

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: GRATA Law Firm
2. Contact Information:
Primary Firm Location:
Office address: 104 Marat Ospanov Street, Almaty, Kazakhstan,
050020 _____

Telephone: +7 (727) 2445 777
Fax: +7 (727) 2445-776
e-mail: info@gratanet.com
Web site: http://www.gratanet.com
Other Offices: Kyrgyzstan (Bishkek), Uzbekistan (Tashkent), Tajikistan (Dushanbe),
Azerbaijan (Baku), Russia (Moscow), and Mongolia (Ulanbaatar).

Office address: _____

Telephone: _____
Fax: _____
e-mail: _____
3. Primary Contacts:
Name: Rashid Gaissin, Managing Partner responsible for International Development
Email: rgaissin@gratanet.com
4. Other Contacts:
Name: Aliya Aralbayeva, Counsel, head of UK representative office
Email: aaralbayeva@gratanet.com
5. Year of establishment: 1992

Section II: Lawyers and Support Staff

6. Number of Partners:
_____ 20 _____

19. Illustrative projects in 2013-2014:

Advised Samsung C&T and KEPCO on their investments in the Balkhash Power Plant (debut Independent Power Producer project in Kazakhstan with total value USD 4 bn.) where GRATA, among other things, drafted and negotiated with the Government of Kazakhstan an unprecedented international treaty between Kazakhstan and South Korea (signed in 2011);

Advising Kazakh government on participating in a consortium takeover of Eurasian Natural Resources Corporation plc;

Advising a group of major petrochemical companies featuring the participation of both Kazakhstani and international state and private companies in connection with the construction of a petrochemical plant in Western Kazakhstan, including drafting EPC contracts. This was a pioneering transaction with FIDIC EPC contracts successfully used in the Kazakhstani petrochemical industry, and synchronized with local norms and regulations. Total project value - approximately USD 1 billion.

Section IV: Law Firm Profile

20) Law Firm Profile (500 words):

GRATA Law Firm was founded on 22 April 1992. It is one of the leading Eurasian law firms with more than 100 lawyers and a network of branches in Kazakhstan (Almaty, Astana, Aksay, Aktau, Atyrau, Aktobe, Ekibastuz, Karaganda, Kostanay, Kyzylorda, Pavlodar, Temirtau, Uralsk, Ust-Kamenogorsk), Russia (Moscow), Azerbaijan (Baku), Kyrgyzstan (Bishkek), Tajikistan (Dushanbe), Uzbekistan (Tashkent), as well as representatives in Canada (Vancouver), Netherlands (Amsterdam), Mongolia (Ulaan-Baator), United Kingdom (London) and USA (New York).

Having established a reputation as the most reliable partner in the region, GRATA is proud of its outstanding experience in dealing with important regional projects implemented in cooperation with various international law firms. GRATA lawyers have been recognised by international experts including The Legal 500, Chambers Global, Chambers Asia Pacific, IFLR1000, Who's Who legal and Asialaw Profiles.

If a transaction requires multi-jurisdictional coordination anywhere in the world, we can manage the deal through our well-established relationships with leading international law firms. For these firms we are the number one choice in Central Asia and the Caspian region.

Our reputation and success is based on a highly developed combination of our operational capacity, regional network of offices, strong local expertise, international standards of services and competitive fee structure.

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

We work with international law firms all over the world on a regular basis. Our representative office in London, for example, serves as a point of contact with our regular partners among City law firms. We also have frequent interaction with far eastern law firms, such as ones based in Korea and China to name but a few. Our relations with all of the above law firms are conducted on a non-exclusive basis.

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.

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

The British Kazakh Law Association, the Almaty City Bar, KazBar (Kazakhstan Bar Association), British-Azerbaijani Law Association (BALA) as well as legal publications such as the Legal 500, Chambers Global, Chambers Asia Pacific, IFLR1000, Who's Who Legal and Asialaw Profiles.

22. 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:
