

**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: Ameria cjsc, Republic of Armenia
2. Contact Information: David Sargsyan, Partner, General Director  
Primary Firm Location: Yerevan, Republic of Armenia  
Office address: 9, Lusavorich str., 0015, Yerevan, Republic of Armenia  
  
Telephone: +374 10 56 11 11  
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e-mail: [legal@ameria.am](mailto:legal@ameria.am)  
Web site: [www.amerialegal.am](http://www.amerialegal.am)  
  
Other Offices:  
Office address:  
  
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e-mail:
3. Primary Contacts:  
Name: David Sargsyan, Partner, General Director  
Email: [davsar@ameria.am](mailto:davsar@ameria.am)
4. Other Contacts:  
Name: Karen Babalyan, Senior Lawyer  
Email: [karenb@ameria.am](mailto:karenb@ameria.am)
5. Year of establishment: 1998

**Section II: Lawyers and Support Staff**

6. Number of Partners: 2 Partners
7. Number of Associates : \_\_\_\_\_
8. Number of Paralegals : \_\_\_\_\_
9. Please indicate number of lawyers with the advanced degrees: LLMS: 6  
Candidate of Legal Sciences: 2

10. Languages spoken at the Firm: Armenian, Russian, English, French; German

11. How many lawyers speak

English: 8      German: 2      Russian: 8      French: 7      Spanish: -

12. Interpreters on the staff: 1 (Armenian, English, Russian)  
(please indicate the languages)

### Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients 60 %      International Law Firms 25%

Non-Corporate clients 15%

14. Please indicate up to five major corporate clients:

- Imperial Tobacco
- Hoffman La Roche
- Tatev revival foundation
- Philip Morris etc.

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

- White & Case
- Linklaters
- Hogan Lovels
- Alrud
- Colibri

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 to 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 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)

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 2013-2014:

- Assistance in acquisition of Vorotan Hidro Power plants by ContourGlobal cjsc  
 Ameria cjsc was retained by a US company to provide legal advisory services and to assist the Client in the process of acquisition of the assets of Vorotan Complex of Hidro Power Plants. Ameria acts as the legal advisor to the company in all issues related to the transactions with the state, namely, provision of permits on land use and allocation of lands (having access to the water networks), approval of tariffs, renegotiation and amendment of the lease contract etc.

- Tatev revival foundation

Ameria cjsc was retained to provide legal advisory services in the process of construction of the longest reversible aerial tramway Wings of Tatev constructed between Halidzor and Tatev monastery in Armenia, to assist in all legal matters, including and not limited to corporate and shareholding matter, international and local transactions, labor issues etc..

- Assistance in establishment of UWC in Armenia

**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 legal counseling and 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. With its clients’ best interests in mind, Ameria Legal takes the leading role among the companies providing legal and consulting services in Armenia, and offers a comprehensive approach and all-embracing solutions to the clients’ needs, dynamically responds to the legal environment changes. Ameria delivers comprehensive legal service and legal/court representation with the focus of compliance of clients’ activities with the existing legislation requirements. Ameria is the only law and advisory firm in Armenia, member of a number of international law and advisory networks, providing easy access to professional services both in post-Soviet countries and Europe, United Arab Emirates and the USA.

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

Ameria is in cooperation with different law firms in other countries. In the list of this project are White & Case, Linklaters, Hogan Lovels, Alrud, Colibri.

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.

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

Ameria Legal is a member of Local Counsel Network CIS and First Law International. And has developed strategic partnership with various prominent firms in the region and beyond. That enables Ameria to have true international reach and provide coordinating services covering various regional jurisdictions.

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: