

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: Karakhanyan & Partners Law Office LLC

2. Contact Information:

Primary Firm Location:

Office address: 18/1 Vardanants Str, 3rd floor, Yerevan, Armenia, 0010

Telephone: +374910 (529539), (529509), +37493 (998233)

Fax: +37491 (529509)

e-mail: office@kp.am, vardan@kp.am

Web site: www.kp.am

Other Offices: K&P Law Office

Office address: 01001, Kiev, Mikhaylovski str, 21/13, Building "B"

Telephone: +380971856541

Fax:

e-mail: vardan@kp.am

3. Primary Contacts:

Name: Tatul Khudatyan, Partner

Email: tatul@kp.am

4. Other Contacts:

Name: Vardan Stepanyan, Partner

Email: vardan@kp.am

5. Year of establishment: 2004

Section II: Lawyers and Support Staff

6. Number of Partners: 3

7. Number of Associates : 6

8. Number of Paralegals : 3

9. Please indicate number of lawyers with the advanced degrees: LL.Ms: 3

Candidate of Legal Sciences: _____

10. Languages spoken at the Firm: Armenian, Russian, English, French, Italian

11. How many lawyers speak

English: 7 German: _____ Russian: 9 French: 2 Spanish: _____

12. Interpreters on the staff: Italian _____
(please indicate the languages)

Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients 70 % International Law Firms 30%

Non-Corporate clients _____%

14. Please indicate up to five major corporate clients:

Carrefour hypermarkets in Armenia, Overseas Private Investment Corporation (USA), VTB bank Russia, Armeniawine Factory LLC, C-QUADRAT Ampega Asset Management Armenia

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

Freshfields Bruckhaus Deringer US LLP, Bird & Bird (Munich), Baker & McKenzie (USA), Dentons (Paris and Moscow), Morgan, Lewis & Bockius

15. 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)

16. 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)

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

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

18. Illustrative projects in 2013-2014: _____

Section IV: Law Firm Profile

19. Law Firm Profile (500 words): **Karakhanyan & Partners Law Office (K&P)**, a limited liability company, was established in 2004 in Yerevan, Armenia. In 2009 a subsidiary company 'K&P Law Office' LLC was incorporated in Kiev, to operate in Ukraine, which has made a sharp success in its efforts of being established in Ukrainian legal market.

Today, K&P is a successful law firm with multilingual, young, motivated and highly qualified attorneys and legal advisors who work together to provide comprehensive, highly reliable and cost-effective legal services on wide range of legal matters to clients throughout Armenia and overseas.

K&P specialists have remarkable experience in various areas of Corporate and Commercial Practice; Contracts; Private International Law; IT & Telecommunications; Real Estate; Taxes; Employment; as well as in Litigation. Our business oriented approach emphasizes our knowledge of the regional business environment and the practical understanding of our clients' problems and aims. Our specialists possess highly valuable expertise both in business consulting and litigation.

Our team consists of Partners, the Legal Team, and administrative personnel. The Legal Team is grouped in Consulting Team, Litigation Team, and Operational Team (the latter to carry out mainly operational-legal functions, such as dealing with public authorities, carrying out legal registrations, filings, inquiries, etc). Partners supervise the overall activity of the company; nevertheless they actively participate in the activities of the Legal Team.

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

Non-exclusive cooperation on separate cases

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.

Adam M. Giuliano, Freshfields Bruckhaus Deringer US LLP, T +1 212 277 4048

adam.giuliano@freshfields.com

21. Details of membership in local and international law firm networks, databases, alliances, or associations: _____

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

Admiralty and Maritime Law

Advertising and Marketing

Agency and Distribution

Agricultural Law

Alternative Dispute Resolution:

Arbitration, Mediation

Antitrust and Competition

Aviation and Aerospace

Bankruptcy**Banks, Banking and Financial Services****Business Law**

Commercial Litigation

Commercial Real Estate, Zoning,**Planning and Land Use****Communications and Media**

Construction Law and Litigation

Consumer Law**Contract Law**

Corporate Finance

Corporate Law

Criminal Law

Energy**Entertainment and the Arts****Environmental Law****Finance****Foreign Investment****Franchise and Franchising**

Government Procurement and Contracts

Immigration and Naturalization

Information Technology

Initial Public Offerings (IPOs)

Insurance Law**Intellectual Property:**

Copyright

Trademarks

Patents

Other

International Public Law

International Litigation and Arbitration

International Trade

Labor/Employment**Media Law****Mergers & Acquisitions****Mortgages Property Funding and****Security****Natural Resources**

Oil and Gas

Privatization Law

Product Liability

Regulatory Law

Securities and Stock Exchange**Taxation**

Technology and Science

Torts

Transportation

Other practice areas:

Areas of Special Expertise:

Insurance, Energy, Real Estate, Trademarks,

Labor Law