

## QUESTIONNAIRE/APPLICATION

**For the CIS Local Counsel Law Firms  
in preparation for the First CIS Local Counsel Forum to be held in Kiev on June 29 & 30, 2006**

10 April 2006

### Section 1: Law Firm

1. Name and country of the law firm: **Sidorov Khokhlov Uskov / Russia**
2. Contact information:

**Primary firm location:**

Moscow (Russia):

Radisson SAS Slavyanskaya Business Center  
2 Europe Square, Third Floor  
Moscow, 121059, Russia  
Tel: +7 495 941 87 82  
Fax: +7 495 941 87 83

Contact person: Alexei Sidorov  
Alexei.Sidorov@SidorovKhokhlovUskov.com

[www.SidorovKhokhlovUskov.com](http://www.SidorovKhokhlovUskov.com)

**Other offices:**

Tbilisi (Georgia):

Tbilisi Business Service Center  
44 Leselidze Street  
Meidan Palace  
Tbilisi, 0108, Georgia  
Tel: +995 32 75 10 46  
Fax: +995 32 75 10 45

Contact person: Ivan Khokhlov  
Ivan.Khokhlov@SidorovKhokhlovUskov.com

New York (USA):

445 Park Avenue  
10<sup>th</sup> Floor  
New York, NY 10022, USA  
Tel: +1 212 829 57 72  
Fax: +1 917 322 21 05

Contact person: Patrick Clark  
Patrick.Clark@SidorovKhokhlovUskov.com

Washington, DC (USA):

1201 Pennsylvania Avenue, NW  
Suite 300  
Washington, DC 20004, USA  
Tel: +1 202 449 72 63  
Fax: +1 202 661 46 99

Contact person: Charles Raether  
Charles.Raether@SidorovKhokhlovUskov.com

St.Petersburg (Russia), Krasnodar (Russia), Kiev (Ukraine), and Almaty (Kazakhstan):

The firm has current projects in St. Petersburg (Russia), Krasnodar (Russia), Kiev (Ukraine), and Almaty (Kazakhstan), where Sidorov Khokhlov Uskov (SKU) has hired local attorneys who are working under the name of SKU. The firm is capable of providing quality legal services to international clients doing business or investing in those areas, and we plan to open permanent offices in those cities by the end of this year.

Contact persons:

St. Petersburg: Ekaterina Vasenina (Ekaterina.Vasenina@SidorovKhokhlovUskov.com)  
Krasnodar: Alexander.Kulikov (Alexander.Kulikov@SidorovKhokhlovUskov.com)  
Kiev: Artyom.Uskov (Artyom.Uskov@SidorovKhokhlovUskov.com)  
Alma-Ata: Elena.Karina (Elena.Karina@SidorovKhokhlovUskov.com)

3. Primary Contacts: **Please see above.**
4. Other Contacts: **Please see above.**
5. Year of establishment: **1998**

## Section II: Lawyers and Support Staff

6. Number of Partners: **5** (not counting our tax consultants and accountants)
7. Number of Associates: **11** (not counting our tax consultants and accountants)
8. Number of Paralegals: **6**
9. Please indicate number of lawyers with the advanced degrees: LL.Ms: **4**  
Candidate of Legal Sciences: **1**
10. Languages spoken at the Firm: **Russian, Georgian, Ukrainian, English, German, French, Polish**
11. How many lawyers speak

English: **14** German: **1** Russian: **16** French: **2** Spanish: **none**

12. Interpreters on the staff: **2** (Russian, English, Spanish, French, Italian, German).

### Section III: Client Details

14. Classify your clients (in percentage):

Corporate Clients **80 %** International Law Firms **10%**

Non-Corporate clients **10%**

15. Please indicate up to five major corporate clients (if your firm's policy is not to disclose client names, please provide brief description on a no-name basis):

**Unified Electrical Systems of Russia (RAO UES of Russia), CSFB, New Skies Satellites, International Transport Workers' Federation (ITF), Ghelamco Group, Sika Group**

16. Please indicate up to five international law firms you serve as a local counsel to (if your firm's policy is not to disclose client names, please provide brief description on a no-name basis):

**Simmons & Simmons, McDermott & Partners, Russin & Vecchi, Baker & McKenzie, Skadden Arps, Greenberg Traurig**

17. 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)

18. What percentage of your work is dedicated to serving as local counsel to international law firms:

- 0% (none)
- about 10%**
- 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)

19. Method of payment (choose all options that apply):

- per hourly rates**
- contingency (percentage of the value of the contract/claim)
- other .....
- fixed (fixed budget)**

20. Illustrative projects in 2005:

- 1) Due diligence and full legal support in the construction of a plant near Moscow (multi-million project).
- 2) Court case versus one of the largest banks in Moscow (contract for about US\$ 1 mln.)
- 3) Setting up a management company (with a multi-million statutory capital) for an international investment fund.
- 4) Merger of two non-profit organizations (the assets exceed US\$ 2 mln.)
- 5) Setting up a structure for a multi-million real estate development project.

## Section IV: Law Firm Profile

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

**Sidorov Khokhlov Uskov (SKU) is committed to providing fully integrated legal and tax services to international companies and foreign individuals doing business or investing in Russia and other CIS countries.**

**The firm was established in 1998 in Moscow. As time has gone on, we have developed a strong Russian practice as well as started servicing clients in St. Petersburg, Krasnodar, Tbilisi, Kiev, Alma-Ata, New York, and Washington DC.**

**SKU adheres to Western standards of professional practice, which assure the highest levels of confidentiality, ethics, and client service. Almost all our lawyers and tax advisors speak fluent English. Our services are individually tailored to our clients.**

**SKU's clients are primarily international companies. We also represent foreign individual investors, international and non-profit organizations, and the local offices of multinational companies as well as many of their local subsidiary companies. Our firm counts among its clients several large western investment funds in Russia.**

**Realizing that almost every legal project in Russia/CIS must be planned with tax legislation in mind, in addition to its legal practice, SKU has built a very strong tax and accounting practice and made integration of those two practices automatic.**

**One of the cornerstones of our tax department is its turn-key tax and accounting maintenance service whereby we maintain the accounting records of a company ourselves and keep it in full compliance with Russian tax and accounting laws.**

**Our tax and accounting specialists, in conjunction with our lawyers, are also able to negotiate, and when necessary, litigate tax disputes.**

**Although the number and size of our clients have grown over the years, our firm has managed to keep its prices well below those of large international firms. In fact, in all of its areas of practice, SKU offers services of the same quality as the world's largest legal and accounting firms.**

**A big part of SKU's practice involves assisting foreign businessmen and investors in entering and operating on the Russian/CIS markets, namely: doing the initial tax and investment planning of Russian ventures with foreign investments so they can carry out their activities in a tax efficient manner and with as little legal exposure as possible, negotiating joint-venture agreements and incorporating them into company charters, assisting in share transactions, perfecting share acquisitions, setting up and maintaining special purpose investment vehicles for making direct investments, registering companies on a turn-key basis, drafting of lease agreements, employment agreements, loan agreements to fund stock purchases and direct investments, and the standard contracts**

that a business will use in its day-to-day operations, maintaining the good standing of foreign companies, doing back office accounting and tax filing, doing corporate and individual tax planning for the purpose of tax reduction, and providing every other type of legal and accounting services required by foreign companies working in Russia/CIS.

Our firm is also very well known for doing due diligence reviews, for representing the clients in negotiations with tax authorities and litigation when necessary, and for its work in the fields of international trade and international business transactions, international commercial arbitration, energy and oil & gas projects, securities and mergers and acquisitions area, real-estate transactions, and agribusiness.

Starting from this year, through our lawyers admitted in New York, Washington DC and Virginia we began assisting Russian/CIS companies and individuals in their business projects in the United States.

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

- 1) **Simmons & Simmons – assisted in a court case (contract over 2 mln. Euro) and assisted in a court case versus one of the Russian TV channels (about 2 mln. Euro) in Russia.**
- 2) **McDermott & Partners – as a part of cooperation agreement, acted as a counsel for one of the largest Turkish holdings on issues of investment and reorganization of the Georgian steel factory JSC Rustavi Metallurgical Plant (US\$ 150 mln. project).**
- 3) **Russin & Vecchi – assisted in setting up a representative office of the Vishnevskaya Rastropovich Foundation in Georgia.**
- 4) **Baker & McKenzie – as a part of representation agreement, represented AES Corporation in privatization process of the largest Georgian power distribution and generation company Telasi with the total value of the project exceeding US\$ 130 mln.**
- 5) **Skadden Arps – assisted Skadden Arps with respect to their client pursuing activities in Georgia.**
- 6) **Greenberg Traurig - assisted Greenberg Traurig with respect to their client pursuing activities in Russia.**

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) **Irina Paliashvili - Russian-Ukrainian Legal Group**
- 2) **Jonathan Russin – Russin & Vecchi**
- 3) **Alexei Kiyashko – Skadden Arps**
- 4) **Ed Krauland – Steptoe & Johnson**
- 5) **Maria Logan – Greenberg Traurig**

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

**Ivan Khokhlov was recognized by Chambers Global the World's Leading Lawyers of 2002-2003 as one of the leaders on issues of Georgian corporate and commercial law.**

24. Practice Areas:

Please mark 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 and Land Use**  
 Communications and Media  
**Construction Law**  
 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 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**  
**Taxation**  
 Technology and Science  
 Torts  
 Transportation

Other practice areas:

**Customs Law**  
**Foreign Currency Control**

Areas of Special Expertise:

**Foreign Investment**  
**Corporate & Commercial Transactions**  
**International Business**  
**Agricultural Law**