

**Goltsblat BLP**, the Russian practice of **Berwin Leighton Paisner (BLP)**, is one of the top law firms in Russia, providing comprehensive legal support on any issues business may face in Russia, including virtually all Russian regions and the CIS, or internationally, from handling complex cross-border transactions and high profile cases to day-to-day operational legal support to clients across a wide range of industry sectors.



**>100**

**Goltsblat BLP team**

- 100 Russian and English law qualified lawyers based in Moscow

**Goltsblat BLP** is an award-winning firm:

- Russia Law Firm of the Year – *Chambers Europe Awards 2015* and *shortlisted for 2016-2017*
- International Law Firm of the Year – *Legal Business Awards 2015-2016 (shortlisted)*
- International Law Firm of the Year – *The Lawyer European Awards 2014*
- Client Service Law Firm of the Year – *Chambers Europe Awards 2014*
- Ranked 3d in the top 10 leading international law firms in Russia (*according to Best Lawyers 2018 Edition*)



**>20**

years experience in supporting large-scale investment projects in Russia

**>600**

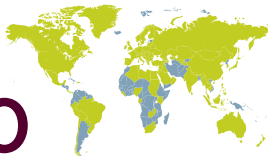
Comprehensive legal support for over 600 real estate and construction projects and setting up manufacturing facilities in different regions of Russia over the last five years, predominately for major multinational investors.

**Goltsblat BLP** for several years has been *top-ranked / highly recommended* by *Chambers & Partners* and *The Legal 500* in the following practice areas:

- Corporate / M&A
- Real estate & construction
- Dispute resolution
- Competition & antitrust
- Tax
- Customs and international trade
- Employment
- Intellectual property
- Compliance / White collar criminal defence

**130**

countries in which we have worked during the last two years



**6** offices in Asia: **Abu Dhabi, Beijing, Dubai, Hong Kong, Singapore, Yangon**

Goltsblat BLP team provides comprehensive legal support to Asian clients including outbound investments or partnering with Russian corporates and banks, as well as international investors in entering Asian markets or doing business in the Region.



**Berwin Leighton Paisner**

is a premier, full-service law firm with **over 800** lawyers in **14** offices in major commercial and financial centres throughout the world: **London, Moscow, Abu Dhabi, Beijing, Berlin, Brussels, Dubai, Frankfurt, Hong Kong, Manchester, Paris, Singapore, Tel Aviv\*** and **Yangon**.

**1700**

CLIENTS

including major multinational investors and Russian corporates – leaders on the national markets

**12** of the world's major banks

**130**

FORBES GLOBAL clients

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## SAMPLE PROJECTS

### MARS INC

For over 20 years, continuous comprehensive support for Mars Inc's investment projects in different parts of Russia since the company entered the Russian market, including construction of seven plants in four Russian regions, major acquisitions (e.g., USD 23 bn. Wrigley acquisition, Royal Canin, Korkunov, etc.) and day-to-day legal issues.

### NORD STREAM, SOUTH / TURKSTREAM OFFSHORE PIPELINES

Comprehensive legal advice on construction of the Russian Sectors of the submarine gas pipelines from Russia to the EU: international law, environmental aspects, re-categorisation of forest and agricultural land, liaisons with government authorities, permitting and regulatory, construction, land acquisition, spatial planning, corporate, finance, etc.

### SHEREMETYEVO INTERNATIONAL AIRPORT

We are providing comprehensive legal support for construction of new passenger and cargo terminals, demolition of an old terminal and construction of a unique tunnel under the runway to connect the passenger terminals. We are also advising on supply of passenger and luggage transport equipment and relocation of existing utilities and infrastructure, and are providing support for construction of a new fuelling facility.

### ROSATOM / AKKUYU NPP

Providing legal support to Rosatom/Akkuyu NPP for a nuclear power project in Akkuyu, Turkey, including on EPC services, project financing, technology transfer and other related matters (together with Pillsbury law firm).

### RAVEN RUSSIA LIMITED

Acted for Raven Russia Limited, a public company listed on the London Stock Exchange, on acquisition of a portfolio of three high-quality income-producing properties in St Petersburg (a warehouse and two office buildings) from EPI Russia I Ky, a fund managed by Northern Horizon Capital.

### ROLF GROUP

Advised and represented Rolf Group, the biggest Russian car dealer, on its merger with Pelican Auto.

### RUSSIAN FEDERAL AGENCY FOR STATE PROPERTY MANAGEMENT

Prepared independent legal opinions within the scopes of two different transactions: to sell federally-owned Sheremetyevo International Airport shares and to sell federally-owned Vnukovo Airport shares, including, in both transactions, pre-sale preparations.

Advised within the scope of a transaction for signing a shareholders' agreement with the Republic of Bashkortostan on managing and disposing of shares in PJSC Joint Stock Oil Company Bashneft.

### INTEL CAPITAL

Advised the client on the international acquisition of Soft Machines Inc, a telecommunications group headquartered in the USA.

### ATLANTIC GRUPA

Advised and supported the client in doing business in Russia, including legislative compliance, and specifically in light of recent developments affecting the company's business in Russia.

### AFG NATIONAL

Advised AFG National, a leader on the Russian agriculture produce market, on raising up to RUB 9 bn from the Russian Direct Investments Fund and a number of Middle East funds.

### KVAERNER

Assisting Kvaerner in the corporation's business development activities in Russia, including establishment of partnerships with Russian companies working in the Energy sector.

### GETT

Advised the client on its USD 100 m financing from Sberbank.

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## GBLP representative client list\*

### GREAT WALL MOTORS

Handled a complex project to recover over USD 50 m from a group of unscrupulous Russian counterparties. Aspects such as liquidation and insolvency of legal entities, application of international regulations and ICC Rules were involved.

### RE:STORE

Represented Re:Store's interests in a high-profile case initiated by the Federal Antimonopoly Service (FAS) against Apple for price coordination among its distributors.

### FOOD UNION

Acted for the client in a complicated court case over an ice cream brand popular in Russia (Sakharnaya trubochka ("sugar tube")). In 2010, a competitor registered this brand as a trade mark and launched a big court campaign against our client. In May 2016, the parties concluded an amicable agreement and settled all disputes between them.

### TECHNICOL

Acted for the client in an intricate dispute involving trade marks. We developed a number of tenable written positions and the statement of defence to the counterclaim and participated in more than seven hearings. The case is pending.

### GLOBAL INTELLECT SERVICE

Advised the client on Russian VAT on payments received by the foreign provider of digital services from its Russian individual partners; on the obligation to register with the Russian tax authorities for VAT purposes and on tax base calculation and practical aspects of tax registration.

### SANOFI

Successfully acted for the client in a series of customs classification cases heard by the Federal Arbitrazh (Commercial) Court for the Central Circuit, despite negative customs practice and case law on classification of similar goods elsewhere in Russia.

### ROYAL CANIN, FREIGHT ONE, DANONE, MARS, AND OTHERS

Successful representation in several labour litigations relating to employee unfair dismissal and reinstatement.

20th Century Fox  
3M Russia  
Abbott Laboratories  
Alcoa  
Amway  
AstraZeneca  
Aurubis AG  
Baker Hughes  
Bank of Tokyo-Mitsubishi  
Barclays Bank  
BASF  
Caterpillar Financial  
Chrysler  
Danone  
Dell  
Deutsche Bank AG  
EBRD  
Efes  
GE Energy  
Guardian  
Inter RAO  
Jaguar Land Rover  
Johnson & Johnson  
Kimberly-Clark  
Komatsu  
Kronospan  
Lafarge  
LG International Corp.  
Magna International  
Mars  
MasterCard Member Association  
Metinvest Eurasia  
Metro Cash&Carry Russia  
Mitsubishi Motors Corporation  
Motion Picture Association of America  
NALCO / An Ecolab Company  
Nissan Russia  
Novatek  
Panasonic  
Peugeot Citroen Rus  
Philips  
Procter & Gamble  
Reckitt Benckiser  
RusHydro  
RUSNANO  
Russian Platinum Group  
Sanofi-Aventis  
Sberbank  
Schlumberger  
Scott Fetzer Company  
Shell  
Sheremetievo International Airport  
Sibur  
Skolkovo  
SUEK  
TESCO Corporation  
TEVA  
Tommy Hilfiger  
Transneftproduct  
UBS AG  
United Metallurgical Company (OMK)  
Universal Pictures Rus  
VimpelCom  
Volkswagen Group  
VTB Capital  
Warner Bros. Entertainment  
William Grant & Sons  
YUM! Restaurants

\* All names are disclosed with the clients' permission

# GOLTSBLAT BLP KEY PRACTICE AREAS

## REAL ESTATE & CONSTRUCTION

- Top team on the market: ranked in the 1st tier by **The Legal 500** and **Chambers & Partners** for Russia and the UK. **Best Lawyers Awards: Goltsblat BLP – Real Estate Law Firm of the Year – 2016.**
- A “go to” firm for all types of real estate service: from construction and greenfield/brownfield projects in Russia and internationally to the most high-profile real estate transactions, major leasing work on the market and real estate litigation.

