

QUESTIONNAIRE/APPLICATION

**For the CIS Local Counsel Law Firms
in preparation for the 9th CIS Local Counsel Forum in Vienna, Austria on 27-29
June 2014**

29 April 2014

Section 1: Law Firm

1. Name and country of the law firm: *Advocates bureau "Yug", Russia*
2. Contact Information:
 - Primary Firm Location:
 - Office address: *16, Krasnaya Street, Krasnodar, 350063, Russia*

 - Telephone: *+7 (861) 27-99-111*
 - Fax: *+7 (861) 27-99-222*
 - e-mail: [*office@abylaw.com*](mailto:office@abylaw.com)
 - Web site: [*www.abylaw.com*](http://www.abylaw.com)

 - Other Offices: _____
 - Office address: _____

 - Telephone: _____
 - Fax: _____
 - e-mail: _____
3. Primary Contacts:
 - Name: *Yuri Pustovit*
 - Email: [*ypustovit@abylaw.com*](mailto:ypustovit@abylaw.com)
4. Other Contacts:
 - Name: _____
 - Email: _____
5. Year of establishment: *1995*

Section II: Lawyers and Support Staff

6. Number of Partners: *Two*
7. Number of Associates : *Four*
8. Number of Paralegals : *One*
9. Please indicate number of lawyers with the advanced degrees: LLMS: *One*
Candidate of Legal Sciences: *One*
10. Languages spoken at the Firm: *Russian, English*

11. How many lawyers speak

English: **Six** German: **None** Russian: **All** French: **None** Spanish: **None**

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

Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients **90 %** International Law Firms **7%**

Non-Corporate clients **3%**

14. Please indicate up to five major corporate clients:

Impress Group, JSC "Tamanneftegaz", JSC "APF "Fanagoria", MediaMarkt, Adecco, Bonduelle

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

Dentons, Morgan Lewis, Goltsblat Blp, Lovells CIS, Egorov, Puginsky, Afanasiev & partners

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 2012-2013: Representing OJSC "MRSK Yuga" at vital for the company trials on "poslednyaya milya" cases (value over 1 billion Roubles); representing "Verkhnebakanskiy Cementny Zavod" OJSC at construction and land trials; representing LLC "M.Video Management" at consumer and IP trials; representing LLC "Yugstroitrans" at hostile takeover protection cases; advising Genesis inc. on establishing business in Russia; advising of Valmont Industries Holland B.V. on establishing business in Russia and building a factory.

Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

Advocates Bureau Yug was founded in 1995 to provide comprehensive legal services at a highly professional level. We maintain standards of the highest quality in contemporary judicial practice, utilizing both our international experience and knowledge of issues specific to our locality. Our lawyers are quick to react to demands of the Clients and distinguish themselves by their professional attentiveness, strict adherence to ethical norms and dynamic approach while representing their interests. Furthermore, our lawyers demonstrate a full understanding of our Clients' needs and an acute awareness of the competitive sphere in which certain business activity is conducted. We invest a significant amount of time in what will yield fruits for the future.

ABY's highly professional results are founded on our individual approach and the value placed on our Clients' interests. Sectioning of practice areas and cooperation with the international legal community contribute to this as well. ABY's professionalism is proved by its active participation in the events of International Bar Association (IBA, London), the Chartered Institute of Arbitrators (CIArb, London), International Association of Young Lawyers (AIJA, Brussels), European Business Association (AEB, Moscow), American Chamber of Commerce (AmCham, Moscow) and others. We have established a strong working relationship with the international law firm DENTONS, we collaborate actively with other law firms in Russia and abroad, and this helps us to resolve issues affecting our Russian and foreign Clients effectively.

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

Dentons, non-exclusive partnership

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.

Dentons, St. Petersburg
 36, Moika Embankment, 191186, St. Petersburg, Russia
 Tel: +7 812 325 8 444, fax: +7812 325 8454
 Contact person- Glenn Kolleeny, Partner
glenn.kolleeny@dentons.com

22. Details of membership in local and international law firm networks, databases, alliances, or associations: ***IBA, AIJA, CIArb, Krasnodar bar, AEB, AmCham, Martindale-Hubbell,***

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:
