

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

9 June 2006

Section 1: Law Firm

1. Name and country of the law firm: **Turcan & Turcan (Moldova)**
2. Contact Information:

Primary Firm Location:	Chisinau, Moldova
Office address:	Turcan & Turcan Str. Bucuresti 67 Chisinau, MD 2012 Republic of Moldova
	Telephone: (373 22) 21 20 31, 22 61 13
	Facsimile: (373 22) 22 38 06
	Web: www.TurcanLaw.md
	Email: Alexander.Turcan@TurcanLaw.md
- Other Offices: **N/A**
3. Primary Contacts:

Name:	Alexander Turcan, partner
Email:	Alexander.Turcan@TurcanLaw.md
4. Other Contacts:

Name:	Octavian Cazac, senior associate
Email:	Octavian.Cazac@TurcanLaw.md
5. Year of establishment: **1999**

Section II: Lawyers and Support Staff

6. Number of Partners: **one**
 7. Number of Associates : **four**
 8. Number of Paralegals : **one**
 9. Please indicate number of lawyers with the advanced degrees: LL.Ms: **one**
Candidate of Legal Sciences: **N/A**
- Languages spoken at the Firm: **English, Romanian (Moldovan) and Russian**
10. How many lawyers speak
English: ____ German: ____ Russian: ____ French: ____ Spanish: ____

All the lawyers are fluent in English, Romanian (Moldovan) and Russian.

French and Spanish are not working languages for our firm, although some of our lawyers have basic conversational-level knowledge of French and Spanish.

11. Interpreters on the staff: **N/A**

Section III: Client Details

14. Classify your clients (in percentage):

Corporate Clients **50%** International Law Firms **45%**

Non-Corporate clients **5%**

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):

- European Bank for Reconstruction and Development (EBRD)
- International Finance Corporation (IFC)
- Black Sea Trade and Development Bank (BSTDB)
- Overseas Private Investment Corporation (OPIC)
- Western NIS Enterprise Fund/Horizon Capital Advisors (USA)
- Union Fenosa (electricity, Spain)
- Veneto Banca (banking, Italy)

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):

- Baker & McKenzie
- Linklaters
- Salans
- White & Case
- Squire Sanders & Dempsey

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)
- 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)**

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. **Sale of the Giurgiulesti Oil Terminal**
Representation of the EBRD (as lender and minority shareholder) in connection with the sale of assets of the defaulted Giurgiulesti Oil Terminal Project to Azpetrol – the national oil company of Azerbaijan.
2. **GCC Parallel Lending Facility**
Representation of the EBRD (as lender and preferred shareholder) in connection with the negotiation of a parallel lending facility with a number of leading Moldovan banks to be provided to the Moldovan Glass Container Company.
3. **Moldovan Electricity Crisis**
Assistance to the Union Fenosa and its Moldovan electricity distribution subsidiaries in the process of negotiation of electricity supply contracts with the new owners of Moldovan Hydroelectric Power Plant (Moldavskaya GRES) located in the uncontrolled secessionist Moldovan region of Transdnistria. These negotiations were extremely difficult and highly political, as they affected the stability of the Moldovan electricity system; Moldavskaya GRES being the dominant supplier of electricity to the Moldovan market.
4. **Foreign Investments in the Largest Moldovan Bank**
Counseling of the EBRD and the Western NIS Enterprise Fund (WNISEF) in connection with the disposal of their equity holdings in the largest Moldovan commercial bank – Moldova-Agroindbank.
5. **Sale of Largest Equity Stake in the Second Largest Moldovan Bank**
Counseling of the Danube Fund Ltd (Cyprus), in the process of liquidation, in connection with the sale of its largest equity stake in Victoriabank. This deal was considered the equity deal of the year in the Moldovan banking sector in terms of value and publicity.
6. **Change of Blocking Minority Ownership in Largest GSM Operator**
Counseling of Innova Capital Funds in connection with the acquisition from GN Store Nord/AS (Denmark) of the Moldovan holding company that owns a blocking minority on the Moldovan GSM operator Voxtel.
7. **Largest Equity Deal in the Moldovan Dairy Industry**
Counseling on Moldovan law issues of the French dairy group Lactalis in the process of acquisition of Foodmaster LLC, a Delaware Company, holder of two large dairy operations in Moldova – the Hancesti Dairy Factory and the Soroca Cheese Plant.
8. **Attempted Funding of Sun Flower Oil Operator**
Representation of the EBRD in connection with the attempted \$40M financing of the largest Moldovan sunflower oil producer.
9. **EBRD Regional Medium-sized Loan Co-financing Facility**
Advising the EBRD in connection with a regional medium-sized loan co-financing facility negotiated with Victoriabank and Mobiasbanca.
10. **EBRD Equity Investment in Leading Moldovan Cannery**
Representation of the EBRD in the due diligence process for the intended equity investment in Orhei-Vit SA with the view of developing frozen fruit and vegetable production.
11. **IFC Restructuring of Overdue Secured Debts of Three Major Moldovan Canneries**
Representation of IFC, as senior secured lender, and Deloitte & Touche, as trustee, in the process of sale to a strategic investor of assets of three Moldovan canneries consolidated into one corporate entity.
12. **Acquisition of 100% in Eximbank (Moldova) by Veneto Banca (Italy)**

Section IV: Law Firm Profile

Law Firm Profile (500 words):

Turcan & Turcan is a leading Moldovan business law firm that specializes in banking & finance, acquisitions & privatizations, corporate & commercial, telecommunications & electricity law.

Turcan & Turcan is the first Moldovan law firm to have been rated by Chambers Global. This was back in 2001.

Turcan & Turcan is the only Moldovan law firm to have been holding the leading position in the Moldova rankings of Chambers Global for five consecutive years.

Turcan & Turcan/Moldova Ranking, Chambers Global 2005

The Firm: According to international clients this full-service firm is "*clearly the best in Moldova.*" The team's involvement in a string of important deals has helped to cement its place at the top of the table, and it was strongly recommended to researchers by foreign investors, international organisations and international law firms. The five-lawyer team has impressed many with its excellent English, ability to draft complex agreements involving both Moldovan and foreign law, and good communication with clients.

The Lawyers: Eponymous partner Alexander Turcan was hailed by international clients as "*enthusiastic, effective and efficient.*" They were particularly impressed by the Western service levels of his practice, which takes in a diverse range of banking, finance and corporate/commercial work. A responsive and knowledgeable lawyer, he is "*pragmatic and business-oriented.*" Clients emphasised his ability to guide deals through the country's difficult business environment, testifying that "*he comes up with constructive approaches to avoiding red tape.*"

Clients/Work Highlights: Recent highlights include advising the lender and minority shareholder of an oil terminal on the sale of its assets to an Azeri firm, and assisting a foreign investor over the sale of its majority stake in the country's second largest bank. The firm also provided advice on Moldovan law to a French dairy group engaged in acquiring a US company with Moldovan operations and was involved in politically sensitive negotiations related to the Moldovan electricity crisis. The firm represented an international energy concern in supply contract negotiations with the largest supplier of electricity to the Moldovan market, which is based in the breakaway region of Transnistria.

Turcan & Turcan/Moldova Ranking, Chambers Global 2004

The Firm: This "*high-quality*" bureau maintains its leading position in the rankings, with both competitors and clients citing it as their "*firm of choice*" in the region. Attorneys here are said to demonstrate a high standard of English, and provide "*good advice in a timely fashion*". The past year has seen the firm represent a major international financial institution in a range of corporate and banking transactions, including co-financing and revolving credit line facilities. It also advised a prominent local manufacturing company in connection with a share buyout.

The Lawyers: Name partner Alexander Turcan was described as "*a smart young lawyer*" with a "*good understanding of Western financing structures*". His work came highly recommended by clients in the media, agriculture and financial services industries.

The Clients: The firm is known for its work with a range of international institutions, especially in the banking sector and the electricity industry.

Turcan & Turcan/Moldova Ranking, Chambers Global 2003

The Firm: The firm has been heavily involved in handling commercial matters for a variety of financial, telecoms, biotech and media clients. Clients profess their satisfaction with the team's "*diligent approach*" and high "*quality advice*".

The Lawyers: Clients acclaim managing partner Alexander Turcan "*an impressive young lawyer with solid knowledge of local law and a rare understanding in agricultural matters*".

The Clients: The firm is instructed by a spread of international companies and telecoms operators as well as biotech, media and church organizations.

Turcan & Turcan/Moldova Ranking, Chambers Global 2002

Remaining the primary point of reference for international companies entering Moldova, Alexander Turcan continues to be recognized as a leading young lawyer, heading up a general corporate, energy, banking and investments practice. Ongoing advice on financing projects of international dimension form the bulk of the firm's activity.

Turcan & Turcan/Moldova Ranking, Chambers Global 2001

Admired for its “*western approach*” this small team is the **first point of call for international companies entering Moldova**. Alexander Turcan is able “*to adapt the legal concepts of Moldova to western mentality*” and heads the practice, which deals in general corporate, energy, banking and investments.

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

We do not have any exclusivity relationships with any of the international law firms.

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.

Obie L. Moore

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

Chambers Global has been rating Turcan & Turcan as the leading Moldovan commercial/corporate law firm during the past **five** consecutive years. In addition to Chambers Global, references about Turcan & Turcan can be found in the **Legal 500** and **Martindale-Hubbell** international legal directories.

Turcan & Turcan is not a member of any international law firm networks, alliances, or associations.

23. 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, 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**Labour/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: