

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: **GRATA Law Firm**

Kazakhstan

2. Contact Information:

Primary Firm Location: **Republic of Kazakhstan**

Office address: **104, M. Ospanov Str., Almaty, 050020**

Telephone: **+7 (727) 2445-777**

Fax: **+7 (727) 2445-776**

e-mail: **info@gratanet.com**

Web site: **www.gratanet.com**

Other Offices: **Uzbekistan, Azerbaijan, Kyrgyzstan, Turkmenistan, Tajikistan, Georgia, Mongolia, representative offices in the United Kingdom, US**

3. Primary Contacts:

Name: **Rashid Gaissin**

Email: **rgaissin@gratanet.com**

4. Other Contacts:

Name: **Zafar Malikov**

Email: zafar@gratanet.com

Name: **Aliya Aralbayeva**

Email: **aaralbayeva@gratanet.com**

5. Year of establishment: **1992**

Section II: Lawyers and Support Staff

6. Number of Partners: **23**
7. Number of Associates : 75 _____
8. Number of Paralegals :25 _____
9. Please indicate number of lawyers with the advanced degrees: LLMs: up to 40%
Candidate of Legal Sciences: 6%
10. Languages spoken at the Firm: Russian, English, French, German, Spanish Kazakh, Uzbek, Azeri, Kyrgyz, Georgian, Mongolian, Turkish, Tajik.

11. How many lawyers speak

English: 90 German: 11 Russian: 118 French: 10 Spanish: 1

12. Interpreters on the staff: 6 (English)
(please indicate the languages)

Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients 50 % International Law Firms 30%

Non-Corporate clients 20%

14. Please indicate up to five major corporate clients:

Procter & Gamble, Samsung C&T, OMV Petrom, Lufthansa, Maersk.

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

UK Magic Circle Law Firms & Silver Circle law Firms; large US 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)
 fixed (fixed budget) other ...capped fees.....

19. Illustrative projects in 2010-2011:

1) Advising **China Development Bank** on the 7,5 billion financing of Central Asia-China Gas pipeline project;

2) Advising on the proposed **London IPO of NordGold**, precious metals unit of **Severstal**, Russia's largest steel producer;

3) Advising **Samruk-Kazyna** on People's IPO, the largest IPO of Kazakh national companies;

4) Advising **Polyus-Gold** and KazakhGold on securities and GDR additional issues and Reverse Takeover project (reverse IPO);

5) Advising **KNOC** on the acquisition of a control stake in Sumbe JSC.

Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

GRATA Law Firm was founded 1992. It is the leading law firm in Central Asia and the Caspian region with around 100 lawyers and network of offices in Kazakhstan (Almaty, Astana, Atyrau, Aktau, Aktobe, Aksai, Karaganda), Uzbekistan (Tashkent), Azerbaijan (Baku), Kyrgyzstan (Bishkek), Tajikistan (Dushanbe), Turkmenistan (Ashgabat), Georgia (Tbilisi), as well as representative offices in the United Kingdom (London), USA (New York). Since its establishment in April 1992 GRATA gained experience in the following areas of practice: Energy and Natural Resources, M&A and Corporate, Banking and Finance, Real Estate, Regulatory, Environment and Climate Change, Industry Sectors, Insurance, Intellectual Property, Antitrust, Employment, Litigation and Dispute Resolution, Restructuring and Insolvency, Taxation and Tax Litigation. GRATA Law Firm is the member of the following Associations: British-Kazakh Law Association; Kazakhstan Association of Taxpayers; Kazakhstan Petroleum Lawyers Association(KPLA); European Business Association of Kazakhstan (EUROBAK); British-Kazakh Society; American Chamber of Commerce in Kazakhstan (AmCham); The Chamber of Commerce and Industry of the Republic of Kazakhstan. GRATA awards: Energy & Resources Deal of the Year (China Law Awards, 2009); Project Finance Deal of the Year (China Law Awards, 2009); Corporate Team of the Year 2009; M&A Team of the Year 2009; Mining Team of the Year 2010; Capital Market Team of the Year 2010; Finance & Securities Team of the Year 2010; Halyk IPO Award: Best Due Diligence Counsel (2007).

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

GRATA Law Firm is an independent legal practice. Although we've worked with a large number of international legal practices, we have no affiliation/exclusive arrangements with any practices.

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.

1. Mr Andrei Baev, partner, Allen & Overy, London;

2. Mr Simon Bushell, partner, Herbert Smith LLP, London.

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

British-Kazakh Law Association;
Employment Law Alliance;
Kazakhstan Petroleum Lawyers association.

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	Patents
Admiralty and Maritime Law	Other
Advertising and Marketing	International Public Law
Agency and Distribution	International Litigation and Arbitration
Agricultural Law	International Trade
Alternative Dispute Resolution:	Labor/Employment
Arbitration, Mediation	Media Law
Antitrust and Competition	Mergers & Acquisitions
Aviation and Aerospace	Mortgages Property Funding and Security
Bankruptcy	Natural Resources
Banks, Banking and Financial Services	Oil and Gas
Business Law	Privatization Law
Commercial Litigation	Product Liability
Commercial Real Estate, Zoning, Planning and Land Use	Regulatory Law
Communications and Media	Securities and Stock Exchange
Construction Law and Litigation	Taxation
Consumer Law	Technology and Science
Contract Law	Torts
Corporate Finance	Transportation
Corporate Law	Other practice areas:
Criminal Law	
Energy	
Entertainment and the Arts	Areas of Special Expertise:
Environmental Law	
Finance	Energy and Natural Resources
Foreign Investment	
Franchise and Franchising	Banking and Finance
Government Procurement and Contracts	
Immigration and Naturalization	
Information Technology	
Initial Public Offerings (IPOs)	
Insurance Law	
Intellectual Property:	
Copyright	
Trademarks	