## COMPETITION & ANTITRUST

- Goltsblat BLP - **Competition and Antitrust Law Firm of the Year in Russia: Best Lawyers Awards / 2018 Edition**
- One of the most renowned competition teams in the market: top-ranked (Tier 1/Elite tier) for many years now by **The Legal 500** and **Global Competition Review**.
- Clients include national giants and major multinationals, leaders in their respective sectors: “The team’s portfolio of work is extensive, active clients include Jaguar Land Rover, Mars, Johnson & Johnson, Sanofi-Aventis». - **GCR 2016.**

## CORPORATE/M&A

- One of the strongest and biggest Corporate / M&A teams on the market, with 20+ Russian and English law qualified lawyers, and impressive transactional experience across a number of industries. The team is well positioned in terms of expertise and resources to provide any type of corporate / M&A and other transactional and general corporate services supported – when the scope so requires – by leading practitioners in all relevant areas of practice, each being long-established and top-ranked in their respective area.
- **TOP-3 M&A Adviser of 2016 in Russia** – Mergermarket League Tables.
- **Russia Law Firm of the Year – M&A (2016)** – M&A Atlas Awards.
- **Business Law Firm of the Year – M&A (2017)** – Corporate LiveWire M&A Awards.

## DISPUTE RESOLUTION

- One of the biggest litigation teams in Russia, with 46 trial lawyers based in Moscow.
- Multi-area specialisation: not only comprehensive commercial litigation support, but also targeted solutions for antimonopoly, customs, tax, labour and IP cases, corporate criminal defence services to businesses and international arbitration.

## BANKING & FINANCE

- One of the most dynamically growing practice groups, highly demanded and valued by clients – the scope and volume of services rendered have grown by almost 45% over the last year.
- A number of the Practice’s landmark projects are recognised by **Legal 500 2017** and **Chambers Europe 2017**. Clients speak of “the team’s creative approach to problem solving, their interest and energy” (**Chambers Europe 2017**).

## EMPLOYMENT PRACTICE

- One of the strongest teams in Russia, highly recommended by **The Legal 500** and **Chambers & Partners** and headed by Nadezhda Ilyushina, who was named **2016 Lawyer of the Year for Labour and Employment Law** by **Best Lawyers**.
- The team gains over competitors by offering clients both high standard advisory services and first class litigation support.

## TAX PRACTICE

- Goltsblat BLP - **Russia Tax Firm of the Year: European Tax Awards / International Tax Review 2017.**
- One of the strongest and biggest tax teams among international law firms in Russia.
- A focused team, with experts specialising in different areas of tax and, unlike other law firms, offering both tax advice and tax litigation support with an extremely high success rate: 98-99% in over 1,000 cases.

## CUSTOMS & INTERNATIONAL TRADE

- We advise clients on topical issues relating to their business needs, including localisation, sanctions-related matters and imports of new equipment, and represent them before the Russian customs authorities and courts.
- Our long-established Customs team is headed by partner Vladimir Tchikine, who has over 20 years’ experience in this field and was named **Trade Law Lawyer of the Year (Best Lawyers 2018 Edition)** and **Customs Law Lawyer of the Year (Best Lawyers 2014-2015 Edition)**.

## INTELLECTUAL PROPERTY PRACTICE

- Ranked Tier 1 by the **Legal 500**.
- Our IP team is a unique combination of lawyers providing a comprehensive offering of IP-related services and lawyers with unrivalled experience in IP litigation, including in precedent-setting and high-profile litigation projects.
- The team is known for its creative and practical solutions to help clients when an ordinary approach becomes ineffective.

## COMMERCIAL PRACTICE

- Our commercial team advises clients on Russian and international commercial law, including elaboration of various contractual arrangements. Our lawyers boast extensive expertise in a variety of industry sectors, this enabling them to address clients’ issues effectively.

## COMPLIANCE / WHITE COLLAR CRIMINAL DEFENCE

- Listed among the Top-100 best firms from around the world to handle sophisticated government-led & internal investigations according to the **Global Investigation Review 100**.

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*Market-leading domestic team boasting a full-service real estate offering. Excellent track record in large-scale construction and development mandates, including major infrastructure projects.*

”

Chambers Europe 2017

“

*The team at Goltsblat BLP provides the best advice across all aspects of competition law.*

”

Legal 500 2017

“

*Goltsblat BLP Corporate / M&A Practice are very professional; all specialists are very responsive and extremely helpful.*

”

IFLR 1000 2017

“

*Goltsblat BLP maintains a strong domestic litigation practice. Goltsblat BLP lawyers do everything possible to maximise the client’s convenience and provide outstanding service. They are characterised by flexibility and creativity of their suggestions.*

”

Chambers Europe 2017

“

*A well-prepared banking and finance group, which responds swiftly to queries, and provides invaluable additional clarification.*

”

Legal 500 EMEA 2016

“

*Well-regarded team offering comprehensive employment law services to a wide variety of multinational companies.*

”

Chambers Europe 2017

“

*All the lawyers from Goltsblat BLP’s Tax Practice who we worked with are very good professionals. We were satisfied with their help and very grateful to them.*

”

Client’s feedback published in  
Chambers Europe 2016

“

*...very experienced in customs regulation and advising on a broad range of customs related issues, as well as in representing companies in court appeals against customs authority actions.*

”

Who’s Who Legal

“

*Clients recommend the Intellectual Property team of Goltsblat BLP for its efficiency and high level of service.*

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Chambers Europe 2017