Local Knowledge for Global Business

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Industry & Trade

For over 30 years, GRATA International has been collaborating with international and local companies from various business sectors contributing to the success of their activities in the Asian and European regions. We offer a full range of legal services to assist and advise our clients.

Our high level of performance and acknowledgement is confirmed by high rankings in respectable publications such as Legal 500, Chambers Global, Chambers Asia-Pacific, IFLR1000, Who's Who Legal, Asia Law Profiles., Best Lawyers

Combining the strength of all our industry sectors we have created what we believe is a leading practice for assisting organisations in establishing a strong legal presence and further support in the Industry and Trade.

We have established a true partnership with team spirit, creativity and youthful energy that gives us a unique working style. Constant self-improvement and focus on cost effective success are the basis for our team development strategy. Our team consists of more than 250 highly qualified lawyers, who can resolve legal issues quickly and skillfully, no matter how complex the issue might be.

We are keen to assist our clients in controlling their expenditures in a complex economic environment, and always try to add maximum value to our advice.

Our lawyers provide full legal support at all stages of the project lifecycle, including:

Corporate Law

► Corporate Structure.
► Antitrust Issues.
► Obtaining a preliminary approval from the antimonopoly authority on terms and conditions of agreements and other documents that restrict or may restrict competition.
► Development/review of policies on choice of counterparties and commercial policies with a view of antitrust law and tax authorities’ requirements.
► Legal Due Diligence of the Acquisition and Sale of Company Shares/ Assets.
► Legal Support on M&A Transactions.

Commercial Law

► Development and review of distribution, sale and purchase, agency, provision of works, rendering of services and other agreements.
► Legal due diligence of candidates for distributorship/ dealership and other counterparties.
► Advising on goods’ import and circulation requirements.
► Advising on compliance with regulations related to advertising, marketing, sponsorship and other similar activities.
► Advising on compliance with product labelling and packaging requirements.
Labour Law

- HR legal due diligence.
- Development of labour policies.
- Advising on employment of foreign citizens.
- Advising on termination of employment.
- Advising on compliance with labour law requirements.

Company Registration

- Development of legal entity’s founding documents.
- State registration of legal entities, branches and representative offices.
- State registration of amendments to founding documents.

Finance and Securities

- Financial and currency regulation
- Direct foreign investments
- Financial leasing
- Debt restructuring
- Insolvency issues

Tax Law

- Appealing tax audit results
- Tax litigations
- Corporate taxation and tax planning.
- Tax due diligence
- VAT refunds.

Dispute Resolution

- Dispute resolution at state courts.
- International arbitration
- Enforcement of Foreign judgments in Local courts.
- Enforcement of foreign arbitral awards.
- Legal support during state audits.

Customs Law

- Advising on customs regulation
Legal assistance during customs audit.
Appealing results of customs audit.
Customs litigations
Customs due diligence
Registration of IP objects into the customs registry.

Licenses and Permits

- Advising on licensing
- Obtaining and renewal of licenses.
- Obtaining and advising on permits.
- Advising on sanitary and epidemiological requirements.

Intellectual Property

- Pre-trial protection of intellectual property rights.
- Registration of intellectual property rights.
- Intellectual property disputes resolution.

Video on Automotive industry sector by Industry and Trade department
Practice areas

CORPORATE AND M&A, DATA PROTECTION & PRIVACY, DISPUTE RESOLUTION, EMPLOYMENT,
FINANCE AND SECURITIES, INTELLECTUAL PROPERTY, CUSTOMS LAW, INTERNATIONAL TRADE & WTO,
LICENSES AND PERMITS, TAX
Industry Awards & Rankings

Kazakhstan

IFLR 1000, Tier 3, 2022

GRATA International securing rankings in IFLR1000, a key international legal directory for capital markets, confirms its position as one of the leading law firms in the region.

Experience

Azerbaijan

- Advised a US multinational manufacturer of networking equipment on liquidation and deregistration of its Branch in Azerbaijan;
- Advised a major European distribution company on various corporate matters, including M&A regulations;
- Advised a global tobacco company in connection with trademark infringement, representing a company in a dispute with an infringer of intellectual property rights. Pre-trial dispute resolution;
- Advised on the organisation of promotions for an energy drinks company in the Republic of Azerbaijan;
- Advised a global food producer on licensing and product certification issues in the Republic of Azerbaijan;
- Advised a leading European manufacturer of chocolate products on product labeling, as well as on the protection of intellectual property and the possibility of eliminating trademark infringement;
- Advised a major confectionery manufacturer on corporate, tax and labour aspects of opening a representative office in the Republic of Azerbaijan;
- Advised several world-famous textile companies on concluding a franchising agreement with partners in the Azerbaijan Republic;
- Advised a major FMCG multinational company on the compliance of activities with antitrust laws, and represented its interests in the antitrust authority;
Advised one of the world’s largest consumer goods companies on advertising campaigns;
Advised a regional cigarette packaging manufacturer on the import of raw materials into the territory of Azerbaijan;
Advised a German company on the recall of low-quality power equipment;
Advised a global American pharmaceutical company on the distribution and registration of medicines in Azerbaijan;
Advised a global European firm on the advertising of Rx and OTC drugs;
Advised an international brewing company on trademark issues, trademark registration;
Advised a global tobacco manufacturer in connection with the violation of trademark rights, representing interests of the company in a dispute with the infringer of IP rights. Pre-trial dispute settlement;
Advised a global food producer in connection with the breach of trademark rights, including investigation and elimination of the breach;
Provided legal support and represented an aircraft producer in a complex aircraft leasing transaction, including mortgage of aircraft as security;
Provided legal support to an American food production company, in negotiations and entering into a Master Franchise Agreement;
Opening a branch of a major American multinational conglomerate company that produces a variety of commercial and consumer products, engineering services and aerospace systems;
Representing a Turkish producer of animal food (plaintiff) company, in litigation concerning debt recovery in the amount of EUR 422,000.

Belarus

Supporting creation of JV in waste management with engagement of the Minsk City Executive Committee, including drafting of constituent documents and representing the investor’s interests in negotiations with government bodies and organizations;
Representation of interests of a manufacturer of pulp and cardboard products within the scope of development of international distribution networks;
Advising a Belarusian operator in the field of remote sensing of land on the issues of cooperation with BlackBridge Geomatics;
Full legal support of a major clothing retailer in its entrance to the Belarusian market, including registration and support of legal entities, trade, supply of goods, certification, consumer protection, construction, and rental of shops, etc.;
Legal support of transactions of a major manufacturer of toys and household goods with foreign counterparties;
Advising a European beer producer on the procedure and conditions for arrangement of beer production based on a state-owned brewery in Minsk;
Support of a transaction for selling a juice production facility for USD 3 million, including the performance of the DD of the enterprise, as well as participation in negotiations with representatives of the buyer in Moscow;
Advising a manufacturer of nonwoven materials on the issues of implementation of an investment project in Pinsk (Belarus), including drafting of the investment agreement with the government, the agreement for sale of property by
installs;

- Advising and representation of a manufacturer of construction materials on the issues of appealing an unlawful decision of the antimonopoly body on the improper use of discounted tariffs energy in the scope of a dispute for EUR 400 000;

- Provision of comprehensive legal support to a manufacturer of power engineering equipment on the issues of evaluation and optimisation of activities, improvement of the risk control system;

- Legal support of a major European company in the scope of acquisition of a Belarusian clothing manufacturer;

- Performance of the due diligence of a major food enterprise for the subsequent acquisition, structuring and registration of the transaction;

- Support of European investors in acquisition of an agricultural enterprise and creating of dairy production in Belarus;

- Representation of interests of an international manufacturer of vacuum equipment in the process of making a deal with a Belarusian export agency for distribution of its equipment in the countries of Middle East;

- Advising on acquiring a stake in a Chinese IT company specialised in cyber security and data center solutions of an American company with the aim of entering the Chinese market;

- Legal support of negotiations of a major manufacturer of toys and household goods with foreign counterparties on transactions for EUR 20 million.

Georgia

- Advising one of the largest multinational companies on organising promotional games in the territory of Georgia;

- Advising one of the largest multinational companies on label requirements under the Laws of Georgia.

Kazakhstan

- Representing one of the largest computer software companies in antipiracy enforcement activities;

- Representing a major computer technology company in court proceedings related to the protection of IP rights;

- Advising a large producer of energy drinks on antimonopoly legislation matters;

- Advising the subsidiary of a global brewer on trans-border transfer and storage of personal data;

- Advising a large American company on tax optimisation in the course of structuring a deal with the local franchisee;

- Advising a world leading industrial solutions company on contractual laws;

- Advising foreign food producers on distribution models in Kazakhstan;

- Advising a large European confectionery manufacturer on the violation of intellectual property rights in terms of parallel imports;

- Advising the owner of an international online marketplace portal on various commercial issues related to transactions executed by the portal users, data protection and protection of IP rights;

- Advising various foreign companies on IP rights protection matters;

- Advising a large Russian company on recovery of income from Kazakhstan;

- Advising a large European automobile producer on antimonopoly and tax matters in the course of structuring the
distribution model in Kazakhstan;
- Advising a large American cosmetics company on compliance on the online payment mechanism with the requirements of Kazakhstan legislation;
- Advising an American multinational company on antitrust regulations under the distribution agreement;
- Advising one of the largest European manufacturers of equipment, consumables, and software for construction on e-commerce regulations matters.

Kyrgyzstan

- Advising a major international beverage corporation on land acquisition transaction;
- Advising a Russian producer of snacks and confectionery products on registration of legal entity, branch, and various corporate law matters;
- Advising a multinational consumer goods company on trademark protection and inclusion into the customs register;
- Advising a Turkish clothing company on labour law matters;
- Advising a Kazakh home appliances retailer on labour regulation in Kyrgyzstan;
- Advising a leading German pharmaceutical company on establishment of a representative office in Kyrgyzstan;
- Advising a leading American pharmaceutical company on requirements of the Kyrgyz Law on notification of the authorized state agency on adverse reaction to a drug;
- Advising a global pharmaceutical corporation on regulation of pharmaceutical activities in Kyrgyzstan, registration of pharmaceuticals;
- Advising a leading Swiss pharmaceutical company on registration of drugs and trademarks in Kyrgyzstan;
- Advising a leading American pharmaceutical company on provisions of the Kyrgyz laws on drug advertisement;
- Advising a leading American pharmaceutical company on provisions of the Kyrgyz laws on execution of questionnaires and tests among pharmacists;
- Advising a leading American pharmaceutical corporation on import of pharmaceuticals as humanitarian aid into the territory of Kyrgyzstan;
- Advising a leading American pharmaceutical corporation on advertising and promotion requirements of Non-Rx drugs, organizing and sponsoring conferences and symposiums;
- Advising on provision of grants for research purposes;
- Advising a leading international law firm on localisation of pharmaceutical production;
- Advising a German leading company that provides dialysis services on requirements for storage of defective products and notifying the local authority;
- Advising Fresenius, a major global dialysis provider, on the first ever PPP project in Kyrgyzstan, which sought to provide hemodialysis services in the country’s largest cities;
- Advising Sucres & Denrées, major global sugar conglomerate, on multiple rounds of sugar production financing provided to the sugar monopolist in Kyrgyzstan.
Moldova

- Assisting a major Polish sugar production company in the process of local enterprise acquisition;
- Advising a German dialysis company in process of establishing a presence in Moldova (PPP);
- Advising a local stomatology clinic in the process of expansion in the EU;
- Advising an US manufacturer on legal requirements on incorporation in Moldova.

Mongolia

- Incorporated a representative office of foreign company from Kazakhstan in Mongolia;
- Incorporated an Austrian jewelry trading company in Mongolia and assisted with trademark registration;
- Advised Procter and Gamble (P&G) on intellectual property rights breach by Mongolian company;
- Advised P&G on distribution agreement extension and modification/addendum on distribution agreement;
- Advised on requirements for the labeling of perfume and cosmetic products and regulatory requirements in Mongolian market;
- Advised on advertising regulation of Mongolia for launching promotional program on Gift with Purchase;
- Advised an international laboratory on company and state data protection legislation;
- Advised a Singaporean mining company on registering workshop leasing agreements with the state registration authority;
- Drafted internal labor policy/procedure in accordance with labor laws and legislation of Mongolia;
- Advised international tobacco product producer on obtaining retail sale permit on tobacco products in Mongolia;
- Advised subsidiary of an international testing and analysis service provider on collective redundancy issues;
- Drafted a manpower supply agreement for a recruiting service provider;
- Assisted with registration of trademark licensing agreement of head and local subsidiary of MNC.

Russia

- Providing legal support for deployment of production facilities and offices, negotiating lease agreements, and establishing a Russian subsidiary of one of the world’s leading automotive manufacturers;
- Providing legal support to a European automotive manufacturer headquarters of a Russian subsidiary, including lease of the building, architectural planning work, general construction work, finishing work;
- Advising a European manufacturer of medical devices on the issues of localisation of manufacturing in Russia;
- Advising an American manufacturer of cosmetics regarding certification and state registration of its products in Russia;
- Advising a leading international manufacturer of jeans on advertising and labelling of its products in Russia;
- Representing a Russian subdivision of one of the world’s largest fashion retail companies in a dispute with a lessor on the fine’s recovery, compulsion to enter into a contract of lease;
- Providing legal Due Diligence of a Russian confectionery products manufacturing group;
- Advising a European private investment fund in relation to the sale of shares in the authorised capital of a Russian company;
manufacturer of confectionery products;

- Advising one of the largest Russian manufacturers of confectionery products regarding VAT refund issues;
- Advising one of the largest Russian companies regarding import and sale of frozen seafood and applicable tax regimes when developing a business structure;
- Advising a Swiss production equipment manufacturer on personal data protection issues;
- Preparing of documentation on controlled transactions between one of the largest Swiss manufacturers of food processing equipment and its Russian subsidiary;
- Representing one of the world's largest manufacturers of ceramic ware in a tax litigation in connection with license fee record-keeping;
- Successfully defending a Russian subsidiary of an American company - a world leader in the development of tapping and plugging technologies, in the case of inclusion, the company into the list of creditors that renders repair work and technical support of gas pipelines, to recover of a debt in the amount of approximately RUB 1 billion;
- Advising and representing a Russian manufacturer of electric lamps and lighting equipment with a major commercial bank in a dispute on debt recovery under the bank loan agreement;
- Appealing the decision of the Moscow Department of the Federal Antimonopoly service on prosecuting one of the largest Russian manufacturers of high-quality utilities and road equipment liable for a violation of the public procurement law;
- Preparing the documentation on controlled transactions between a major German manufacturer of agricultural equipment and its Russian subsidiary;
- Advising one of the largest Russian companies regarding efficient structuring of business in terms of tax regimes applicable to import of seeds;
- Advising one of the major world manufacturers of agricultural equipment in connection with premature termination of the office lease agreement in Moscow;
- Successfully representing one of the major Russian supplier companies of agricultural equipment and spare parts in a dispute with a contractor over recovery of a debt under a supply contract;
- Advising seller of medical equipment on compliance with the requirements of securities market law and joint-stock companies' law. Preparing the necessary documents and representing before federal authorities;
- Drafting and analysing foreign trade contracts for the storage and transshipment of goods in the Rostov port for a foreign company;
- Advising a motor transport enterprise and the owner of a large land plot on the reorganisational procedure of the company. Preparing of the necessary documents and representing before the federal authorities in connection with the reorganization of a joint stock company with respect to the registration and placement of securities;
- Advising an international agro-industrial company on the acquisition of agricultural assets;
- Advising a world leader in food trade on an investment project for the construction of an export grain terminal;
- Advising a large holding company, a sugar producer, in relations with its counterparties, as well as regarding the corporate conflict. Implementing the procedures for requesting information about opponents in foreign jurisdictions. Representing an enterprise before the UK registering authority (Companies House);
- Advising and providing legal support in a dispute to a large confectionery manufacturer regarding protection of exclusive trademark rights;
- Providing legal support to a producer of bakery products in a tax dispute during the pre-trial stage;
- Advising and providing legal support for a large restaurateur on the acquisition of assets;
- Advising an Italian restaurant chain on the protection of trademark rights;
- Advising a large retailer of household appliances and protecting its interests in a dispute with an employment inspection office against a foreign employee;
- Providing legal protection of a company on the repair of electrical equipment in a dispute on violation of the rights to an invention;
- Advising and providing legal support in a dispute of an agricultural producer regarding agricultural assets;
- Advising and representing a supplier of agricultural machinery in a dispute over the lease of tractors;
- Advising the largest Russian agro-industrial holding on the Due Diligence and acquisition of agricultural enterprises;
- Advising and representing a global grain trader in a dispute with the administration of Rostov-on-Don on the collection of rent for land plots;
- Advising an agricultural enterprise on the registration of rights to agricultural assets;
- Providing legal support to an agricultural producer during restructuring of liabilities to the bank;
- Advising a foreign agricultural supplier on the establishment of a Russian company. Preparing the documents and representing foreign founders during establishment of a Russian company, as well as advising on compliance with corporate law;
- Providing legal support to a large investor in acquiring control over agricultural assets;
- Providing legal support to a large exporter of agricultural crops in an administrative dispute with customs authorities;
- Advising a new owner of a hazardous production facility on the system of contractual relationships;
- Advising a large agricultural producer on the application of migration law, especially with respect to highly qualified specialists;
- Providing legal support to an international holding in relation to the import of agricultural products to different countries in customs and administrative disputes;
- Advising a recycling company on investing in the nuclear industry in China;
- Successfully representing a major manufacturer of electrical equipment in a dispute over the results of a tender bidding for a supply contract for a nuclear power plant under construction;
- Advising a major beverage producer on the registration of ownership rights on the unwarranted construction of the boiler house;
- Advising and representing the interests of the large international company in court in labour disputes with sales representatives and other employees in various constituent territories of the Russian Federation;
- Advising and providing legal support in a dispute of the shareholders of a major trade center on the corporate conflict which has led to deadlock situation;
- Advising a major bearing manufacturer on withdrawing from a joint venture in China;
- Providing legal support to the shareholders of a large manufacturer of construction materials on challenging the
acquisition of shares;
- Advising and providing legal support in a dispute of the largest retailer of consumer electronics on real estate and land issues;
- Advising a number of the largest companies on trade in household goods in the area of assessment of tax risks when restructuring the holding structures of the companies

Samara:
- Successful long-term support of a chain of consumer electronics supermarkets under M.Video and Eldorado brands in legal disputes for land plots;
- Successfully represented the interests of one of the leading manufacturers on the market of waterproofing materials on the issue of prohibiting competitors to use in keywords to promote the site on the Internet trademark of the right holder;
- Represented a Russian company, a leader in construction materials production in Russia, in structuring an investment deal with a major foreign investor from China.

Rostov-on-Don:
- Protecting the interests of the largest cement producer in Europe in a corporate conflict with the Russian side and returning previously withdrawn assets to the joint company with a total value of more than USD 25 million;
- Inspection of agricultural enterprises in the South of Russia for the large international agricultural holding RZ AGRO before their acquisition;
- Advising an international agro-industrial company on the acquisition of agricultural assets;
- Advising a world leader in the food trade on an investment project for the construction of an export grain terminal;
- Advising a large sugar producing holding company in relation to counterparties, as well as in situations of corporate conflict.

St. Peterburg:
- Development of the structure of the group of companies LLC "Voloknistye Ogneupori" - a leading Russian company for the production of components for the foundry industry, to enter the foreign market;
- Transaction for the purchase and sale of a line for the production of high-fat butter with a unique shelf life between LLC "MATIMEX MILK", which is a representative of the large Austrian holding MATIMEX AG. on the Russian market of dairy products and a large Russian company JSC "Severnoe Moloko";
- Advising on reorganisation of a group of companies - a major supplier of equipment and materials for the production of food products and their packaging;
- Advising the international group of companies Heinen & Hopman Engineering on the issue of reallocation of shares in Heinen Hopman Rus LLC between a foreign entity and a Russian one in order to further participate in tenders for state contracts, taking into account the sanctions legislation of the Russian Federation.
Uzbekistan

- Advising a large Russian producer of alcoholic beverages, a large Ukrainian producer of alcoholic beverages, a Turkish beer manufacturer and a leading European food producer on mandatory marking of the goods and on advertisement requirements according to Uzbek law;
- Representing and successfully defending the leading global alcohol-producing group of companies in a dispute against takeover of Stolichnaya and Moskovskaya trademarks by the leading local alcohol importer, producer and retailer. Representing at the Agency on Intellectual Property of Uzbekistan on various matters related to protection of the company’s intellectual property;
- Advising a large Israeli manufacturing company and a large German electronics company on corporate liability for defective products and procedures for recalling defective and hazardous products.

Tajikistan

- Advising a local leading beverage company on protest of a bill of exchange;
- Advising a multinational consumer goods company on customs regulation and trademark protection;
- Advising a Chinese bank on loan transaction to a local cotton manufacturer (providing Due Diligence of the cotton manufacturer, advising on regulation of processing and sale of cotton);
- Representing Sidel, a major global provider of PET solutions for liquid packaging, in committing the first ever protest of a promissory note in Tajikistan to recover payments from an equipment purchaser in Tajikistan.

Ukraine

- Advising a Ukrainian bank with the foreign capital in connection to its borrowing of uncommitted trade facility from the International financial institution (IFI);
- Restructuring of the distribution model in Ukraine of the International automotive company that allowed to decrease expenses and mitigate historical regulatory and operational risks;
- Analysis of the business structure of a Ukrainian energy company to identify tax and legal risks. Development of ownership structure to ensure operational and tax efficiency for attracting outside financing;
- Representing the interests of a Lithuanian chemical industry enterprise in a special investigation into the import of certain nitrogen fertilizers to Ukraine;
- Representing the interests of a Ukrainian manufacturer in the anti-dumping investigation of the European Commission in relation to imports of ferrosilicon of Ukrainian and Egyptian origin to the European Union;
- Drafting, review and adjusting of sale and purchase (supply) contracts and dealer /distribution agreements of different types of assets, including development of the supply/distributing contract framework for the biggest EU manufacturers in the automotive and healthcare sectors;
- Advising one of the biggest European radiology providers on entering the Ukrainian market, including advising on radiology equipment importation in Ukraine, certification in Ukraine of the advanced diagnostic system (MRI, CT,
Digital X-Ray, Ultrasound, etc.) and licensing requirements of the medical practice in Ukraine.
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