

Date: 28 April, 2006
Ref: CO-338-06

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**

28 April 2006

Section 1: Law Firm

1. Name and country of the law firm: **"Ameria" cjsc, Yerevan, Armenia**
2. Contact Information:
Primary Firm Location:
Office address: **Baghramyan ave. 6, suite 2**
Yerevan, 0019, Republic of Armenia

Telephone: **+374 10 52 40 40**
Fax: **+ 374 10 54 68 00**
e-mail: **ameria@ameria.am**
website: **www.ameria.am**

Other Offices:

Office address: _____

Telephone: _____
Fax: _____
e-mail: _____

3. Primary Contacts:
Name: **Mr. David Sargsyan, Partner, Legal Practice**
Email: **davsar@ameria.am**
4. Other Contacts:
Name: **Ms. Sophia Hakobian, Consultant, Legal Practice**
Email: **sophia@ameria.am**
5. Year of establishment: **1998**

Section II: Lawyers and Support Staff

6. Number of Partners: 4 _____
7. Number of Associates :5 _____
8. Number of Paralegals : 2 _____
9. Please indicate number of lawyers with the advanced degrees: LL.Ms: 2
Candidate of Legal Sciences: 1
- Languages spoken at the Firm: Armenian, English, Russian, French, German
10. How many lawyers speak
English: All German: none Russian: All French: 1 Spanish: none
11. Interpreters on the staff: 2 (Armenian, Russian, English, German)
(please indicate the languages)

Section III: Client Details

14. Classify your clients (in percentage):

Corporate Clients 60%

International Law Firms 13 %

Non-Corporate clients 27 %

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 – Confidential)

15. 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 – Confidential)

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 2005:

Client **Veolia EAU – Compagnie Generale des Eaux**
Task **On-going legal representation, advice and accounting (taxation) consulting and support**

Services Ameria cjsc has been retained by Veolia Eau – Compagnie Generale des Eaux, prominent French company, which won the tender on lease and management of the Yerevan Water and Sewage facilities and systems for 10 years to represent it in this transaction. We have represented Veolia in relations with state bodies and carried out proper establishment and incorporation of representative office of Veolia Eau – Compagnie Generale des Eaux in Armenia as well as local company (Yerevan Djur cjsc), wholly owned subsidiary of Veolia Eau – Compagnie Generale des Eaux. Ameria cjsc provides on-going consulting to the stated companies on labor, contractual, taxation and accounting matters.

Client **Nissan Trading Europe (UK)**
Task **Assistance in legal matters and amicable settlement of disputes with Armenian partner**

Services Ameria cjsc has been retained by Nissan Trading Europe to assist in legal matters related to legal establishment of Nissan in Armenia and settlement of dispute arising from and in connection with the geographical representation issues. The dispute was successfully resolved through the execution of the settlement agreement.

Client **Lukoil**
Task **Legal consulting**
Services Ameria cjsc assisted the Client in the legal research regarding the use of its firm name in Armenia. Within the scope of the project our company prepared a legal review on the Armenian legislation regulating the stated area, as well as worked with state authorities for the verification of the illegal use of the Client's firm name and represented the Client in various state bodies.

Client **EBRD**
Task **Legal consulting and representation**
Services Ameria cjsc provide legal advice regarding the concession agreement, as well as participated in negotiations with different public and private entities, represented the Client, as well as provided other legal services, including not limiting preparation of legal documents.

Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

Ameria is a group of professional services companies registered in Armenia with the objective to provide a comprehensive package of professional advisory, assurance and consulting services in the areas of corporate restructuring, mergers, acquisitions, legal due diligence, direct and portfolio investments, government and corporate securities markets, business planning and financial management, foreign-trade operations, project and company audits, etc. Within a short period of time the Group gained a reputation of a reliable partner, working towards creating a sound future for its clients.

Ameria is one of the few officially registered vendors in Armenia registered in the World Bank Group Vendor Registration List and is extensively involved in a broad range of projects focusing on sectors of potential growth and promising investment opportunities. Among these sectors are: telecom, IT, healthcare and pharmaceuticals, transport and logistics, energy, hotel services and catering, leisure and entertainment, banking services, capital and securities markets, insurance, agro processing, food and beverage production and packaging, construction, recreation, wood processing, textile industry, chemical industry, etc.

Ameria has developed working relationships and partnerships with major state, private and international organizations and companies in Armenia (among which are the Prime Minister's Office, the Ministry of Trade and Economic Development, the Ministry of State Property Management, the Ministry of Finances, the World Bank, EBRD, UNDP, USAID, IFC, KFW, USDA etc.) as well as a number of large international companies, such as RAO UES (Russia), VSMPO-AVISMA CJSC (largest titanium producer in Russia), Zangezour Copper-Molybdenum Combine (ZCMC, largest copper and molybdenum producing and exporting enterprise in Armenia), Teleplus Communications (Greece), MacMillan Publishing House (Great Britain), Alpha Bank Limited (Cyprus), Temis S.A. (France), Hrazdan Energy Company, Lukoil (Austria), Federal Bank of the Middle East (Cyprus), Ernst & Young SA (Switzerland), Compagnie Générale des Eaux (France), Les Laboratoires Servier SAS (France), International Venture Investment Fund (UK), OPEC, ZAO PriceWaterhouseCoopers Audit (Russia), AWAS (Ansett Worldwide Aviation Services Inc., USA), BearingPoint Global Operations, Inc (USA), DPK Consulting (USA), PEM (Germany), PricewaterhouseCoopers LLP (USA), Midex (Italy), DLA Piper Gray Cary LLP (UK), Gide Loyrette Nouel (France), Reid Minty LLP (UK), Squire Sanders (Belgium), etc.

