010 – The Lawyer*
- *Client Service Innovation Award 2010 – The Financial Times*

* All names are disclosed with the clients' permission

* Berwin Leighton Paisner LLP is a premier, full-service law firm headquartered in the City of London. BLP is the winner of British Legal Awards 2010 and the The Lawyer Awards 2010. BLP has over 800 lawyers specialising in over 50 legal disciplines. The firm's service extends to over 65 jurisdictions, with offices in Abu Dhabi, Berlin, Brussels, Frankfurt, Hong Kong, London, Moscow, Paris and Singapore.

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