

## 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:    Egorov Puginsky Afanasiev & Partners, Russia
2. Contact Information:
 

<p>Primary Firm Location:</p> <p><b>MOSCOW</b></p> <p>40/5 Bol. Ordynka St., Moscow, 119017, Russia (<a href="#">view map</a>) Tel.: +7 (495) 935 8010 Fax: +7 (495) 935 8011 Email: <a href="mailto:Mow_office@epam.ru">Mow_office@epam.ru</a></p> <p><b>ST. PETERSBURG</b></p> <p>22-24 Nevsky Pr., St. Petersburg, 191186, Russia (<a href="#">view map</a>) Tel.: +7 (812) 322 9681 Fax: +7 (812) 322 9682 Email: <a href="mailto:Spb_office@epam.ru">Spb_office@epam.ru</a></p> <p><b>KYIV</b></p> <p>38 Volodymyrska St., Kyiv, 01030, Ukraine (<a href="#">view map</a>) Tel.: +380 (44) 492 8282 Fax: +380 (44) 492 8272 Email: <a href="mailto:Kyiv_office@epam.ua">Kyiv_office@epam.ua</a></p>	<p><b>MINSK</b></p> <p>11 Z. Biaduli St., Minsk, 220034, Belarus (<a href="#">view map</a>) Tel.: +375 17 268 82 82 Fax: +375 17 268 82 72 Email: <a href="mailto:Minsk_office@epap.by">Minsk_office@epap.by</a></p> <p><b>WASHINGTON</b></p> <p><b>EPAM USA PLLC</b></p> <p>2200 Pennsylvania Avenue NW 4th Floor East Washington, DC 20037, USA Tel: +1 202 507 5762 Direct Dial: +1 202 507 5763 Fax: +1 202 507 5601 Email: <a href="mailto:Was_office@epamusa.com">Was_office@epamusa.com</a></p> <p><b>LONDON</b></p> <p><b>Egorov Puginsky Afanasiev and Partners LLP</b></p> <p>3 Gough Square London EC4A 3DE Tel: +44 (0) 20 7822 7060 Email: <a href="mailto:lon_secretary@epamllp.co.uk">lon_secretary@epamllp.co.uk</a></p>
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3. Primary Contacts:
 

Name: Dimitry Afanasiev, Chairman  
Email: [aea@epam.ru](mailto:aea@epam.ru)
4. Other Contacts:
 

Name: Sergey Novikov, Marketing Director  
Email: [sergey\\_novikov@epam.ru](mailto:sergey_novikov@epam.ru)
5. Year of establishment:    1993

## Section II: Lawyers and Support Staff

6. Number of Partners: 31
7. Number of Associates (Counsels, Senior Associates, Associates and Junior Associates): 200+
8. Number of Paralegals : ca.40
9. Please indicate number of lawyers with the advanced degrees:  
LLMs: 30+    Candidate of Legal Sciences: 20+    Doctors of Laws: 2
10. Languages spoken at the Firm: Russian, Ukrainian, Belarusian, English, Spanish, Portuguese, French, German, Italian, Polish, Chinese, Arabic, Japanese
11. How many lawyers speak  
English: 200+ German: 33    Russian: 270+    French: 24    Spanish: 12
12. Interpreters on the staff: English

## Section III: Client Details

13. Classify your clients (in percentage):  
Corporate Clients 70 %    International Law Firms 25%  
Non-Corporate clients 5%
14. Please indicate up to five major corporate clients:  
Russian Federation, Metro Group, Sanofi-Aventis, Evraz, UC Rusal
15. Please indicate up to five international law firms you serve as a local counsel to:  
Wachtell, Lipton, Rosen & Katz; Bredin Prat; Bonelli Erede Pappalardo; Hengeler Mueller; Kirkland & Ellis
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: capped fees, blended rates

■ fixed (fixed budget)

19. Illustrative projects in 2013-2014:

- Advising UC RUSAL in relation to a major settlement and complex multiparty transaction in respect of MMC Norilsk Nickel
- Obtaining Russian antimonopoly clearance for the USD 28bn acquisition of H.J. Heinz by Berkshire Hathaway and 3G Capital.
- Advising a Russian party on an LCIA dispute over a contract worth over USD 30bn.
- Advising a consortium of investors comprised of companies belonging to Bank Rossiya group and Alexey Mordashov on US\$ 1 billion plus acquisition of 50 per cent of Tele 2 Russia from VTB Bank.
- Representing Russian Railways in 200+ litigation cases.
- Advising METRO GROUP on Russian aspects of the sale of Real's business in Eastern Europe to Auchan Groupe

#### Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

Egorov Puginsky Afanasiev & Partners is the leading law firm in the CIS with offices in Russia, Ukraine, Belarus and associated offices in the UK and the USA.

Founded in 1993, the Firm provides the full range of legal services to domestic and foreign businesses, governmental authorities, international organizations and financial institutions across the CIS.

Egorov Puginsky Afanasiev & Partners advise its clients in many areas of law, including commercial dispute resolution in Russia and abroad, corporate law, M&A, project finance and PPP, antitrust practice, restructurings and insolvencies. We also offer our clients advice on energy and natural resources, governmental property management and privatization, environment, technical regulation and industrial safety, banking and finance, intellectual property, sport law, criminal law, real estate and construction, taxation, family and labour disputes, marine and transport law, and international trade and customs.

In our work we combine our expertise in emerging markets with the highest professional standards. We offer our clients a comprehensive approach with a blend of legal advice, representation of clients before governmental authorities, interaction with mass media and general public and other services.

Our lawyers are highly qualified legal experts with background spanning both government work and academia. Most of the Firm's lawyers have had internships in the United States or the UK and some are members of national bar associations, the International Bar Association and the American Bar Association.

In all jurisdictions of our presence, the Firm's experts are actively involved in business and legal communities and are regularly engaged as consultants on various aspects of law by executive, legislature, and judiciary authorities, as well as Russian and foreign NGOs.

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

Wachtell, Lipton, Rosen & Katz; Bredin Prat; Bonelli Erede Pappalardo; Hengeler Mueller; De Brauw Blackstone Westbroek; Cravath, Swaine & Moore; Kirkland & Ellis, Bryan Cave (all non-exclusive).

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

Lex Mundi, CIS Leading Counsel Network, Taxand (member from Ukraine)

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**

**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:

**Defamation**  
**Family Law**  
**Legislation and Public Policy**  
**Sports Law**  
**White Collar Crime**