



EVERYDAY VALUE

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Desserts

Vegetables  
Meat  
Fish

Pkt Desserts

INDUSTRY & TRADE

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.





## 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 Contracts

- 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.



## EXPERIENCE

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- 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 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;
- Provided legal support and represented an aircraft producer in a complex aircraft leasing transaction, including mortgage of aircraft as security;
- Our specialists provide full legal support for activities of our client - major furniture manufacturer. Among other things, we have prepared and agreed on a license agreement with a German company to provide a non-exclusive, unlimited in time right to use software. The agreement also provided for the transfer of rights to hardware, network infrastructure and system operating shells. Our experts have studied all the technical nuances associated with each separate part of the subject of the agreement to minimize the risks of the Client. The tax practice ensured compliance with the tax legislation, taking into account the application of the double taxation agreement with Germany;
- Legal support of a transaction on behalf of a foreign investor on the purchase and sale of shares in a brewery;
- Full legal support for the fulfillment of the terms of the share purchase and sale agreement concluded between the Mogilev Regional Executive Committee and the Customer. Organization of an additional issue of shares (the total amount of the issue is about 3,000,000 euros) through closed subscription, including the preparation of corporate decisions, interaction with government authorities;
- Legal support to large international manufacturing companies (a manufacturer of pumping equipment and a production and engineering company, a company in the field of air transportation and many others) on the preparation of documentation on the liability of employees, comprehensive adaptation of labor contract forms, internal policies for working hours and rest hours, overtime work, work on holidays, labor and social vacations, payments and the procedure for calculating it during the period of temporary disability and during the vacation to the requirements of the Belarusian legislation, advising on the termination of employment contracts, including when the number of staff is reduced;
- 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;
- Successful representation of the interests of a large FMCG company in relation to the decision of the customs authority to charge additional amounts of VAT on imports, customs duties and fines for a total amount of more than 1.6 billion tenge due to the unjustified inclusion of license fees in the customs value of imported goods;



## EXPERIENCE

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- Representing one of the largest computer software companies in antipiracy enforcement activities;
- Advising one of the largest global pharmaceutical companies on localisation of pharmaceutical production;
- Advising one of the largest worldwide automobile producer on various antimonopoly and tax matters in the course of its activity in Kazakhstan;
- Advising a multinational consumer goods company on trademark protection and inclusion into the customs register;
- Advising a global pharmaceutical corporation on regulation of pharmaceutical activities in Kyrgyzstan, registration of pharmaceuticals;
- 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;
- 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;
- 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 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;
- 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;



## EXPERIENCE

- Successful representation of Bunyodkor FC football club at CAS (Switzerland) in a dispute against Rivaldo (Brasil) and annulment of FIFA decision;
- Successful defence of Nestle in a case filed by a local distributor for the recovery of the lost income of USD 750 000;
- Representing an owner of tank wagons in a dispute with a lessee regarding collection of rent and losses related to delay with return of the property after termination of the lease term in the amount exceeding USD 2 mln;
- Representing a major Japanese trading house in respect of USD 14 mln debt recovery from a large wood producer based in the Far East, acting in the bankruptcy proceedings in relation to the Russian counterparty, dispute with the bankruptcy manager and advice on the applicable Russian insolvency laws and representation in courts;
- Representing the largest cement producer in Europe in a corporate conflict with its Russian partner and returning to the joint company previously withdrawn assets with a total value of more than USD 25 mln;
- Acting for a leading Russian state controlled bank on arbitration proceedings at LCIA initiated under a SWAP transaction with a UK financial institution in relation to a USD 34 mln guaranteed facility to a Russian telecom group;
- Representing a large Russian company engaged in drilling and blasting operations for large infrastructure and construction projects in the Russian court proceedings related to the recovery of the debts from the counterparty;
- Representing a large oilfield service company in a dispute with the largest oil company of Serbia to the recovery of the debt for the works performed and a counterclaim for recovery of losses caused by an oil well accident;
- Representing an oil company in tax disputes in Russian courts challenging the tax audit results for the amount of additional expenses of USD 500 000;
- Representing several European insurance companies in Russian courts in cases for reimbursement of the amount of the guarantees from a Russian company for USD 1 mln;
- Representing the largest cement producer in Europe in a corporate conflict with the Russian party and returning of assets previously moved out of the joint company for a total value of over USD 25 mln;
- Legal support in a large tax dispute in court between participants of the railway infrastructure and the tax authority. The dispute resulted in the 90% reduction of the amount of tax additional charges totalling to more than RUB 1 bln;
- Representing a large agricultural enterprise in a corporate conflict. The client's control over the moved-out assets was restored;
- Restructuring of the debt obligations of a large food processing company through the judicial procedures, including the bankruptcy procedure, which resulted in the preservation of the debtor's business;



## EXPERIENCE

- Advising an international agro-industrial company on the acquisition of agricultural assets;
- Implementing the procedures for requesting information about opponents in foreign jurisdictions. Representing an enterprise before the UK registering authority (Companies House);
- Advising a large retailer of household appliances and protecting its interests in a dispute with an employment inspection office against a foreign employee;
- Advising the largest Russian agro-industrial holding on the Due Diligence and acquisition of agricultural enterprises;
- 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;
- 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 mln;
- Inspection of agricultural enterprises in the South of Russia for the large international agricultural holding RZ AGRO before their acquisition;
- Advising a world leader in the food trade on an investment project for the construction of an export grain terminal;
- Providing legal support of a large agricultural enterprise in litigation in various instances regarding challenging major transactions, powers of management and protection of the reputation of the enterprise and the CEO;
- 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;



## EXPERIENCE

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- 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;
- 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;
- Advising a Ukrainian bank with the foreign capital in connection to its borrowing of uncommitted trade facility from the International financial institution (IFI);
- Representing the interests of a Lithuanian chemical industry enterprise in a special investigation into the import of certain nitrogen fertilizers to Ukraine;
- 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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## About 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 offices 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.

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), Tajikistan (Dushanbe), Turkey (Istanbul), Ukraine (Kyiv) and Uzbekistan (Tashkent).

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

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.

### Key Industry Sectors:

- Banking & Finance
- Construction & Infrastructure
- Industry & Trade
- Mining
- Oil & Gas
- Pharmaceuticals & Healthcare
- Technology, Media & Telecommunications
- Transport



**250+**  
professionals



**19**  
countries of presence

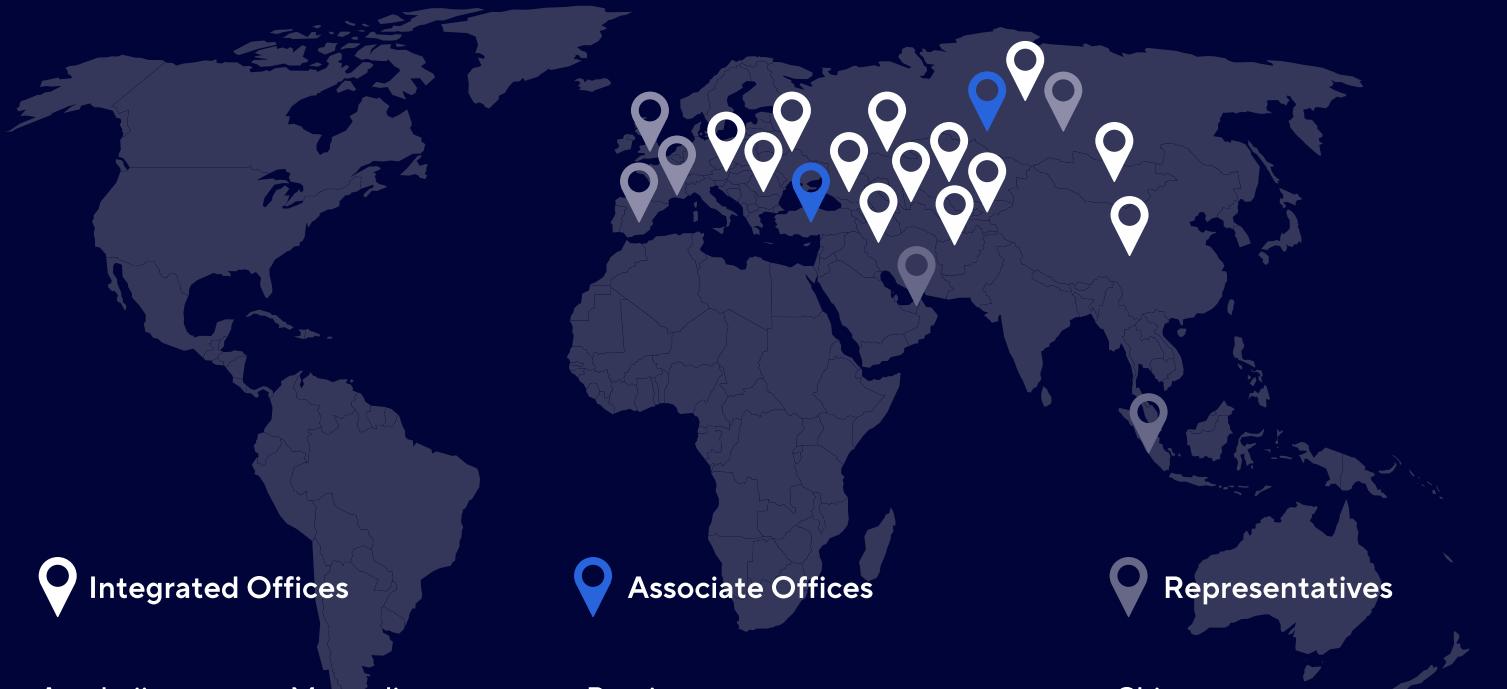


**6000+**  
clients



**11000+**  
projects

## Global Presence



### Integrated Offices

Azerbaijan  
Baku

Belarus  
Minsk

Georgia  
Tbilisi

Kazakhstan  
Aktau  
Almaty  
Atyrau  
Nur-Sultan, etc.

Kyrgyzstan  
Bishkek

Moldova  
Chisinau

Mongolia  
Ulaanbaatar

Russia  
Moscow  
Rostov-on-Don  
St. Petersburg

Tajikistan  
Dushanbe

Ukraine  
Kyiv

Uzbekistan  
Tashkent

### Associate Offices

Russia  
Samara

Turkey  
Istanbul

Tajikistan

Ukraine

Uzbekistan

### Representatives

China  
Hong Kong  
Beijing

Germany  
Frankfurt

Malaysia  
Kuala Lumpur

Switzerland  
Zurich

Turkmenistan  
Ashgabat

UAE  
Dubai

UK  
London

USA  
New York