Our legal team is composed of professionals with extraordinarily broad capabilities and significant experience supported by the diverse practices and substantial resources; we continually modify our capabilities to better serve our Clients. Through our affiliate companies and departments, we offer comprehensive services that complement our law practice, from legal and tax advice and corporate restructuring to assurance and business advisory and more practical implementation, representation and support.

Ameria is a leader in business advisory services in Armenia. The company employs highly qualified and trained team of professionals with extensive experience, knowledge and ability to meet high quality service standards of the sector. Furthermore, **Ameria** is partnering with a group of subcontractors, which include both specialized companies and independent professionals, who contribute their skills and knowledge to particular projects.

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

Firm: DPK Consulting, USA

Within the scope of the "Capacity-Building in Court Administration and Case Management for Pilot Courts" project Ameria partnered with DPK Consulting, US, have carried out analyses and needs assessment of the existing case management, court administration and court management systems; developed a Package of Recommendations and an Action Plan based on the needs assessment report; implemented the Action Plan, provided consultations to counterparts and stakeholders; organized trainings for the staff of the pilot courts.

Firm: PricewaterhouseCoopers (USA, Russian Federation)

Ameria cjsc was retained by PricewaterhouseCoopers to assist in all legal matters related to company's projects and activities in the Republic of Armenia, including the liquidation of the representative office of the PwC (USA). Our company is non-exclusive local subcontractor of PWC in Armenia.

Firm: DLA Piper Gray Cary LLP (UK),

Ameria cjsc has executed a partnership agreement with DLA PIPER to assist in all legal projects as a local representative in Armenia.

Firm: MKD Law Firm (Georgia)

Ameria cjsc has executed partnership agreement with MKD Law firm (Georgia) to serve the clients in Georgia and Armenia.

Firm: Gide Loyrette Nouel (France)

Ameria cjsc assisted the company in the representation of the latter's clients' interest in Armenia, such as Servier, EBRD projects, etc. Our company has been authorized to conduct negotiations, including, but not limiting drafting of legal documents and representation of the clients' as their legal consultant in the region.

22. 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.

Eveline Bagdasarian
Avocat à la Cour
Gide Loyrette Nouel
26, Cours Albert 1er
75008, Paris, France
Tel.: (330 1 40) 75 99 85, Fax: (330 140) 75 36 14
E-mail: bagdassarian@gide.com
<http://www.gide.com>

Massimo Galli
Principal Counsel
European Bank for Reconstruction and Development
One Exchange Square, London EC2A 2JN, England
Tel.: (00 44 207) 338 6683, Fax: (00 44 207) 338 6150

Mobile: (00 44) (0)788 7671 433

E-mail: gallim@ebrd.com

Tatiana Nenova
Financial Economist
Policy Practice
Corporate Governance Department
The World Bank Group
1818 H Street, NW, Washington, DC 20433
Tel.: (202) 458 9531, Fax: (202) 522-1604
E-mail: tnenova@worldbank.org
http://www.worldbank.org/ifa/rosc_cg.html

Marie-Laure Brun
VEOLIA Eau - Compagnie Generale des Eaux
Veolia Water
Bureau 657, 38 avenue Kleber
75799 Paris Cedex 16, France
Tel.: (33 171) 75 03 24, Fax: (33 615) 07 47 81, (33 171) 750517
E-mail: Marie-Laure.BRUN@veolia.com

Bagrat Lalayan
Director
Servier / Armenia
53 – 55 Byuzand Street, Office #2, 0002 Yerevan, Armenia
Tel.: (37410) 52 40 40, Mobile: (37491) 41 18 46
E-mail: baglal@web.am

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

Lexis Nexis / Martindale-Hubbell (USA)

Hieros Gamos

Legal 500

The European Association of Lawyers (AEA International Lawyer's Network) – Associate Member

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.

X Administrative Law

Admiralty and Maritime Law

X Advertising and Marketing

X Agency and Distribution

Agricultural Law

X Alternative Dispute Resolution:

X Arbitration, Mediation

X Antitrust and Competition

X Aviation and Aerospace

X Bankruptcy

X Banks, Banking and Financial Services

X Business Law

X Commercial Litigation

X Commercial Real Estate, Zoning,

Planning and Land Use

Communications and Media

Construction Law and Litigation

X Consumer Law

X Contract Law

X Corporate Finance
X Corporate Law
Criminal Law
X Energy
Entertainment and the Arts
Environmental Law
X Finance
X Foreign Investment
Franchise and Franchising
X Government Procurement and Contracts
Immigration and Naturalization
X Information Technology
X Initial Public Offerings (IPOs)
X Insurance Law
X Intellectual Property:
 X Copyright
 X Trademarks
 X Patents
 Other
X International Public Law
X International Litigation and Arbitration
X International Trade
X Labour/Employment
Media Law
X Mergers & Acquisitions
X Mortgages Property Funding and Security
X Natural Resources
Oil and Gas
X Privatization Law
Product Liability

Regulatory Law
X Securities and Stock Exchange
X Taxation
X Technology and Science
Torts
Transportation

Other practice areas:

Areas of Special Expertise:

* * *