

## QUESTIONNAIRE/APPLICATION

**For the CIS Local Counsel Law Firms  
in preparation for the 6th CIS Local Counsel Forum in Almaty on June 22-24, 2011**

4 April 2011

### Section 1: Law Firm

1. Name and country of the law firm: **Turcan Cazac (Moldova)**
2. Contact Information:
 

Primary Firm Location:	<b>Chisinau, Moldova</b>
Office address:	Turcan Cazac Str. Puskin 47/1-5a Chisinau, MD 2005 Republic of Moldova
	Telephone: (373 22) 21 20 31, 22 61 13, 21 18 44, 21 18 46
	Facsimile: (373 22) 22 38 06
	Web: <a href="http://www.TurcanLaw.md">www.TurcanLaw.md</a>
	Email: <a href="mailto:Alexander.Turcan@TurcanLaw.md">Alexander.Turcan@TurcanLaw.md</a>

Other Offices:                   N/A
3. Primary Contacts:
 

Name: Alexander Turcan, managing partner
Email: <a href="mailto:Alexander.Turcan@TurcanLaw.md">Alexander.Turcan@TurcanLaw.md</a>
4. Other Contacts:
 

Name: Octavian Cazac, partner
Email: <a href="mailto:Octavian.Cazac@TurcanLaw.md">Octavian.Cazac@TurcanLaw.md</a>
5. Year of establishment: **1999**

### Section II: Lawyers and Support Staff

6. Number of Partners: **two**
7. Number of Associates : **ten**
8. Number of Paralegals : **two**
9. Please indicate number of lawyers with the advanced degrees: LLMs: **nine**  
Candidate of Legal Sciences: **N/A**
- Languages spoken at the Firm: **English, Romanian (Moldovan) and Russian**
10. How many lawyers speak

English: \_\_\_\_ German: \_\_\_\_ Russian: \_\_\_\_ French: \_\_\_\_ Spanish: \_\_\_\_

**All the lawyers are fluent in English, Romanian (Moldovan) and Russian.**

**French and Spanish are not working languages for our firm, although some of our lawyers have basic conversational-level knowledge of French and Spanish.**

11. Interpreters on the staff: N/A

### Section III: Client Details

14. Classify your clients (in percentage):

Corporate Clients **50%** International Law Firms **45%**

Non-Corporate clients **5%**

15. Please indicate up to five major corporate clients:

- European Bank for Reconstruction and Development (EBRD)
- International Finance Corporation (IFC)
- Black Sea Trade and Development Bank (BSTDB)
- Procter & Gamble
- Philip Morris

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

- Baker & McKenzie
- Clifford Chance
- Linklaters
- DLA Piper
- White & Case
- Salans
- Many others

17. 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 30 % (each third client is international)
- up to 100% (almost all clients are international)**
- up to 50% (half of clients are international)

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

- 0% (none)
- up 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)**

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

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

20. Illustrative projects in 2010-2011:

1.	<b>Selected M&amp;A Deals</b>	<b>Party advised</b>
1.1	In June 2010 completed 11 months of work on Horizon Capital's investment into Moldovan Bostavan Wineries Group	Purchaser
1.2	Disposal by Romanian GSK subsidiary of equity interest in Moldovan subsidiary to local partner	Romanian GSK subsidiary
1.3	Acquisition by Ukraine's Slavutich Breweries (member of Carlsberg Group) of local distributor of Russia's Baltika Breweries (also member of Carlsberg Group)	Slavutich Breweries
1.4	Restructuring of Lactalis Group holdings in 3 Moldovan investee companies by way of dissolution of an intermediary holding company; worked with Salans offices from NY, Kyiv and Almaty on process that lasted more than 12 months and ended in January 2011	Lactalis Group (France) – owner of dairy brand "President"

2.	<b>Selected Banking/Finance Deals</b>	<b>Party Advised</b>
2.1	Restructuring of existing loan facility and provision of new loan facility by the European Bank for Reconstruction and Development (EBRD) and International Finance Corporation (IFC) to ICS RED Union Fenosa SA (largest electricity supplier in Moldova)	EBRD and IFC
2.2	Refinancing by B.C. Moldova-Agroindbank S.A. of the loan facility received by Bemol Retail SRL (3 <sup>rd</sup> local oil company by sales) by Credit Suisse International	Credit Suisse International
2.3	Financing of I.M. Regia Transport Electric (municipal trolleybus utility) by EBRD	EBRD
2.4	Financing of Municipality of Chisinau by European Investment Bank (EIB)	EIB
2.5	Financing of B.C. Moldova-Agroindbank S.A. by IFC	IFC
2.6	Financing of Municipality of Chisinau by IFC	IFC
2.7	Financing of the Trans Oil group of companies by EBRD and SocGen	EBRD

#### Section IV: Law Firm Profile

Law Firm Profile (500 words):

**Turcan Cazac** (formerly known as Turcan & Turcan) is the leading business law firm from the Republic of Moldova. The firm's client portfolio includes over 350 foreign companies operating in Moldova. The firm was ranked during the past eleven consecutive years as the leading commercial/corporate law firm in Moldova by the researchers of Chambers Global/Europe, Legal 500, IFLR1000, PLC Which Lawyer?, Who's Who Legal in M&A, Who's Who Legal in CIS, Best Lawyers. The firm's team is described by researchers as "*clearly the best*" in Moldova, "*a clear leader in the Moldovan market*", and "*leading law practice in the country*", while the "*level of service*" is described by clients and researches as "*superb*". The firm made '*best friends*' among fellow leading law firms in Almaty, Ashgabat, Astana, Baku, Bishkek, Bucharest, Kyiv, Moscow, Minsk, St. Petersburg, Tashkent, Tbilisi and Yerevan. The firm is an advocate of reform and improvement of the legal environment for doing business and an active member of the Moldovan business community.

## 21. Practice Areas:

Please mark 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****Labour/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: