

Goltsblat BLP, the Russian practice of **Berwin Leighton Paisner (BLP)**, is one of the top law firms in Russia, providing comprehensive legal support on any issues business may face in Russia, including virtually all Russian regions and the CIS, or internationally, from handling complex cross-border transactions and high profile cases to day-to-day operational legal support to clients across a wide range of industry sectors.



>100

Goltsblat BLP team

- 100 Russian and English law qualified lawyers based in Moscow

Goltsblat BLP is an award-winning firm:

- Russia Law Firm of the Year 2015 (winner) and 2016-2017 (shortlisted)/ *Chambers Europe Awards*
- International Law Firm of the Year 2016 (shortlisted)/ *Legal Business Awards*
- International Law Firm of the Year 2014 - Europe *The Lawyer European Awards*
- Chambers Europe Award for Excellence 2014
- Ranked 4th in the top 10 leading international law firms in Russia (according to *Best Lawyers 2014-2016 research*)
- According to the national ranking by the prestigious Russian business publication *Kommersant*, Goltsblat BLP has been listed in the Top-3 major international law firms in Russia for two years in a row (2015 and 2016).



>20

years experience in supporting large-scale investment projects in Russia

>600

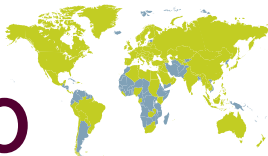
Comprehensive legal support for over 600 real estate and construction projects and setting up manufacturing facilities in different regions of Russia over the last five years, predominately for major multinational investors.

Goltsblat BLP for several years has been *top-ranked / highly recommended* by *Chambers & Partners* and *The Legal 500* in the following practice areas:

- Corporate / M&A
- Real estate & construction
- Dispute resolution
- Competition & antitrust
- Tax
- Customs and international trade
- Employment
- Intellectual property
- Compliance / White collar criminal defence

130

countries in which we have worked during the last two years



6 offices in Asia: Abu Dhabi, Beijing, Dubai, Hong Kong, Singapore, Yangon

Goltsblat BLP team provides comprehensive legal support to Asian clients including outbound investments or partnering with Russian corporates and banks, as well as international investors in entering Asian markets or doing business in the Region.



Berwin Leighton Paisner

is a premier, full-service law firm with **over 800** lawyers in **14** offices in major commercial and financial centres throughout the world: **London, Moscow, Abu Dhabi, Beijing, Berlin, Brussels, Dubai, Frankfurt, Hong Kong, Manchester, Paris, Singapore, Tel Aviv*** and **Yangon**.

1700

CLIENTS

including major multinational investors and Russian corporates - leaders on the national markets

12 of the world's major banks

130

FORBES GLOBAL clients

SAMPLE PROJECTS

MARS INC

For over 20 years, continuous comprehensive support for Mars Inc's investment projects in different parts of Russia since the company entered the Russian market, including construction of seven plants in four Russian regions, major acquisitions (e.g., USD 23 bn. Wrigley acquisition, Royal Canin, Korkunov, etc.) and day-to-day legal issues.

NORD STREAM, SOUTH / TURKSTREAM OFFSHORE PIPELINES

Comprehensive legal advice on construction of the Russian Sectors of the submarine gas pipelines from Russia to the EU: international law, environmental aspects, re-categorisation of forest and agricultural land, liaisons with government authorities, permitting and regulatory, construction, land acquisition, spatial planning, corporate, finance, etc.

SHEREMETYEVO INTERNATIONAL AIRPORT

We are providing comprehensive legal support for construction of new passenger and cargo terminals, demolition of an old terminal and construction of a unique tunnel under the runway to connect the passenger terminals. We are also advising on supply of passenger and luggage transport equipment and relocation of existing utilities and infrastructure, and are providing support for construction of a new fuelling facility.

ROSATOM / AKKUYU NPP

Providing legal support to Rosatom/Akkuyu NPP for a nuclear power project in Akkuyu, Turkey, including on EPC services, project financing, technology transfer and other related matters (together with Pillsbury law firm).

PPF REAL ESTATE

Advising PPF in relation to the biggest office acquisition in 2015: acquisition for subsequent operation (jointly with The Hines Russia & Poland Fund) of two class "A" office buildings in central Moscow (part of the Metropolis multifunctional complex). The transaction was named Transaction of the Year by CRE Awards 2016 (Commercial Real Estate, a leading specialised publication in Russia).

NALCO / AN ECOLAB COMPANY

Advice on negotiation, structuring and execution of JV establishment for setting up a NALCO/An Ecolab Company distribution network in Russia.

RUSSIAN FEDERAL AGENCY FOR STATE PROPERTY MANAGEMENT

Prepared independent legal opinions within the scopes of two different transactions: to sell federally-owned Sheremetyevo International Airport shares and to sell federally-owned Vnukovo Airport shares, including, in both transactions, pre-sale preparations.

Advised within the scope of a transaction for signing a shareholders' agreement with the Republic of Bashkortostan on managing and disposing of shares in PJSC Joint Stock Oil Company Bashneft.

MCAFEE / INTEL

Advised McAfee/ Intel in relation to its \$389 m acquisition of StoneSoft, a Finland-based leading innovator in next-generation network firewall products.

RUSSIAN PLATINUM

Advised on a number of strategic and tactical aspects of a project to develop one of the world's largest mineral deposits, including support and representation on a number of disputes with the local authorities and in Federal Antimonopoly Service.

RUSHYDRO

Advised RusHydro in connection with its strategic alliance and joint venture with Alstom associated with construction of production facilities in Bashkortostan to manufacture large hydro-turbines for power plants.

KVAERNER

Assisting Kvaerner in the corporation's business development activities in Russia, including establishment of partnerships with Russian companies working in the Energy sector.

MAJOR CHINESE DEVELOPMENT BANK

Advice on a USD 400 m facility to VEB in connection with developing the Ekibastuz hydropower plant and a USD 800 m facility to VEB for restructuring and developing the JSC SLAVA plant. The transactional structures included a cross-jurisdictional on-lending element.

GBLP representative client list*

FG WILSON

Represented FG Wilson (Caterpillar (NI)) in a dispute worth more than USD 6 m over having the client's claims entered on to the ADD Group creditor claims register under an English law guarantee (for the first time in Russian court history).

IKEA

Representing IKEA and helping to protect its investments in a series of court cases against claimants challenging IKEA's title to a land plot that was part of so-called "former collective farm lands". Over the past 20 years, IKEA has built about 20 properties on the site, with the titles being duly registered.

SANOFI

Conducting an antitrust compliance audit and advising on competition law compliance.

IFPI (SONY MUSIC RUSSIA, UNIVERSAL MUSIC RUSSIA AND WARNER MUSIC UK)

Represented IFPI on behalf of three sound recording majors Sony Music Russia, Universal Music Russia and Warner Music UK against the VKontakte social network and won the case for Universal Music Russia and Warner Music UK, with the resulting first time ever requirement by a Russian court that a social network filter its content (by that time, Sony Music Entertainment and OOO VKontakte had concluded an amicable agreement).

A RUSSIAN PROJECT COMPANY OF A MAJOR EUROPEAN PROPERTY DEVELOPER

Complex tax litigation claiming more than USD 20 m in VAT that the tax authorities refused to refund.

X5 RETAIL GROUP NV

Advised a leading Russian retailer listed in London on tax and corporate aspects of cross-border restructuring of the group's IP and real estate assets. The advice covered multi-jurisdictional issues (including the respective domestic laws of a number of European jurisdictions) and the possible implications from the Russian law and case law standpoint.

VTS GROUP

Represented the VTS Group in a dispute against the Russian Customs over the customs classification of equipment and its illegal fiscal claims against the client. Our actions compelled the Customs to return to our client the funds they had recovered earlier and accept the client's position regarding classification of the equipment.

ROYAL CANIN, FREIGHT ONE, DANONE, MARS, AND OTHERS

Successful representation in several labour litigations relating to employee unfair dismissal and reinstatement.

20th Century Fox
3M Russia
Abbott Laboratories
Alcoa
Amway
AstraZeneca
Aurubis AG
Baker Hughes
Bank of Tokyo-Mitsubishi
Barclays Bank
BASF
Caterpillar Financial
Chrysler
Danone
Dell
Deutsche Bank AG
EBRD
Efes
GE Energy
Guardian
Inter RAO
Jaguar Land Rover
Johnson & Johnson
Kimberly-Clark
Komatsu
Kronospan
Lafarge
LG International Corp.
Magna International
Mars
MasterCard Member Association
Metinvest Eurasia
Metro Cash&Carry Russia
Mitsubishi Motors Corporation
Motion Picture Association of America
NALCO / An Ecolab Company
Nissan Russia
Novatek
Panasonic
Peugeot Citroen Rus
Philips
Procter & Gamble
Reckitt Benckiser
RusHydro
RUSNANO
Russian Platinum Group
Sanofi-Aventis
Sberbank
Schlumberger
Scott Fetzer Company
Shell
Sheremetievo International Airport
Sibur
Skolkovo
SUEK
TESCO Corporation
TEVA
Tommy Hilfiger
Transneftproduct
UBS AG
United Metallurgical Company (OMK)
Universal Pictures Rus
VimpelCom
Volkswagen Group
VTB Capital
Warner Bros. Entertainment
William Grant & Sons
YUM! Restaurants

* All names are disclosed with the clients' permission

GOLTSBLAT BLP KEY PRACTICE AREAS

REAL ESTATE & CONSTRUCTION

- Top team on the market: ranked in the 1st tier by **The Legal 500** and **Chambers & Partners** for Russia and the UK. **Best Lawyers Awards:** Goltsblat BLP – Real Estate Law Firm of the Year – 2016.
- A “go to” firm for all types of real estate service: from construction and greenfield/ brownfield projects in Russia and internationally to the most high-profile real estate transactions, major leasing work on the market and real estate litigation.

COMPETITION & ANTITRUST

- One of the most renowned competition teams in the market: top-ranked (Band 1/Elite tier) for many years now by **The Legal 500** and **Global Competition Review**.
- Clients include national giants and major multinationals, leaders in their respective sectors: “The team’s portfolio of work is extensive, active clients include Jaguar Land Rover, Volkswagen, Sanofi-Aventis, and Mars”. – **GCR 2015**.

CORPORATE/M&A

- One of the strongest and biggest Corporate / M&A teams on the market, with 20+ Russian and English law qualified lawyers, and impressive transactional experience across a number of industries. The team is well positioned in terms of expertise and resources to provide any type of corporate / M&A and other transactional and general corporate services supported – when the scope so requires – by leading practitioners in all relevant areas of practice, each being long-established and top-ranked in their respective area.

DISPUTE RESOLUTION

- One of the biggest litigation teams in Russia, with 46 trial lawyers based in Moscow.
- Multi-area specialisation: not only comprehensive commercial litigation support, but also targeted solutions for antimonopoly, customs, tax, labour and IP cases, corporate criminal defence services to businesses and international arbitration.

BANKING & FINANCE

- One of the most dynamically growing practice groups, highly demanded and valued by clients – the scope and volume of services rendered have grown by almost 45% over the last year.
- **Chambers Europe 2015** about GBLP Banking & Finance Practice: “Known for its track record in real estate finance and project finance. Advises on a number of cross-border projects in the emerging markets. Significant clients: VEB, Inter RAO, EBRD, Mars, Raven Russia”.

EMPLOYMENT PRACTICE

- One of the strongest teams in Russia, highly recommended by **The Legal 500** and **Chambers & Partners** and headed by Nadezhda Ilyushina, who was named **2016 Lawyer of the Year for Labour and Employment Law** by **Best Lawyers**.
- The team gains over competitors by offering clients both high standard advisory services and first class litigation support.
- **Chambers Europe 2015:** “significant clients of Goltsblat BLP’s Employment Practice include Mars, Tommy Hilfiger, Tesco, Schlumberger, Philips”.

TAX PRACTICE

- One of the strongest and biggest tax teams among international law firms in Russia.
- A focused team, with experts specialising in different areas of tax and, unlike other law firms, offering both tax advice and tax litigation support with an extremely high success rate: 98-99% in over 1,000 cases.
- Shortlisted for **Russia Tax Firm of the Year award (International Tax Review / European Tax Awards 2016)**.

CUSTOMS & INTERNATIONAL TRADE

- Our long-established Customs team is headed by partner Vladimir Tchikine, who has over 20 years’ experience in this field and was named **The Lawyer of the Year in Customs and Excise Law** by **Best Lawyers 2014-2015**.
- We advise clients on topical issues relating to their business needs, including localisation, sanctions-related matters and imports of new equipment, and represent them before the Russian customs authorities and courts.

INTELLECTUAL PROPERTY PRACTICE

- Our IP team is a unique combination of lawyers providing a comprehensive offering of IP-related services and lawyers with unrivalled experience in IP litigation, including in precedent-setting and high-profile litigation projects.
- The team is known for its creative and practical solutions to help clients when an ordinary approach becomes ineffective.

COMMERCIAL PRACTICE

- Our commercial team advises clients on Russian and international commercial law, including elaboration of various contractual arrangements. Our lawyers boast extensive expertise in a variety of industry sectors, this enabling them to address clients’ issues effectively.

COMPLIANCE / WHITE COLLAR CRIMINAL DEFENCE

- Listed among the Top-100 best firms from around the world to handle sophisticated government-led & internal investigations according to the **Global Investigation Review 100**.

“Market-leading team providing a wide range of services to a broad circle of clients.”

Chambers Europe 2016

“Its expertise is some of the best in the market, especially when it relates to competition/antitrust.”

Chambers Europe 2016

“I would estimate Goltsblat BLP as one of the best firms for M&A deals,” says one senior financial sector in-house counsel. “They are speedy, cost efficient and professional in this area.”

IFLR1000 2016

“an impressively high success rate!”

Chambers Global

“The team is praised for its bench strength and particularly high level of service.”

Legal 500 EMEA 2015

“Strong team offering comprehensive employment law services to a wide variety of multinational organisations.”

Chambers Europe 2016

“All the lawyers from Goltsblat BLP who we worked with are very good professionals. We were satisfied with their help and very grateful to them.”

Client’s feedback published in Chambers Europe 2016

“...very experienced in customs regulation and advising on a broad range of customs related issues, as well as in representing companies in court appeals against customs authority actions.”

Who’s Who Legal

“Highly regarded for its strong performance in IP disputes. Clients say: “I have the peace of mind that everything that can be done, will be done.”

Chambers Europe 2015