

## 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: Andrey Gorodissky & Partners Law Firm, Moscow, Russia
2. Contact Information:
 

Primary Firm Location:	Znamenka St., 13, Building 3, 119019 Moscow, Russia
Office address:	Znamenka St., 13, Building 3, 119019 Moscow, Russia
Telephone:	+7 (495) 933 75 67
Fax:	+7 (495) 697 92 26
e-mail:	office@agp.ru
Web site:	www.agp.ru
Other Offices:	_____
Office address:	_____
	_____
Telephone:	_____
Fax:	_____
e-mail:	_____
3. Primary Contacts:
 

Name:	Andrey Gorodissky, Managing Partner, Attorney
Email:	andreyg@agp.ru
4. Other Contacts:
 

Name:	Dmitri Lubomudrov, Partner, Attorney
Email:	dlubomudrov@agp.ru
5. Year of establishment: 1992

### Section II: Lawyers and Support Staff

6. Number of Partners: 13
7. Number of Associates : 8
8. Number of Paralegals : 4
9. Please indicate number of lawyers with the advanced degrees: LLMs: 1  
Candidate of Legal Sciences: 3  
Doctor of Science: 1

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

11. How many lawyers speak

English: 25      German: 3      Russian: 25      French: 3      Spanish: \_\_\_\_

12. Interpreters on the staff: 3 English, German, French

(please indicate the languages)

### Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients 99 %      International Law Firms 1 %

Non-Corporate clients \_\_\_\_ %

14. Please indicate up to five major corporate clients:

**Magnitogorsk Iron and Steel Works, Ferrero Group, Samsung, RUSNANO, DAF Trucks/PACCAR Group**

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

**Debevoise & Plimpton LLP, Herbert Smith LLP**

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)      **2%**
- 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 ...capped fee arrangements**
- fixed (fixed budget)**

19. Illustrative projects in 2010-2011:

- Representing Magnitogorsk Iron & Steel Works OJSC (MMK OJSC), a Russian major producer of steel, in acquisition of 100% stock in a Turkish steel company for further construction of steel-making and new rolling facilities (project value \$1.2 billion)

- Acting as legal counsel to the shareholders of the seller in an ongoing project of sale of a large Russian retailer by a Western European Investment Fund. The anticipated volume of the deal is \$100 million. Our work involves: corporate restructuring of the seller and the target company for the purpose of this transaction as well as drafting and negotiating of the transactional documents.
- Advice on Russian law matters to the investment departments of international and Russian banks – organizers of the IPO of United Company RUSAL Limited, the world leading international aluminum producer, that took place on the Hong-Kong stock exchange and the NYSE Euronext stock exchange (Paris) in January 2010. As the result of the transaction, which was one of the biggest in the international capital market in the first month of the new year, UC RUSAL Ltd. raised US\$ 2.24 billion.
- Representing investors in one of the largest real estate development projects in Moscow (Moscow City) including full-range legal support to the acquisition transaction, providing diverse corporate matters support, drafting of shareholders' agreements, representing of the project company and sponsors in obtaining project financing from a Russian bank

#### **Section IV: Law Firm Profile**

##### 20. Law Firm Profile (500 words):

Andrey Gorodissky & Partners was founded in 1992 and is recognised as one of the leading Russian firms of business lawyers. At its foundation the firm had the name "Business & Law" that in April 2000 was changed to "Andrey Gorodissky & Partners" to conform with the standards adopted in the attorney's business. The firm is highly specialised in the provision of comprehensive services to foreign companies and financial institutions doing business in Russia. The firm's client base ranges from multinational, US, Western European and Asian companies (approximately 70% of the practice) to major and medium-size Russian enterprises. The partners of the firm have the status of advocates under Russian laws and are members of the Moscow Bar Association. The firm acts on a permanent basis as local counsel on the matters of Russian law for various international law firms. The lawyers of the firm adhere to the international professional and ethical standards. The firm has accumulated unparalleled experience in handling complicated crossborder transactions and investment projects involving participants and counsel located in various jurisdictions. The lawyers of the firm have in-depth knowledge of Russian laws and the practice of their application, as well as profound understanding of the country's economic, political and social environment, combined with the good command of the western standards and rules of doing business.

Our lawyers have broad experience and a reputation for offering a full range of quality legal services to Russian and foreign businessmen and companies operating in various branches of industry and commerce. They provide advice, represent clients in commercial negotiations, before Russian common and state commercial (arbitrazh) courts, and in international commercial arbitration in Russia and abroad, draft corporate documents, contracts and other legal instruments of any level of complexity.

Andrey Gorodissky and Partners was granted the Silver and the Special Distinction 2010 awards of the International Legal Alliance Summit & Awards and was named Best Law Firm in Russia for Capital Markets legal work 2009 by Corporate INTL Magazine.

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

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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.

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22. Details of membership in local and international law firm networks, databases, alliances, or associations: \_\_\_\_\_

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23. 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:

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Areas of Special Expertise: