

## QUESTIONNAIRE/APPLICATION

**For the CIS Local Counsel Law Firms  
in preparation for the 9th CIS Local Counsel Forum in Vienna, Austria on 27-29 June  
2014**

**29 April 2014**

### Section 1: Law Firm

1. Name and country of the law firm: **EKVITA (Azerbaijan)**
2. Contact Information:  
 Primary Firm Location: Baku, Azerbaijan  
 Office address: Falez Plaza, Sixth Floor 10/189 Hasan Aliyev Str Primary Firm  
  
 Tel/Fax: +994 12 480 47 56; +994 12 596 01 09  
 E-mail: office@ekvita.com  
  
 Web site: www.ekvita.com
3. Primary Contacts:  
 Name: **Ilgar Mehti (Managing Partner)**  
 Email: **ilgar.mehti@ekvita.com**
4. Other Contacts:  
 Name: **Anar Karimov (Partner)**  
 Email: **anar.karimov@ekvita.com**
5. Year of establishment: 2008

### Section II: Lawyers and Support Staff

6. Number of Partners: **2** \_\_\_\_\_
7. Number of Associates : **7** \_\_\_\_\_
8. Number of Paralegals : **3** \_\_\_\_\_
9. Please indicate number of lawyers with the advanced degrees: LL.Ms: **8** \_\_\_\_\_  
 Candidate of Legal Sciences: **2**
10. Languages spoken at the Firm: **English, Russian, Azerbaijani, Turkish, French**  
 \_\_\_\_\_
11. How many lawyers speak  
 English: **9** \_\_\_\_\_ German: N/A \_\_\_\_\_ Russian: **8** \_\_\_\_\_ French: **2** \_\_\_\_\_ Spanish: N/A \_\_\_\_\_
12. Interpreters on the staff: **None** \_\_\_\_\_  
 (please indicate the languages)

### Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients 90 %                      International Law Firms 5 %

Non-Corporate clients 5 %

14. Please indicate up to five major corporate clients:

1. International Development Institutions
2. Local Banks
3. International oil-gas company
4. Asian construction company
5. European consulting company

15. Please indicate up to five international law firms you serve as a local counsel to:

- **Watson, Farley & Williams (US)**
- **Maples and Calder (Cayman Islands)**
- **Studio Legale Libonati – Jaeger (Italy)**

16. What percentage of your work is dedicated to international corporate clients:

- 0% (the law firm has no international clients)
- up to 70% (two-thirds of clients are international)
- up to 30 % (each third client is international)
- up to 100% (almost all clients are international)
- up to 50% (half of clients are international)

17. What percentage of your work is dedicated to serving as local counsel to international law firms:

- 0% (none)
- up to 30 % (each third client is an international law firm)
- up to 70% (two-thirds of clients are international law firms)
- up to 100% (almost all clients are international law firms)
- up to 50% (half of clients are international law firms)

18. Method of payment (choose all options that apply):

- per hourly rates                       contingency (percentage of the value of the contract/claim)
- other .....
- fixed (fixed budget)

19. Illustrative projects in 2013-2014:

**•Representing BP since 2008 on developing HR and Migration policy, employment litigation, corporate re-structuring, major contract negotiations on construction, marine operations and well services, full time in-house support over a long term**

- Fully outsourced tax and legal support to Aker - Norway's second largest oil services company
- Representing a Turkish investor in drafting and negotiation of a new mining PSA
- Representing BUE, the largest vessel owner in the Caspian (20+ boats), on corporate structuring and tax optimization
- Acting as a local tax consultant for Obermeyer, a German construction supervision company, in relation to several Government construction projects in Azerbaijan
- Since 2009, acting as local counsel for Seacor, a major US company operating three boats in the oil and gas operations in the Caspian Sea
- Providing fully outsourced legal support to\$3 bln project Shahdag resort project
- Fully outsourced legal support for SK C&C, a major Korean IT company, on \$150 million Government telecoms project
- Advised IBA, the largest bank of Azerbaijan, on international financing agreement
- Represented major American insurance company AIG on M&A project
- Acted as local counsel for the Islamic Corporation for the Development (ICD) on establishment of the first Islamic insurance (Takaful) company in Azerbaijan
- Advised several banks in Azerbaijan on obtaining trade financing facilities in accordance with the principles of Islamic Finance (Murabaha, Vakala) and other financing transactions with ITFC
- Successfully represented Baker Hughes, a major US oil services company on several employment litigations in Azerbaijan
- Acting as fully outsourced legal counsel for Ansar, the only leasing company in Azerbaijan operating on the principles of Islamic Finance (part of ICD)
- Advised UK's major chemical services company on re-establishment of its employment practices (over 130 employees) to achieve cost savings and ensure regulatory compliance

#### Section IV: Law Firm Profile

19. Law Firm Profile (500 words): EKVITA is a full-service law firm providing legal and tax consultancy to both local and international clients. Following a merger with the local tax consulting firm established in 1999, EKVITA now brings together more than 10 years of market knowledge and experience. Our clients come from diverse market sectors, such as oil and gas, marine operations, banking and finance, IT and telecommunications, construction, manufacturing, electrical and mechanical works, consultancy, creative designs and promotional business. We pride ourselves for offering our clients international quality legal services at local rates.

20. Describe your cooperation or affiliation with law firms in other countries (International Law Firms), indicating the level, including exclusive or non-exclusive:

**We have provided ad hoc advice to a number of international law firms. We have no standing exclusive or non-exclusive relationships with a particular firm. However, each law firm which we work with once stays with us for other projects too.**

Please provide references (name of the firm, contact person and his/her contact information) of one or more International Law Firms, which we may contact for a recommendation of your firm.

21. Details of membership in local and international law firm networks, databases, alliances, or associations: **Member of IBA, BALA**

22. Practice Areas:

Please highlight in bold the practice areas of your firm from the list below. Also please indicate other practice areas and areas of special expertise of your firm that are not included in the list.

Administrative Law	Initial Public Offerings (IPOs)
<b>Admiralty and Maritime Law</b>	<b>Insurance Law</b>
<b>Advertising and Marketing</b>	Intellectual Property:
<b>Agency and Distribution</b>	Copyright
Agricultural Law	Trademarks
Alternative Dispute Resolution:	Patents
Arbitration, Mediation	Other
Antitrust and Competition	International Public Law
Aviation and Aerospace	International Litigation and Arbitration
Bankruptcy	<b>International Trade</b>
<b>Banks, Banking and Financial Services</b>	<b>Labor/Employment</b>
<b>Business Law</b>	Media Law
<b>Commercial Litigation</b>	<b>Mergers &amp; Acquisitions</b>
<b>Commercial Real Estate, Zoning, Planning and Land Use</b>	<b>Mortgages Property Funding and Security</b>
<b>Communications and Media</b>	<b>Natural Resources</b>
<b>Construction Law and Litigation</b>	<b>Oil and Gas</b>
Consumer Law	Privatization Law
<b>Contract Law</b>	Product Liability
Corporate Finance	<b>Regulatory Law</b>
<b>Corporate Law</b>	Securities and Stock Exchange
Criminal Law	<b>Taxation</b>
<b>Energy</b>	Technology and Science
Entertainment and the Arts	<b>Torts</b>
<b>Environmental Law</b>	Transportation
<b>Finance</b>	Other practice areas:
<b>Foreign Investment</b>	
<b>Franchise and Franchising</b>	
<b>Government Procurement and Contracts</b>	
<b>Immigration and Naturalization</b>	
<b>Information Technology</b>	

Areas of Special Expertise:  
**Islamic Banking & Insurance**  
**Oil & Gas**