

## 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: "Arzinger" Ukraine
2. Contact Information:
 

Primary Firm Location:  
Office address: 75 Zhylyanska str, Business Center "Eurasia", 5<sup>th</sup> floor, 01032, Kiev, Ukraine

Telephone: +38 044 390 55 33  
 Fax: +38 044 390 55 40  
 e-mail: info@arzinger.ua  
 Web site: www.arzinger.ua

Other Offices: \_\_\_\_\_  
 Office address: 6, Generala Chuprynky St., Office 1, 79013, Lviv, Ukraine;

Telephone: +38 032 242 96 96;  
 Fax: +38 032 242 96 95  
 e-mail: info@arzinger.ua
3. Primary Contacts:
 

Name: Pavlo Khodakovski  
 Email: assistant5@arzinger.ua
4. Other Contacts:
 

Name: \_\_\_\_\_  
 Email: \_\_\_\_\_
5. Year of establishment: 2002

### Section II: Lawyers and Support Staff

6. Number of Partners: 8
7. Number of Senior Associates : wnd
8. Number of Paralegals : wnd
9. Please indicate number of lawyers with the advanced degrees: LLMS: wnd  
 Candidate of Legal Sciences: wnd
10. Languages spoken at the Firm: English, German, Russian, Ukrainian

11. How many lawyers speak

English: all      German: majority      Russian: all      French: 3      Spanish: none

12. Interpreters on the staff: English, German, Russian, Ukrainian  
(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:

Porsche Ukraine, Bayer Ukraine, Raiffeisen Bank Aval, Sopharma, Henkel

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

wnd

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)  
 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)  
 fixed (fixed budget)       other .....

19. Illustrative projects in 2010-2011:

Representing interests of Boydak Dis Tic A.S., part of Boydak Holding (Turkey), on acquisition of Forte Ukraine Furniture Factory Ltd. from Fabryk mebli Forte S.A. (Poland). The sum of the deal amounted 13.5 mln USD. While working on the project, Arzinger provided a full-scale legal support, preparing all the required documents and obtaining a permit of the Antimonopoly Committee of Ukraine for Boydak Holding to buy a 100% stake in Forte Ukraine Furniture Factory Ltd.

Representation the interests of the insurance company against a claim of over 1.000.000 EUR.

Representation the interests of the client before the Kyiv Appellate Economic Court and the Higher Economic Court of Ukraine.

Assistance of a major Ukrainian sunflower oil producer in obtaining AMCU clearance for concerted practices in the industry

Representation the interests of Porsche in a dispute with tax authorities on declaring tax claims charging our client with a tax in the amount of more than USD 16 million as unlawful.

Representation of the interests of the client before International Commercial Arbitration Court under the Ukrainian Chamber of Commerce and Industry in a case involving a claim against CJSC “Kyivstar J.S.M.” (Ukraine) on recovery of EUR 440792.21 under a contract concerning development strategies of Kyivstar as a multi-service operator in Ukraine.

Advise on transaction of the merger of milk market leaders - Galychyna CJSC and TD West Milk Group (Kovelmoloko OJSC), including structuring the transaction, obtaining permit of the Antimonopoly Committee, preparing transaction documentation, transaction and closing of the deal.

Merger of insurance companies “Jupiter” and “VAB-life” according to a new law on Joint Stock Companies (denomination and dematerialization of shares): advising, deal structuring, preparing set of documentations, accompanying procedures in State Securities’ Commission and State Commission on Financial Services.

Advising on potentials in Ukraine, legal framework in Ukraine for renewable energy resources, sales abroad (especially on the European market with regard to sustainability criteria and the Renewable Energy Directive).

Advising UDC Holding on entering into a management and franchise agreement with a global hotel operator ACCOR on development of ETAP network all over Ukraine, supporting negotiations of the parties, advice on tax and intellectual property issues, investment structuring, advice on various corporate and construction law issues.

Advising Ukrainian developer on entering into a management and franchise agreement with a global hotel operator HILTON regarding hotel development in Odessa, negotiations with the operator, advice on tax and intellectual property issues, investment structuring, advice on various corporate and construction law issues.

Advising Bunge on acquisition and lease issues of elevators (grain storage facilities) all over Ukraine. Advice on various Ukrainian real estate, corporate, antimonopoly, insolvency issues, legal due diligence, tax and corporate investment structuring, closing.

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

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

Arzinger (prior to March 2009, Arzinger & Partners Ukraine) is one of the leading independent legal experts in Ukraine providing the best quality legal services to leading international and local companies. The firm’s expertise includes M&A, corporate law, real estate and construction, antitrust and competition, litigation and arbitration, IPR, tax, banking & finance, public-private partnership, public procurement, employment, administrative law, capital markets and IPOs. We serve clients operating in financial services, energy, real estate, pharmaceuticals, food &

beverages, telecommunications, retail, aerospace, agriculture, and infrastructure & transport industries.

Arzinger employs the best, highly qualified professionals with vast hands-on experience in wide range of matters, many of which are acknowledged leaders on the Ukrainian legal market and recognised by the reputable international and local rankings. Our lawyers have deep knowledge and understanding of the local market, professional experience, international education and background. As a result, Arzinger can offer extensive legal assistance to effectively support variety of complex and challenging transactions, including matters of transnational character.

The firm is headquartered in Kyiv and maintains two representative offices in Western and Southern Ukraine, which allows the firm to offer legal advice and support to its clients around Ukraine. The firm has built close working relationships with high-profile law firms in other jurisdictions enabling our clients to have access to global legal services of unsurpassed quality.

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

Linklaters, Eversheds, Bird & Bird and others

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.

21. Details of membership in local and international law firm networks, databases, alliances, or associations: Alfa, Mackrell International, State Capital Group, American Chamber of Commerce, European Business Association.

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:  
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