

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: **Lex Analitik law firm, Kazakhstan**
2. Contact Information:
Primary Firm Location:
Office address: **Office 61, 65 Nurmakov street, Almaty**
Telephone: **8 (727) 258 48 88, 258 48 89, 3 79 57 63**
Fax: **8 (727) 258 48 88**
e-mail: **lexanalitik@lexanalitik.com**
Web site: **www.lexanalitik.com**

Other Offices: **Moscow**
Office address: **127486, Moscow,
Korovinskoe 10/2, office 104**

Telephone: **(+7 985) 784-50-30**
Fax:
e-mail: **n.slovyak@lexanalitik.com**
3. Primary Contacts:
Name: **Ekaterina**
Email: **lexanalitik@lexanalitik.kz**
4. Other Contacts:
Name: **Saltanat**
Email: **s.kerim@lexanalitik.kz**
5. Year of establishment: **1996**

Section II: Lawyers and Support Staff

6. Number of Partners: **4**
7. Number of Associates : **5**
8. Number of Paralegals : **1**
9. Please indicate number of lawyers with the advanced degrees: LLMs: 0
Candidate of Legal Sciences: 1
10. Languages spoken at the Firm: **Russian and English**
11. How many lawyers speak

English: 4 German: ___ Russian: all French: ___ Spanish: ___

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 **0 %**
Non-Corporate clients **20 %**

14. Please indicate up to five major corporate clients:
Ingelheim Pharma Ges mbH Representative Office Almaty, CapitaLand Express LLP, Chemonics International Inc., EMP Recycling, LEGRAND snc.

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

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:

- 1) Lex Analytik has advised a Latvian bank on lending to Kazakh companies, and on issues relating to the pledge of immovable and movable property by Kazakh companies.
- 2) Lex Analytik has advised a major supplier of household goods on how best to improve its practice and on how to reduce its tax burden by using offshore schemes.

- 3) Lex Analitik has advised the representative office of a major pharmaceutical company on copyright law and international taxation.
- 4) Lex Analitik has hosted seminars on various legal issues for major oil companies, i.e. **Agip Kazakhstan North Caspian Operating Company, Karachaganak Petroleum Operating B.V., and Tengizchevroil.**
- 5) Lex Analitik has advised a major Ukrainian oil company on the export and processing/refining of crude oil and its products.
- 6) Lex Analitik has represented the interests of a Lithuanian manufacturing company in the sale of a land plot.

Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

Established in 1996, Lex Analitik is a law firm with extensive experience and well-established traditions of legal practice.

Our Company is represented by a team of high calibre lawyers with considerably professional expertise and comprehensive experience in the practice of both national and international law. We provide our professional legal services across the territory of the Republic of Kazakhstan and in the majority of CIS countries.

The experience we have acquired enables Lex Analitik to perform a comprehensive legal evaluation of the professional aspects of our Clients' businesses, and advise them on the most effective course of action, often for highly complex projects.

During the course of the company's 15 years of successful operation, Lex Analitik Law Firm have developed the skills and expertise necessary to consistently satisfy the often challenging needs of its diverse client base. We work effectively within the Republic of Kazakhstan and other countries within the territory of the CIS, providing competent legal support to a number of companies operating in various business sectors.

Our specialists have an impeccable record in judicial proceedings in all facets of the national legal system. Our team of dedicated lawyers effectively represent our Clients in arbitration courts and before competent state authorities and are also experienced in mediation.

We acknowledge how important it is for businesses to rely on and have confidence in their

legal advisors, so every year we insure our professional liability before our Clients.

In our work we do not limit ourselves to the client's commission but carefully consider any related issues, striving to offer a fully comprehensive range of legal services. We are confident in our ability to solve any type of problem as quickly as possible without compromising our high standards.

We specialize in the following:

- Investment Activities
- Law on Subsoil
- Mergers and Acquisitions
- Corporate Governance
- Banking Law
- Pharmaceutical and Medical Law
- Construction Law
- Brokerage Law
- Securities market
- Intellectual Property Law
- Insurance Law
- Real Estate Law
- Employment Law

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

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.

Deloitte LLP

Vladimir Kononenko

Managing Partner

e-mail: vkononenko@deloitte.kz

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

- Chartered Institute of Arbitrators, United Kingdom;
- Kazakhstan Petroleum Lawyers Association;
- US Chamber of Commerce.

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:

Pharmaceutical Law

Areas of Special Expertise:
