



LOCAL KNOWLEDGE  
FOR GLOBAL BUSINESS

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# GRATA INTERNATIONAL

GRATA International is a dynamically developing international law firm which provides services for projects in the countries of the former Soviet Union and Eastern Europe: full coverage of the entire region with network of offices, highly qualified team of professionals suited for cross-border projects. Firm's reputation and expertise are confirmed by testimonials from transnational clients and leading international ratings.

A wide network of office operating under one system and platform delivers great convenience for our clients.

Any office can act as a "one-stop-shop" for its clients and provide them with access to services in other cities and countries. If necessary, inter-office teams with relevant experience are assembled to provide solutions to complex tasks. Service quality is assured by a clear system of organisation of this process.

250 professionals in 20 countries advise major international and local firms, funds, banks, insurance firms, construction companies, mining companies, airlines, light and heavy industry companies, telecoms, pharmaceuticals and others.

GRATA International is present in the following jurisdictions: Azerbaijan (Baku), Belarus (Minsk), Georgia (Tbilisi), Kazakhstan (Aktau, Almaty, Atyrau, Nur-Sultan, and other cities), Kyrgyz Republic (Bishkek), Moldova (Chisinau), Mongolia (Ulaanbaatar), Russia (Moscow, St. Petersburg, Rostov-on-Don, Samara), Turkmenistan (Ashgabat), Tajikistan (Dushanbe), Turkey (Istanbul), Ukraine (Kyiv) and Uzbekistan (Tashkent).

In addition to its offices, GRATA International has representatives in the UK (London), the US (New York), China (Beijing, Hong Kong), Germany (Frankfurt), Malaysia (Kuala Lumpur), UAE (Dubai), Switzerland (Zurich).

Since its inception GRATA International always strives to be one of the leading law firms in all jurisdictions where it operates: The Legal 500, Chambers Global, Chambers AsiaPacific, IFLR1000, Who's Who Legal, AsiaLaw Profiles and award of China Business Law Journal.

Clients have access to quality legal services in 8 industries and 16 practice areas.



## INDUSTRY SECTORS

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- Banking & Finance
- Technology, Media & Telecommunications
- Industry & Trade
- Construction and Infrastructure

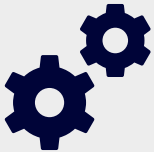
- Pharmaceuticals & Healthcare
- Oil & Gas
- Mining
- Transport

## PRACTICE AREAS

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- Antitrust and Competition
- Commercial Contracts
- Corporate and M&A
- Data Protection & Privacy
- Dispute Resolution
- Employment
- Environment
- Finance and Securities
- Intellectual Property

- International Trade, Customs & WTO
- Licences and Permits
- Project Finance & Public-Private Partnership (PPP)
- Real Estate
- Restructuring & Insolvency
- Subsoil Use
- Tax



## EXPERIENCE

GRATA advised Borealis AG, Europe's second and world's eighth largest producer of polyethylene and polypropylene, on sale of their entire stake in a local Joint Venture and other matters associated with exit from the USD 6.5 billion petrochemical project in Kazakhstan.

GRATA advised ENKA İnşaat ve Sanayi A.Ş., the largest construction company in Turkey on the significant revision of the shareholders' agreement of the Joint Venture incorporated in Kazakhstan.

GRATA advised DEG - Deutsche Investitions- und Entwicklungsgesellschaft, international development finance institution, subsidiary of KfW Group, on its very first finance transaction in Kazakhstan – financing of Eastcomtrans LLP, one of the largest transportation companies in Kazakhstan.

GRATA advised MicroVest Capital Management on sale of its stake in one of the largest microfinance organizations in Kazakhstan, "MFO ArnurCredit LLP". GRATA advised on various aspects of the transaction including working on and negotiating SPA (sale and purchase agreement), advice on various issue of Kazakh microfinance regulation, taxation, etc. up to registration of the transaction with the relevant registration body in Kazakhstan.

GRATA regularly advises Mastercard on various legal and regulatory issues related to Mastercard's products offered in Kazakhstan and relationships of Mastercard with its customers in Kazakhstan. Such issues include, inter alia, regulation of Mastercard's and its clients' activity under payment systems regulation, data protection, tax, antimonopoly and others. GRATA is official legal counsel of Mastercard in Kazakhstan and other jurisdictions.

GRATA advised Ust-Kamenogorsk Titanium Magnesium Plant, one world's largest titanium producers, supplying over 20% of global titanium sponge, on corporate issues including preparation a new charter and all internal policies to follow Kazakh legislation. We have also represented the client in different levels of the local courts.

GRATA advised Kazakhstan Plant of Oil Equipment, a Kazakh Chinese JV, on on tax and custom issues including the representation of the client during the custom audit initiated by the Tax Committee of the Republic of Kazakhstan. We appealed the results of the audit inspection to the Ministry of Finance of the Republic of Kazakhstan.

GRATA assisted a large American cosmetics company with compliance of the online payment mechanism with the requirements of Kazakhstan legislation.



## EXPERIENCE

GRATA assisted VOSTOK NEFT Service, a large drilling company in Kazakhstan mostly providing services to a China National Petroleum Company, with a tax dispute related to corporate income tax and VAT charges including representation of the Client in the Ministry of Finance of the Republic of Kazakhstan and in court against the tax committee of the Republic of Kazakhstan.

GRATA advised Positive Invest LLP on its sale to Nostrum Oil & Gas, LSE listed company. The legal team also assisted with on extension of the production period under Stepnoy Leopard subsoil use licences for 25 years: negotiations with the Ministry of Energy of the Republic of Kazakhstan, drafting subsoil use contract.

GRATA advised Versalis International S.A., Eni's chemical company operating globally in the basic and intermediate chemical sectors, on legal applications of entering to Kazakhstan market including corporate, tax and labour issues.

GRATA has been representing China Telecom, China's largest telecommunication company, in connection with operations in Kazakhstan for the last eight years. Our involvement includes mandatory filings, advising of licenses and permits, corporate and tax advice, corporate restructuring and many other activities.

GRATA advised a Chinese state company Great Wall, the main drilling company of CNPC in Kazakhstan on tax dispute related to corporate income tax and VAT charges including representation of the Client in the Ministry of Finance of the Republic of Kazakhstan and in court against the tax committee of the Republic of Kazakhstan.

GRATA advised a building company, headquartered in Malaysia, on the construction of a luxury residence complex in Almaty, Kazakhstan. Legal assistance included the drafting of a construction contract, advising on different aspects of Kazakhstan's legislation, and negotiations with subcontractors and other parties involved in the project.

GRATA represented a major Turkish real estate developer in a transaction for the sale of over 1000 real estate properties (flats and parking spaces) in Almaty. The advising included a review of sales and purchase agreements, a review of documents confirming ownership, providing assistance during sales and purchase agreement-signing and other legal support.



## EXPERIENCE



GRATA represented the interests of a consortium of Spanish, French and Turkish companies in the second stage of a public tender for the construction and operation of the Big Almaty Ring Road (BAKAD), including reviewing and negotiating concession agreements and tender documentation, advising on various aspects of Kazakh law, and participating in direct negotiations with the Kazakh Ministry of Investments and Development. BAKAD is a major concessional project based on the Build-Transfer-Operate scheme, valued at over USD 700 million.

GRATA represented Madani, international real estate management company headquartered in Saudi Arabia, in connection with acquisition of several commercial real estate facilities in Almaty, Kazakhstan, including drafting of acquisition documents, negotiations with the seller and completion of acquisition. GRATA also represented Madani in legal matters associated with managements of the property, including negotiations over the management agreement.

GRATA advised Thyssen Krupp, multinational industrial and engineering company, in connection with Kazakh law requirements applicable to construction licenses, and Kazakh law requirements applicable to liability under agreements with customers.

GRATA represented Benetton Real Estate International, a real estate management subsidiary of global clothing brand, in connection with acquisition, lease and sale of various commercial premises in several cities of Kazakhstan, including drafting sale and purchase, construction and design agreements, litigation, labor and tax matters, licensing and permits.

GRATA advised Siemens, multinational industrial and engineering company, in connection with court dispute related to results of tax inspection initiated by Kazakhstani authorities. As a result of a number of successful court proceedings, results of tax inspection were annulled.

GRATA advised the consortium of Gulermak / Marubeni / Alstom / Meridiam in connection with participation in prospective project of construction of Almaty Light Rail transportation system, including legal structuring, negotiations with state authorities, drafting project documents and legislative work.

GRATA represented ZTE, China's largest producer of telecommunication equipment and solutions, in connection with operations in Kazakhstan and Tajikistan. Our involvement includes advice on corporate, labour, licensing and other legal matters.

## EXPERIENCE

GRATA assisted Arcelor Mittal Temirtau, Kazakhstan's the largest mining company and steel producer, with the creation of the joint venture for processing the technical waste including tax, corporate and environmental issues.

GRATA advised a large American company on tax optimisation in the course of structuring a deal with the local franchisee.

GRATA advising a large European confectionery manufacturer on the violation of intellectual property rights in terms of parallel imports.

GRATA has been representing Yandex, a Russian technology giant, for the last four years in connection with launch of several internet-services in Kazakhstan, including Yandex.Taxi, Yandex.Food and Yandex.Afisha. Our support includes general legal and tax advice, negotiations with local authorities, GR work, legislative work, litigation, drafting commercial contracts and many other.

GRATA advised a large European automobile producer on antimonopoly and tax matters in the course of structuring the distribution model in Kazakhstan.

GRATA represented Belt & Road Capital Management, investment company headquartered in Cambodia, in connection with project aimed at launch of cryptocurrency producing facilities in Kazakhstan. GRATA's involvement included general legal advice, legal structuring of the project and negotiations with state authorities.

GRATA represented a large Ukrainian pharmaceutical company in the Supreme Court of the Republic of Kazakhstan in challenging the decision of a state authority.

GRATA represented a large American manufacturer of medical equipment in the court in a dispute on the illegal import of a sensor for an ultrasound device into Kazakhstan and bringing the infringer to liability.

GRATA advised Baker Hughes an American international industrial service company and one of the world's largest oil field services companies, on creation of two joint ventures with local partners in Kazakhstan: drafting shareholder agreement, charter documents of the joint ventures, structuring of corporate governance and management of the JVs.





# 5500 +

clients from

# 8300 +

projects

# 20

countries of presence

# 90 +

countries

# 250 +

professionals advice major  
international and local firms

# 29

years of experience

GRATA has provided high quality legal services to regional and multinational companies active in the market for decades and they have huge experience in the respective area'   
The Legal 500, 2020

## OUR RATINGS





## CUSTOMER REVIEWS

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### **Commercial, Corporate and M&A - Tier 1**

GRATA International has been instructed on a number of significant M&A projects and joint ventures, acting for a number of key international banks, firms and petrochemical and uranium enrichment companies.

### **Energy & Natural Resources - Tier 1**

GRATA International has established itself as a key name for advising on oil and gas downstream work, acting for major investors on entrances into Kazakhstan's petrochemical market, and it has significant involvement in IPOs.

### **Real Estate and Construction - Tier 1**

GRATA International acts for international and domestic clients operating in the construction, infrastructure and energy sectors on complex and high-value infrastructure projects. Its team has experience of advising on power stations, pipelines and major 5G infrastructure deals.

### **Tax and Customs - Tier 1**

GRATA International consults on significant and high-value tax and customs matters for both local and international clients, particularly regarding tax disputes for clients in the oil and gas, mining, construction, and transportation sectors.

### **Banking & Finance - Tier 2**

The banking and finance team at GRATA International is highly experienced in PPP projects in Kazakhstan, including aviation projects, automobile checkpoint centres, and projects in other key transport sectors. With experience in capital markets transactions, including IPOs and Eurobond issuances, as well as cross-border M&A work.

### **Dispute Resolution - Tier 2**

GRATA International is known for its expert advice regarding construction-related litigation; however, in recent years the team has increased its strengths in general commercial and labour litigation in foreign courts and arbitral tribunals.

### **IP and TMT - Tier 2**

GRATA International offers the full range of IP advice to international clients, with its work covering trade marks, industrial design patents, licence and franchising agreements and IP due diligence. Its team is experienced in undertaking major projects for major telecoms companies.

## CUSTOMER REVIEWS

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### **Corporate & Finance – Band 2**

Impressive regional practice providing local law, regulatory and due diligence support to international financial institutions involved in high-value inbound project financing. Particularly active in the natural resources and banking sectors. Recent experience has additionally focused on PPP and large-scale concession and infrastructure projects, where the firm advises both international lenders and state bodies. Also remains a popular choice for international law firms without representation in Kazakhstan.

### **Dispute Resolution – Band 3**

Strong regional firm with expertise in commercial disputes, including debt recovery, contractual and shareholder disputes as well as regulatory cases. A popular choice for international law firms requiring domestic representation or Kazakh law advice in international arbitrations. The firm additionally represents international and domestic corporates from the industrial manufacturing, construction and natural resources sectors as well as banks.

### **Energy & Natural Resources – Band 3**

Prominent regional firm regularly providing local law support to international clients active in the oil and gas and mining industries. Construction projects, M&A mandates and regulatory support are all areas of experience, with subsoil licensing issues an area of particular focus of late. Frequently acts as local counsel to East Asian energy corporates as well as acting as co-counsel alongside international law firms without a presence in Kazakhstan.



## CONTACTS

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Taldykorgan, Taraz, Shymkent, Temirtau, Ust-Kamenogorsk

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