

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: PEPELIAEV GROUP, RUSSIA

2. Contact Information:

Primary Firm Location:

Office address: **Moscow**, 12, Krasnopresnenskaya Nab. Entrance 7
World Trade Center-II
Moscow 123610, Russia

Telephone: +7 495 967 0007 _____

Fax: +7 495 967 0008 _____

e-mail: info@pgplaw.ru _____

Web site: www.pgplaw.ru _____

Other Offices: St. Petersburg, Krasnoyarsk, Vladivostok, Yuzhno-Sakhalinsk

Office address:

ST. PETERSBURG

54, Shpalernaya St.

Golden Shpalernaya Business Center

St. Petersburg 191015, Russia

Tel.: +7 (812) 640 6010

Fax: +7 (812) 640 6020

E-mail: spb@pgplaw.ru

KRASNOYARSK

16th floor, 3A Vesny St., Krasnoyarsk

Tel. +7 (391)2777300

Fax +7 (391)2550707

e-mail (krs@pgplaw.ru)

3. Primary Contacts:

Name: Sergey Pepeliaev, Managing Partner

Email: s.pepeliaev@pgplaw.ru

Name: Vladimir Sokov, Senior Partner, Head of Corporate Division

Email: v.sokov@pgplaw.ru

Name: Rustem Ahmetshin, Senior Partner

Email: r.ahmetshin@pgplaw.ru

Name: Olga Bulatova, Business Development Director

Email: o.bulatova@pgplaw.ru

4. Other Contacts:

Name: Valentina Orlova, Head of Practice IP and trademarks practice

Email: v.orlova@pgplaw.ru

Name: Sergey Spasenov, Partner (St Petersburg)

Email: s.spasenov@pgplaw.ru

Name: Egor Lysenko, Head of Siberian office in Krasnoyarsk

Email: e.lysenko@pgplaw.ru

Name: Igor Marmalidi, Partner and Head of Banking and Finance Practice

Email: i.marmalidi@pgplaw.ru

Name: Andrey Tereschenko, Partner

Email: a.tereschenko@pgplaw.ru

Name: Ilya Bolotnov, Partner

Email: i.bolotnov@pgplaw.ru

Name: Yuri Vorobyev, Head of Dispute resolution and Mediation Practice

Email: y.vorobyev@pgplaw.ru

Name: Julia Borozdna, Head of Practice "Employment and Migration Law"

Email: j.borozdna@pgplaw.ru

Name: Alexander Kosov, Head of Practice "Customs and Foreign Trade Regulation"

Email: a.kosov@pgplaw.ru

5. Year of establishment: 2002

Section II: Lawyers and Support Staff

6. Number of Partners: 15 _____

7. Number of Associates : 131 _____

8. Number of Paralegals : 23 _____

9. Please indicate number of lawyers with the advanced degrees: LL.Ms: 2

PhD (JD): 18 D.Sc: 2

10. Languages spoken at the Firm: English, Russian, French, Spanish, German, Korean, Chinese

11. How many lawyers speak

English: 92 German: 5 Russian: 154 French: N/A Spanish: N/A

12. Interpreters on the staff: 6 translators (Russian to English/English to Russian) and 1 editor (English)

(please indicate the languages)

Section III: Client Details

13. Classify your clients (in percentage):

Corporate Clients 50% International Law Firms 30 %

Non-Corporate clients 20%

14. Please indicate up to five major corporate clients:

BAT Russia, Citibank, ALROSA, GAZPROM, Johnson&Johnson

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

Pepeliaev Group is an active member of the international business community and belongs to several international law associations: Taxand, Terralex, First Law International. We have had a number of projects with the following international law firms: Alvarez & Marsal Taxand (UK), RPC (UK), Luther (Germany), Arsene Taxand (France), RULG (Ukraine), etc.

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 2013-2014:

1. **Project name:** Preparing a production sharing agreement for developing the Khvalynskoye deposit that establishes a special taxation regime for the investor.

Date completed: December 2012 – January 2013

Value (\$): Expected investments in developing the deposit according to different estimates will be between EUR 3.1 billion and EUR 11.6 billion (USD 4 billion and USD 15 billion)

Client name: Russian Ministry of Energy

Pepeliaev Group's role on the deal:

Pepeliaev Group's lawyers analysed the proposed amendments to the draft production sharing agreement for use of the subsoil of the Khvalynskoye oil and gas condensate deposit, from a legal and technical points of view. The firm's lawyers also provided expert support to government representatives to ensure the maximum efficiency of the project for the Russian Federation and to secure national interests.

Under a governmental contract with the Russian Ministry of Energy for legal and expert services, the lawyers from Pepeliaev Group provided services that involved undertaking a legal and technical analysis of proposed amendments to the draft production sharing agreement for use of the subsoil of the Khvalynskoye oil and gas condensate deposit. This project is based on the intergovernmental agreement entered into by Russia and Kazakhstan and is only the fourth such project implemented in the Russian Federation.

This project is based on the intergovernmental agreement entered into by Russia and Kazakhstan and is only the fourth such project implemented in the Russian Federation. This production sharing agreement provides for the participation of the Russian Federation, as well as a Russian private oil company and a corporation partially owned by the state of Kazakhstan. Within the firm, in addition to the Offshore Projects and PSA Group, several practices were involved: tax, customs and foreign trade, administrative defence for business practices.

2. **FIFA:** Pepeliaev Group remains the exclusive legal advisor to FIFA in Russia in connection with the hosting of the 2018 FIFA Football World Cup in Russia, on a range of legal issues, including taxation. The **FIFA** project began in 2011; at FIFA's request, Pepeliaev Group reviewed the legal documents to be filed as part of Russia's application in terms of their compliance with FIFA's requirements and Russian legislation. The Russian government's guarantees were then assessed with regard to compliance to all FIFA's requirements and standards. Pepeliaev Group, acting for FIFA, was directly involved in drafting the Federal Law 'On the Hosting and Staging of the 2018 FIFA Football World Cup and the 2017 FIFA Confederations Cup in the Russian Federation and on Amendments to Certain Legislative Acts of the Russian Federation'. This ongoing project involves the close cooperation of the Tax, Commercial, Antimonopoly, Employment, Customs, IP, Administrative Defence of Business practices, with the FIFA Organising Committee and the state authorities.

Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

PEPELIAEV GROUP is a leading Russian law firm offering the full range of legal services in all regions of Russia, CIS and abroad. The firm has over 170 lawyers in offices in Moscow, St. Petersburg and Krasnoyarsk. Following Pepeliaev Group's alliance with Russin & Vecchi, the firm now also offers legal support to clients at Primorsky Krai and in the Russian Far East generally.

Our key services include tax advice and tax litigation; corporate; commercial/M&A; antimonopoly regulation; land, real estate and construction; dispute resolution and mediation; intellectual property and trademarks; employment and migration law; banking and finance; customs and foreign trade regulation; administrative and criminal defence for businesses; telecommunications services; pharmaceuticals and healthcare; and environmental protection.

Pepeliaev Group provides legal support to more than 1,500 companies from a range of industries across the economy. Seventy percent of our clients are international corporations, which are making strategic long-term investments within Russia.

In 2014, Pepeliaev Group won the *European Energy Tax Firm award* at the 2014 ITR European Tax Awards held in London, UK and *SME company of the year* at the AmCham the American Chamber of Commerce awards held in Moscow, Russia.

Pepeliaev Group lawyers sit on the academic boards of Russia's leading higher education institutions, act as opponents when candidates defend their theses, carry out expert reviews of legislation and court decisions as members of various expert councils, committees and commissions under the auspices of the State Duma and Federation Council, the Government, the Ministry of Finance, the Russian Chamber of Commerce, the Union of Industrialists and Entrepreneurs, the Supreme State Commercial Court, the Supreme and Constitutional Courts and other state authorities at both federal and local levels.

Over the past 10 years, Pepeliaev Group professionals have been involved as experts in preparing more than 50 drafts of key laws and regulations of various government departments and authorities (including the Tax Code, Civil Code, Budgetary Code, Customs Code, and the laws regarding the so-called 'Green Corridor', the 2018 Football World Cup and 2014 Sochi Winter Olympics).

Over the years the firm has won more than 40 international legal awards for its successful projects and accomplished team. Pepeliaev Group has been ranked as a market leader by international legal directories (Chambers, The Legal 500, PLC Which Lawyer, IFLR, World Tax and other) and has won a number of prestigious awards. According to its clients and fellow professionals, Pepeliaev Group has the best reputation on the legal market.

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

Pepeliaev Group is an active member of the international business community and belongs to several international law associations: Taxand, Terralex, First Law International. We have had a number of projects with the following international law firms: Alvarez & Marsal Taxand (UK), RPC (UK), Luther (Germany), Arsene Taxand (France), RULG (Ukraine), etc.

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.

Mr. James Mee, Partner, Reynolds, Porter & Chamberlain

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

Pepeliaev Group is a member of the following associations and organizations and networks:

TerraLex

www.terrallex.org

TerraLex exists to help member firms serve their clients' legal needs and business interests through a worldwide network of quality law firms that meets high professional standards. As a voluntary association of independent law firms, each TerraLex member retains the right to work with any law firm or client. Member firms operate as separate enterprises, responsible for their own staff and work products.

Taxand

www.taxand.com

Taxand is a global network of over 2,000 tax advisors from independent member firms in nearly 50 countries. We all have very strong tax professionals focused on delivering tax advice. We work together closely to provide global tax services for multinational clients. We are passionate about delivering practical advice, fast. We can do this because all of our work is led by a partner from start to finish and because we're independent – we're not conflicted by time-consuming audit-based issues.

The International Bar Association (IBA)

www.ibanet.org

Pepeliaev Group is a corporate member of IBA. The International Bar Association (IBA), established in 1947, is the world's leading organisation of international legal practitioners, bar associations and law societies. It has a membership of more than 45,000 individual lawyers and over 200 bar associations and law societies spanning all continents. It has considerable expertise in providing assistance to the global legal community. Pepeliaev Group's leading experts speak at IBA conferences providing valuable information regarding amendments and developments in Russian law and general updates on the country's legal sector.

First Law International

<http://www.first-law.com/>

First Law International ("FLI") is the Brussels-based hub of a global network of 65 independent, national law firms known as FLI NET™. The association specializes in providing a wide range of multinational clients from Automotive, Pharmaceutical, Heavy-industry, Retail, Real Estate, Finance, Semiconductor, Oil & Gas, Services, and IT among others with valuable cross-border legal support on a global basis.

American Chamber of Commerce

www.amcham.ru

As the largest and most influential foreign business organisation in Russia, the American Chamber of Commerce in Russia is an impact player in the policymaking arenas of both the U.S. and Russian governments, endorsing trade and investment solutions that protect and benefit the interests of more than 700 member companies.

Russo-British Chamber of Commerce (RBCC)

www.rbcc.com

The Russo-British Chamber of Commerce (RBCC), established in 1916, is a non-governmental non-profit organisation facilitating trade between Britain and Russia. The RBCC represents the interests of its Russian and British members. Headquartered in

London, in September 1998 the company reopened its Moscow representative office with the aim of expanding the range of services offered to its members.

Finnish-Russian Chamber of Commerce (FRCC)

www.finruscc.ru

The Registered Association Finnish-Russian Chamber of Commerce (FRCC) was founded in 1946. Its mission is to promote business and competitiveness as well as economic relations in Russia and Finland. The FRCC numbers approximately 670 members, 560 of them Finnish and over 100 Russian.

The Association of European Businesses

www.aebrus.ru

The Association of European Businesses is a non-profit association of commercial enterprises and individuals from the European Union working in or with Russia. The objective of the AEB is to improve the trade and business environment in Russia in the interests of its member companies through networking of information and lobbying. The AEB also contributes to building the Common European Economic Space and promotes economic and commercial relations between the European Union and the Russian Federation in the interests of its member companies. Since its foundation, the AEB's major concern has been to improve the investment climate in Russia.

French Chamber of Commerce and Industry (CCIFR)

www.ccifr.ru

French Chamber of Commerce and Industry was established to provide support for its French member companies and helping their investments in the Russian economy to grow. The Chamber's objective is to assist member companies to achieve business objectives by means of networking and exchanging experience. CCIFR is non commercial organisation independent from politic structures and governmental organizations.

The St. Petersburg International Business Association (SPIBA)

www.spiba.ru

SPIBA is a non-profit, independent organization that provides a networking platform for the exchange of views and ideas on business matters in North-Western Russia. It also acts as a voice for promoting its members' common interests and cooperates closely with local policy making institutions. Established in 1995 SPIBA has become respected partner for the international business community in North-Western Russia.

International Trademark Association (INTA)

www.inta.org

The International Trademark Association (INTA) is a 4,300-member non-profit organisation. Its members are trade mark owners and professionals from more than 170 countries who are dedicated to the protection and advancement of trade marks and other intellectual property as the basis for fair and effective commerce on domestic and international markets.

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	Media Law
Admiralty and Maritime Law	Mergers & Acquisitions
Advertising and Marketing	Mortgages Property Funding and Security
Agency and Distribution	Natural Resources
Agricultural Law	Oil and Gas
Alternative Dispute Resolution: Arbitration, Mediation	Privatization Law
Antitrust and Competition	Product Liability
Aviation and Aerospace	Regulatory Law
Bankruptcy	Securities and Stock Exchange
Banks, Banking and Financial Services	Taxation
Business Law	Technology and Science
Commercial Litigation	Torts
Commercial Real Estate, Zoning, Planning and Land Use	Transportation
Communications and Media	Other practice areas:
Construction Law and Litigation	
Consumer Law	
Contract Law	
Corporate Finance	
Corporate Law	
Criminal Law	Areas of Special Expertise:
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	