

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: "Vlasova, Mikhel and Partners" LLC (Belarus)
2. Contact Information:
 - Primary Firm Location:
 - Office address: 76A Masherova av., 4th floor, 220035, Minsk, Republic of Belarus

 - Telephone: (+ 375 17) 203 84 96/67
 - Fax: (+ 375 17) 203 77 02
 - e-mail: info@vmp.by
 - Web site: www.vmp.by

 - Other Offices: _____
 - Office address: _____

 - Telephone: _____
 - Fax: _____
 - e-mail: _____
3. Primary Contacts:
 - Name: Konstantin Mikhel
 - Email: konstantin.mikhel@vmp.by
4. Other Contacts:
 - Name: Liliya Vlasova
 - Email: liliya.vlasova@vmp.by
5. Year of establishment: 1990

Section II: Lawyers and Support Staff

6. Number of Partners: 7
7. Number of Associates : 10
8. Number of Paralegals : 2
9. Please indicate number of lawyers with the advanced degrees: LLMs: 1
Candidate of Legal Sciences: 1
10. Languages spoken at the Firm: Russian, Polish, English, German
11. How many lawyers speak
English: 17 German: 3 Russian: 17 French: ____ Spanish: ____

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

Section III: Client Details

13. Classify your clients (in percentage):

- Corporate Clients - 89 % International Law Firms - 10%
- Non-Corporate clients - 1%

14. Please indicate up to five major corporate clients:

- Turkcell Iletisim Hizmetleri A.Ş., Unicredit Bank Austria AG, PPF Generali Group, BNP Paribas (Suisse) SA, State General Reserve Fund of Sultanate of Oman

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

- Clifford Chance, White & Case, Freshfields Bruckhaus Deringer, Allen & Overy LLP, Cameron McKenna

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)
- other
- fixed (fixed budget)**

19. Illustrative projects in 2010-2011:

- Consolidation of CIS assets by Danone and Unimilk in 2010;
- acting as a Belarusian counsel of Bayerische Landesbank on USD 150 million loan facility provided to Belarusbank (the largest syndicated transaction ever made with a Belarusian borrower);
- acting as a legal counsel in the process of conclusion an investment agreement between Belarus and Kronospan Holdings East Limited (Cyprus) in relation to the construction,

organization of woodworking production and further operation of industrial plant Kronospan in Smorgon city (Grodno region, Belarus);

- legal advice and assistance to State General Reserve Fund of Sultanate of Oman in relation to construction of a multifunctional complex in the center of Minsk city;
- legal advice and assistance to Iranian investor in relation to construction of a logistic center near the Minsk International Airport as well as multi-functional complex in Minsk;
- acting as a Belarusian counsel in favor of the Export-Import Bank of China in relation to the USD 84 million Buyer Credit Loan Agreement made with Belarusbank to finance export contract between Belarusian Railway and China National Electric Import and Export Corp.

Section IV: Law Firm Profile

20. Law Firm Profile (500 words): The history of the Company goes back to the nineties when the first private law practice named as “Law Laboratory” was established in the Republic of Belarus. On 12 April 2007 Vlasova & Partners and Mikhel & Partners merged and began to work under the unified brand of VLASOVA MIKHEL & PARTNERS. Today Vlasova Mikhel & Partners is the leading law firm operating on the territory of the Republic of Belarus **for more than 20 years**. The company is represented by a team of professional legal experts who can provide experienced counsel for the matters of corporate law, mergers & acquisitions, banking & finance, real estate & construction, dispute resolution, taxation, intellectual property, labour & employment, commercial practice. Vlasova Mikhel & Partners is deemed to be **the only Belarusian law firm** awarded by the Ministry of Justice of the Republic of Belarus with the honorary title “the best law firm” for the **three consecutive years**. Apart from, the firm is acknowledged by Chambers Global, Chambers Europe, Legal500, IFLR1000 as a first tier Belarusian law firm in the practice areas of general business law, corporate & financial law and dispute resolution.

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

Cooperation with law firms is built on the basis of partner agreements with law firms of different countries (Latvia, Lithuania, Estonia, CIS countries), and on the basis of conclusion of agreements for the provision of legal services with international law firms such as White & Case, Clifford Chance, CMS Cameron McKenna, Freshfields Bruckhaus Deringer, Linklaters, Lovells and others.

Apart from, Vlasova, Mikhel & Partners is in strategic cooperation with a full service business law firm in Estonia, Latvia and Lithuania **Tark Grunte Sutkiene**.

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.

Pavel Shevtsov
Partner, Allen & Overy LLP
Pavel.Shevtsov@AllenOvery.com

Dr. David Elshorst
Partner, Clifford Chance
David.Elshorst@CliffordChance.com

Dr. Oleg Lousanoff
 Partner, Hengeler Mueller
Oleg.deLousanoff@hengeler.com

Oleg I. Berger
 Partner, Dewey & LeBoeuf
 Direct: +7 495 737 5144
 General: +7 495 737 5000
 Fax: +7 495 737 5050
oberger@dl.com
www.dl.com

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

- Belarusian Public Association of Commercial Lawyers – a professional organization of legal practitioners in Belarus;
- CIS Leading Counsel Network - a professional network of nine leading law firms across the CIS economic region offering clients integrated multijurisdictional legal advice;
- World Services Group - a global membership association of the world's leading service providers;
- First Law International Network - a global network of over 40 independent, national law firms.

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:

Areas of Special Expertise:

Mediation