

## 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 June 2014

### Section 1: Law Firm

1. Name and country of the law firm: **SAYENKO KHARENKO, Ukraine**
2. Contact Information:
 

Primary Firm Location:  
Office address: **10 Muzeyny Provulok  
Kyiv 01001, Ukraine**

Telephone: **+380 44 499 6000**  
Fax: **+380 44 499 6250**  
e-mail: [info@sk.ua](mailto:info@sk.ua)  
Web site: [www.sk.ua](http://www.sk.ua)

Other Offices:  
Office address: **SAYENKO KHARENKO  
One Berkeley Street,  
Mayfair, London, W1J 8DJ, UK**

Telephone: **+44 207 01 69 640**  
e-mail: [info@sk.ua](mailto:info@sk.ua)
3. Primary Contacts:
 

Name: **Michael Kharenko**, Managing Partner, Banking and Finance, Bankruptcy and Debt Restructuring, Capital Markets  
Email: [MKharenko@sk.ua](mailto:MKharenko@sk.ua)

Name: **Vladimir Sayenko**, Partner, Antitrust/Competition, Corporate and M&A  
Email: [VSayenko@sk.ua](mailto:VSayenko@sk.ua)
4. Other Contacts:
 

Name: **Oleksandr Padalka**, Partner, Antitrust/Competition, Corporate and M&A, Intellectual Property  
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Name: **Nazar Chernyavsky**, Partner, Banking and Finance, Bankruptcy and Debt Restructuring, Capital Markets, Intellectual Property  
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Name: **Andrei Liakhov**, Partner, Corporate and M&A  
Email: [ALiakhov@sk.ua](mailto:ALiakhov@sk.ua)

Name: **Sergey Pogrebnoy**, Partner, Corporate security, Litigation, Real Estate

Email: [SPogrebnoy@sk.ua](mailto:SPogrebnoy@sk.ua)

Name: **Tatyana Slipachuk**, Partner, International Arbitration, International Trade  
 Email: [TSlipachuk@sk.ua](mailto:TSlipachuk@sk.ua)

**Marketing Contact:**

Name: Iryna Khymchak, Head of Marketing and BD Department  
 Email: [IKhymchak@sk.ua](mailto:IKhymchak@sk.ua)

5. Year of establishment: 2004

## Section II: Lawyers and Support Staff

6. Number of Partners: **7**
7. Number of Associates : **46**
8. Number of Paralegals : **9**
9. Please indicate number of lawyers with the advanced degrees: LL.Ms: Candidate of Legal Sciences:
- Practically all our lawyers have an advanced degree (master of laws, either local or foreign).**
10. Languages spoken at the Firm: **Ukrainian, Russian, English, Spain, German, Italian, Lithuanian, Turkish**
11. How many lawyers speak  
 English: **62**      German: **5**      Russian: **62**      French: **6**      Spanish: **2**      Italian: **1**  
 Lithuanian: **1**      Turkish: **1**
12. Interpreters on the staff: **2** (English, French, Greek)  
(please indicate the languages)

## Section III: Client Details

13. Classify your clients (in percentage):  
 Corporate Clients **80%**      International Law Firms **20%**  
 Non-Corporate clients
- We mostly get our work directly from clients, as opposed to referrals of foreign law firms (the share of referrals is about 20%). We have very few individuals as our clients and we mostly serve them as owners of some other businesses.**
14. Please indicate up to five major corporate clients:
- Major international investment banks and Fortune 500 companies active in Ukraine, as well as international financial organizations and Ukrainian largest banks and corporations.**
15. Please indicate up to five international law firms you serve as a local counsel to:

**Largest UK and US law firms, as well as top firms from other European jurisdictions.**

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)

**In terms of nationality of our clients, foreign clients currently account for slightly more than a half of all clients, as over the recent years we aimed to increase the ratio towards domestic clients (as foreign clients accounted for almost 90% in the past).**

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)

Up to 10%.

18. Method of payment (choose all options that apply):

- per hourly rates  
 contingency (percentage of the value of the contract/claim)  
 fixed (fixed budget)  
 other .....

19. Illustrative projects in 2013-2014:

**In 2013-2014, Sayenko Kharenko:**

advised the **European Bank for Reconstruction and Development** on the USD 26 million loan to Public joint-stock company “Ukrainsky Grafit”;

advised **Pamplona Capital Management** in connection with the acquisition by Pamplona Capital Management of a majority stake in Alvogen, one of the fastest growing generics companies in the pharmaceutical industry;

advised the **European Bank for Reconstruction and Development** on providing a EUR 35 million loan to Danosha, a major Ukrainian pig farming company;

advised the joint global coordinators **Deutsche Bank, Raiffeisen Centrobank and UBS** on the most recent capital increase of Raiffeisen Bank International AG for the total amount of EUR 2.78 billion;

represented **Italian company** in the debt collection dispute over the equipment supply contract (the “Contract”) with a total value of more than USD 3.5 million;

advised **Nutreco International B.V.** (the Netherlands) on M&A deal in the animal feed market and establishment of a joint venture in Ukraine;

advised **VTB Capital**, a lead manager of Ukraine's latest USD 3 billion Eurobond due 2015 issued with a 5% coupon;

advised pro bono the **UN Global Compact Network** in Ukraine on incorporation of the public association in Ukraine;

advised **Sberbank CIB** (part of Sberbank Group), arranger of the USD 750 million syndicated loan to Ukrainian Government;

advised **Landesbank Berlin AG** on the EUR 138 million financing for the construction of the second stage of the Botievo wind farm by "Wind Power" LLC;

advised **VTB Capital plc** (part of VTB Group) on the RUB 5.35 billion facility to DTEK, Ukraine's largest energy company.

#### Section IV: Law Firm Profile

20. Law Firm Profile (500 words):

**Sayenko Kharenko enjoys global reputation as a leading Ukrainian full service law firm.**

**The firm's leading market position builds on continuous excellence of its highly specialized practice teams. In 2013, the firm was top-ranked in multiple specialized practice areas, according to Who's Who. Ukrainian Law Firms Research and has won three of the most prestigious professional excellence country awards - Law Firm of the Year by Who's Who Legal European Awards, IFLR European Awards and Legal Awards by Yuridicheskaya Practika, Ukraine's leading Publishing House. In 2014, the Firm collected two trophies – M&A Firm of the Year and Banking & Finance Firm of the Year. The firm was also shortlisted among the top-5 finalists in Dispute Resolution.**

**According to the newly released Ukrainian Law Firms 2014 directory by Yuridicheskaya Practika, Sayenko Kharenko was ranked No.1 by number of the largest projects in the majority of practice areas, including banking and finance, debt and equity capital markets and M&A. The Who is Who ranking recognized Sayenko Kharenko No.1 in Ukraine for 4 key business practice areas, including banking and finance, capital markets, M&A, and international trade.**

**The market-leading expertise of Sayenko Kharenko team has been repeatedly recognised by all major local and international legal directories and publications (the Lawyer European Awards, the Chambers Europe Awards for Excellence, IFLR**

European Awards, Who's Who Legal Awards, the International Tax Review European Tax Awards).

We provide legal advice to the largest international banks and financial institutions, Fortune 500 companies, international non-governmental organizations, and individual investors.

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

We closely work with and regularly act as local counsel to major European and international law firms, that have decades of experience of successful client representation related to major infrastructure projects in Europe and all over the world. Most frequently we are engaged in joint projects with Allen & Overy, Bird & Bird, Clifford Chance, Freshfields, Hogan Lovells, Linklaters, Mayer Brown Rowe & Maw, Norton Rose, and White & Case.

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

Ukrainian Bar Association, International Bar Association, International Trademark Association, Ukrainian Arbitration Association, Russian Arbitration Association, International Franchise Association, Global Advertising Lawyers Alliance, Non-commercial Partnership "Supporting Competition in the CIS Countries", Martindale, LexisNexis, Club Español del Arbitraje and others.

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:  
 Media Law  
 Mergers & Acquisitions  
 Mortgages Property Funding and Security  
 Natural Resources  
 Oil and Gas  
 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  
 Corporate REstructuring  
 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**

**Privatization Law**  
Product Liability

**Regulatory Law**  
**Securities and Stock Exchange**  
**Taxation**  
**Technology and Science**  
Torts  
Transportation  
Other practice areas:

Areas of Special Expertise:  
**WTO law**