

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: Law Group "Argument", Belarus
2. Contact Information:

Primary Firm Location:
Office address: 220073, Minsk, Belarus, 22-35 Olshevskogo Str.

Telephone: +375 17 312 14 32, +375 29 389 89 89
 Fax: +375 17 312 14 34
 e-mail: info@argument.by
 Web site: www.argument.by

Other Offices: _____
 Office address: _____

Telephone: _____
 Fax: _____
 e-mail: _____
3. Primary Contacts:

Name: partner Dmitry Matveyev
 Email: matveev@argument.by
4. Other Contacts:

Name: senior partner Denis Aleinikov
 Email: aleinikov@argument.by
5. Year of establishment: 2006

Section II: Lawyers and Support Staff

6. Number of Partners: 3
7. Number of Associates : 6
8. Number of Paralegals : 2

9. Please indicate number of lawyers with the advanced degrees: LL.Ms: 0

Candidate of Legal Sciences: 1

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

11. How many lawyers speak

English: 5 German: 2 Russian: 11 French: 0 Spanish: 0

12. Interpreters on the staff: English, German
(please indicate the languages)

Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients 80 % International Law Firms 5 %

Non-Corporate clients 15 %

14. Please indicate up to five major corporate clients:

Tupperware, Air Baltic Corporation, McDonald's, Tikkurila,

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

One of the biggest Czech law firms

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:

Overall legal support of the pending foreign investment project in Belarus (approx. investments amount is some EUR 250 mln.). Investments scope: telecommunications and infrastructure.

The investment project has been legally developed by Law Group “Argument” and is now being negotiated and considered with all ministries and other state authorities involved. Being so called “the highest level investment project” it is finally awaiting approval by the President of the Republic of Belarus. This will probably be the first example of Public-Private Partnership with the foreign investor in the Republic of Belarus. According to the information from the Ministry of Economy we don't have any other investment project of “the highest level investment project” registered in year 2010.

Developing the letter of intent between the Republic of Belarus and the Client.

Developing the foreign investments agreement between the Client and the Republic of Belarus.

Preparing legal memos on wide range of issues relating to the investment project implementation.

Client: Tupperware CIS

Description of the matter:

Overall legal support of the start-up business in Belarus which resulted in incorporation of a legal entity, development of the sales network and its successful business operation.

Preparing legal memos on general business law, tax, customs and corporate law related issues.

Everyday legal support of business operation.

Client: LLC “Hot tours chain of shops”, Joint Belarusian-Russian LLC with the participation of the Russian investors named “Russian Funds”.

Description of the matter:

Initially “Argument” accompanied the M&A deal between the Belarusian chain of hot tours travelers' “shops” and the “Russian Funds” (the latter holds the largest Ukrainian and Russian chain of hot tours travelers' bureaus) resulted in establishment of LLC “Hot tours chain of shops” in Belarus.

At the moment we support expansion of the network in Belarus.

Representation in the litigation before the Supreme Court of Belarus on the trade mark dispute (decision is pending), and also in other litigation processes.

Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

Law Group «Argument» renders complex legal services on support of investment projects of foreign as well as domestic investors on the territory of the Republic of Belarus. The biggest national and international companies such as British-American Tobacco Trading Company, British Telecom, McDonald's, Ernst & Young, Colliers International, Bellakt, Syabar Brewery (Heineken), KrasnoselskStroiMaterialy and others are among the clients of Law Group «Argument».

Quality of our lawyers' work has been recognized in the major authoritative international law rankings such as Chambers Europe, Legal 500, International Financial Law Review 1000, Best Lawyers International.

Our lawyers took part in the drafting of:

- The Constitutional Act of the Union State of Belarus and Russia
- The Customs Code of the Republic of Belarus

- The Budget Code of the Republic of Belarus

Presently the lawyers of Law Group «Argument» are taking part in the working group of the National Centre of Legislation and Legal Research of the Republic of Belarus under the auspices of the President of the Republic of Belarus for drafting the Concept of Development of the Institution of Rendering Legal Aid in the Republic of Belarus.

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

Law Group “Argument” does not have any exclusive cooperation with international law firms.

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.

22. Details of membership in local and international law firm networks, databases, alliances, or associations: N/A

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.

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| Administrative Law | Commercial Real Estate, Zoning, Planning and Land Use |
| Admiralty and Maritime Law | Communications and Media |
| Advertising and Marketing | Construction Law and Litigation |
| Agency and Distribution | Consumer Law |
| Agricultural Law | Contract Law |
| Alternative Dispute Resolution: | Corporate Finance |
| Arbitration, Mediation | Corporate Law |
| Antitrust and Competition | Criminal Law |
| Aviation and Aerospace | Energy |
| Bankruptcy | Entertainment and the Arts |
| Banks, Banking and Financial Services | Environmental Law |
| Business Law | Finance |
| Commercial Litigation | 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

Areas of Special Expertise:

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: