

## QUESTIONNAIRE/APPLICATION

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

4 April 2011

### Section 1: Law Firm

1. Name and country of the law firm: Advocates Bureau Yug, Russia

2. Contact Information:

Primary Firm Location:

Office address: 16, Krasnaya Street, Krasnodar, 350063, Russia

Telephone: +7 861 27 99 111

Fax: +7 861 27 99 222

e-mail: [office@abylaw.com](mailto:office@abylaw.com), ipustovit@abylaw.com

Web site: [www.abylaw.com](http://www.abylaw.com)

Other Offices: \_\_\_\_\_

Office address: \_\_\_\_\_

\_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

e-mail: \_\_\_\_\_

3. Primary Contacts:

Name: Yuri Pustovit

Email: ypustovit@abylaw.com

4. Other Contacts:

Name: Inna Pustovit

Email: ipustovit@abylaw.com

5. Year of establishment: 1995

### Section II: Lawyers and Support Staff

6. Number of Partners: Two

7. Number of Associates : Six

8. Number of Paralegals : Three

9. Please indicate number of lawyers with the advanced degrees: LLMs: One  
Candidate of Legal Sciences: One

10. Languages spoken at the Firm: Russian, English

11. How many lawyers speak

English: Seven German: None Russian: All French: None Spanish: None

12. Interpreters on the staff: English

(please indicate the languages)

### Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients 80 % International Law Firms 15%

Non-Corporate clients 5%

14. Please indicate up to five major corporate clients:

Impress Group, JSC "Tamanneftegaz", JSC "APF "Fanagoria", MediaMarkt, Adecco,

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

Salans, CMS, Goltsblat Blp, Lovells CIS, Egorov, Puginsky, Afanasiev & partners

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 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 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 2010-2011:

Bankruptcy procedures of one of the biggest regional developer; legal advising of federal energetic company – JSC "MRSK-Yuga" and JSC "Kubanenergo"; legal advising of gambling company – RoyalTimeGroup for building and operating casino under new RF legislation; legal advising of Krasnodar krai administration on conclusion agreement with Bernard Charles Ecclestone on Formula1 track construction and promoting in Sochi, Russia; tax advising of LLC "Sports stores network "Topliga"; representing Rosselkhozakademia in major land litigation; legal advising on MTS for land plots obtaining, etc.

**Section IV: Law Firm Profile**

20. Law Firm Profile (500 words):

**ABY** (ADVOCATES BUREAU YUG) is a law firm providing legal services to Russian and foreign companies in the south of Russia. **ABY**, located in Krasnodar, consists of 10 experienced lawyers working in a centrally-located office equipped with the latest office communication technology. For more than 15 years, **ABY** has assisted companies with legal advice regarding attracting investments, land acquisition and real estate transactions, mergers and acquisitions, reorganization and restructuring, creating and managing international holding companies, defending against hostile takeovers, intellectual property, labour law, tax law, and construction, as well as litigation in general jurisdiction courts and arbitration courts at various levels. **ABY's** attorneys are recognized by the International Bar Association, the Chartered Institute of Arbitrators, the International Association of Young Lawyers, AEB, AmCham, and other international professional associations.

**ABY** is constantly expanding the area it serves while acquiring practical experience in solving highly complex problems. Our company aims at satisfying the needs of clients, and stands by the principals of confidentiality and legal ethics. **ABY** helps their customers to do business in Russia and abroad at the highest level of efficiency in a legally safe manner. According to Pravo.ru ratings, Advocates bureau Yug is the 42<sup>nd</sup> in the rating “Best law companies in Russia. Top 100” and the 7<sup>th</sup> in the rating “Best regional law companies in Russia”.

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

Salans, non-exclusive partnership

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.

Salans, St. Petersburg  
36, Moika Embankment, 191186, St. Petersburg, Russia  
Tel: +7 812 325 8 444, fax: +7812 325 8454  
Contact person- Glenn Kolleeny, Partner

[GKolleeny@salans.com](mailto:GKolleeny@salans.com)

22. Details of membership in local and international law firm networks, databases, alliances, or associations: IBA, AIJA, CIArb, Law chamber of Krasnodarskii krai, AEB, AmCham, Martindale-Hubbell, Entrepreneurship Counsel under Krasnodar krai Governor, Who is who

23. Practice \_\_\_\_\_

---

---

---

---

---

## 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:

\_\_\_\_\_

\_\_\_\_\_