

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: Salkom Law Firm, Ukraine

2. Contact Information:

Primary Firm Location:

Office address: 12 Khreschatyk Str., Kyiv 01001 Ukraine

Telephone: +38 044 537-39-40

Fax: +38 044 537-39-55

e-mail: salkom@salkom.kiev.ua

Web site: www.salkom.ua

Other Offices: _____

Office address: _____

Telephone: _____

Fax: _____

e-mail: _____

3. Primary Contacts:

Name: Evgen Kubko

Email: evgen.kubko@salkom.kiev.ua

4. Other Contacts:

Name: Valeriy Lukomsky

Email: valeriy.lukomskiy@salkom.kiev.ua

5. Year of establishment: 1990

Section II: Lawyers and Support Staff

6. Number of Partners: 6

7. Number of Associates : 30

8. Number of Paralegals : 3

9. Please indicate number of lawyers with the advanced degrees: LLMS: _____
Candidate of Legal Sciences: 4 Professor: 1

10. Languages spoken at the Firm: Ukrainian, Russian, English

11. How many lawyers speak
English: 18 German: ____ Russian: 33 French: ____ Spanish: ____

12. Interpreters on the staff: 1 – English
(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:
Lufthansa Airlines, Lukoil, Nippon Soda Co Ltd, UniCredit Bank, Winner Ford

15. Please indicate up to five international law firms you serve as a local counsel to:
Eversheds LLP, Squire, Sanders & Dempsey LLP, Baker & McKenzie,

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: _____

Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

The Salkom Law Firm is one of the top law firms in Ukraine that specialises in providing complex and comprehensive legal advice and assistance to a diverse range of business clients. Salkom is one of the oldest national firms that has been providing top-quality legal advice to its clients, from large corporations to privately owned companies, since 1990.

The Firm's lawyers have received thorough and comprehensive training and enjoy extensive expertise in various areas of law, and the Firm's consultants and experts include renowned Ukrainian and foreign lawyers. Salkom's employees are fluent in foreign languages and this allows them to communicate easily and effectively with international clients.

The Firm unites lawyers who have a wealth of experience in acting for clients. The Salkom Law Firm comprises of specialised departments that practise in a variety of areas of law but at the same time the Firm represents a solid team of professionals. Over the years, the firm has assisted numerous domestic and foreign clients in relation to commercial litigation, national and international arbitration and alternative dispute resolution.

Partners and leading lawyers provide cutting-edge legal advice to major business projects. The Firm renders top-quality legal assistance to global national and international companies, and has built up an impeccable professional reputation.

Since 1992, the Scientific and Analytical Centre consisting of renowned Ukrainian scientists, experts, and practitioners has been acting under the auspices of the Firm. The Centre has been regularly publishing scientific works dedicated to the most pressing issues of the practice of law written by famous Ukrainian and foreign scientist, practitioners, politicians and statesman. The Centre is also responsible for organising seminars, conferences and round-table discussions.

The Firm adheres to internationally acknowledged practices and standards of legal profession. The Firm's professional success lies in its ability to find flexible and tailored solutions and to pursue a proactive approach to its clients' needs and stems from the Firm's capacity to ensure the supreme quality of legal services, and to keep strict confidentiality.

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

Eversheds LLP (UK) – non-exclusive, Squire, Sanders & Dempsey LLP (USA) – 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.

Squire, Sanders & Dempsey LLP - Ivan A. Trifonov +74952585250

Eversheds LLP - David Levin +44 20 7919 4702

22. Details of membership in local and international law firm networks, databases, alliances, or associations: International Bar Association, Ukrainian Bar 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 +	Criminal Law
Admiralty and Maritime Law	Energy +
Advertising and Marketing	Entertainment and the Arts
Agency and Distribution	Environmental Law
Agricultural Law	Finance
Alternative Dispute Resolution:	Foreign Investment +
Arbitration, Mediation +	Franchise and Franchising +
Antitrust and Competition +	Government Procurement and Contracts
Aviation and Aerospace	Immigration and Naturalization
Bankruptcy +	Information Technology
Banks, Banking and Financial Services +	Initial Public Offerings (IPOs)
Business Law +	Insurance Law
Commercial Litigation +	Intellectual Property: +
Commercial Real Estate, Zoning, Planning and Land Use +	Copyright
Communications and Media +	Trademarks
Construction Law and Litigation +	Patents
Consumer Law +	Other
Contract Law +	International Public Law
Corporate Finance	International Litigation and Arbitration
Corporate Law +	+
	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:
