



GRATA
INTERNATIONAL

INDUSTRY & TRADE

www.gratanet.com

For over 28 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.

SERVICES



Corporate Law



Commercial Contracts



Labour Law



Company Registration



Finance and Securities



Tax Law



Dispute Resolution



Customs Law



Licenses and Permits



Intellectual Property

EXPERIENCE

- 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;
- Provision of comprehensive legal support to US based investors with establishing a brewery in Republic Armenia, as well as advising with further sale of the shares of the company;
- Advising a major European alcohol producer with establishing a cognac factory in Armenia, providing full scope legal support in the course of its further operations;
- Advising an Austrian tobacco products manufacturer on the restrictions envisaged by the Armenian legislation applicable towards sale and distribution of electronic cigarettes and other similar products in Armenia;
- Preparation of a legal opinion on the issues of advertising in the Internet and compliance with antitrust laws for a major Belarusian furniture manufacturer;
- Advising a world-famous manufacturer of perfumes and cosmetics on product labeling by an official distributor;
- Legal support of an international manufacturer of electrical goods in a dispute on the protection of the brand and trade name arising from unfair competition on the part of a local manufacturer of similar products.
- 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.
- Representing one of the largest computer software companies in anti piracy 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 anti monopoly legislation matters;
- Advising a major international beverage corporation on land acquisition transaction;
- Advising a Kazakh home appliances retailer on labour regulation in Kyrgyzstan;
- Advising a global pharmaceutical corporation on regulation of pharmaceutical activities in Kyrgyzstan, registration of pharmaceuticals;
- Assisting a major Polish sugar production company in the process of local enterprise acquisition;

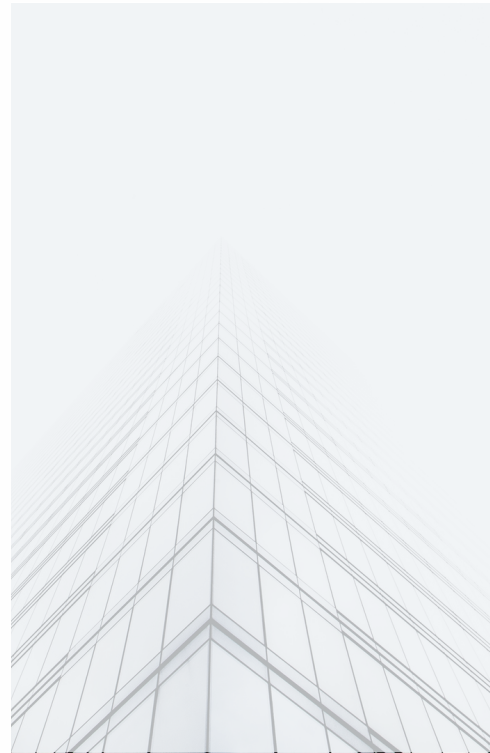
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“The team's significant knowledge, high degree of accountability, and willingness to go above and beyond were all on display when providing services...”

- Chambers Global Guide 2023

EXPERIENCE

- 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;
- 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;
- Advising Kemen Noodle Manufacturing Co., Ltd., a Chinese national key leading enterprise in agriculture industrialization and hunan provincial hi-tech enterprise, on its purchase of 100% participatory interests of a Kazakhstani company, including carrying out due diligence, structuring the deal, negotiation of the SPA;
- Provision of legal support to a Chinese state-owned enterprise China National Electronics Import and Export Corporation, specializing in diversified business areas, in relation to its ongoing business operations in the Republic of Kazakhstan;
- Conducting the external legal assessment of the legal status of the Chinese companies for SaryarkaAvtoProm LLP within the framework of the technical assignment for Eurasian Bank JSC, as well as the external legal assessment of the legal status of the Korean supplier companies within the framework of financing project;
- 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.
- 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;



EXPERIENCE

- Advising a European manufacturer of medical devices on the issues of localisation of manufacturing in Russia;
- 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.
- 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 Russian pulp and paper industry leader on setting up a joint Swiss-Azerbaijani venture;
- Tax and customs support for a Chinese company selling goods on Russian marketplaces;
- Advising on reorganisation of an Austrian holding company, a major supplier of equipment and materials for food production and packaging, whose assets in Russia were valued in excess of USD 28 million, including: analysis and calculation of potential profit from proposed merger of Austrian food holding company subsidiaries in Russia;
- Advised Moët Hennessy by means of preparation of a legal memorandum covering legal acts governing distribution agreement as well as issues related to competition law;
- Advised Roche Kazakhstan LLP, revising and commenting on equipment rental agreement and supply agreement to ensure their compliance with the Tajik laws;
- Advised KT&G on the regulations of the tobacco industry in Tajikistan;
- 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;
- Drafted and negotiated multiple franchise and distribution agreement related to food processing, cosmetic supplies and others;
- Acted on few international sale contracts involving import of commodities, sale of aircrafts and many more;
- Drafted and negotiated many joint venture agreements involving the establishment of large industrial or real estate projects.
- Analysis on the creation, structuring and restructuring of business in Turkmenistan for representatives of companies from the UK, Japan, and South Korea;
- Advising on establishment of business entities in various organizational forms, including Individual Enterprise, Economic Society, and Joint-stock Society in the territory of Turkmenistan.

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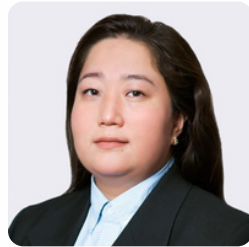
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GRATA INTERNATIONAL

ABOUT US

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.


GRATA INTERNATIONAL FIRM FACTS

 **> 22**
countries of presence

 **> 31**
years of experience

 **> 250**
professionals

 **> 15**
practice areas


7 700+
clients

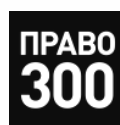

15 000+
projects

Recognition

GRATA International is regularly acclaimed by leading international rankings: Chambers Global, Chambers Asia-Pacific, Legal 500, IFLR1000, WWL, Asialaw Profiles, and is featured in Deals of the Year Awards by China Business Law Journal.

"The firm built up a convenient one-window interface to work with all jurisdictions it supports"

The Legal 500, 2022



Best Lawyers

THE WORLD PRESENCE



 **Integrated Offices**

 **Associate Offices**

 **Representatives**

Azerbaijan
Baku

Mongolia
Ulaanbaatar

Armenia
Yerevan

China
Beijing

Belarus
Minsk

Russia
Moscow
Rostov-on-Don
St. Petersburg

Cyprus
Limassol

Germany
Frankfurt

Georgia
Tbilisi

Tajikistan
Dushanbe

Russia
Samara

Malaysia
Kuala Lumpur

Kazakhstan
Astana
Almaty
Atyrau
Aktau etc.

Ukraine
Kyiv

Turkmenistan
Ashgabat

Switzerland
Zurich

Kyrgyzstan
Bishkek

Uzbekistan
Tashkent

Turkey
Istanbul

UK
London

Moldova
Chisinau

UAE
Dubai

USA
New York