



**GRATA**  
INTERNATIONAL

# INDUSTRY & TRADE

[www.gratanet.com](http://www.gratanet.com)

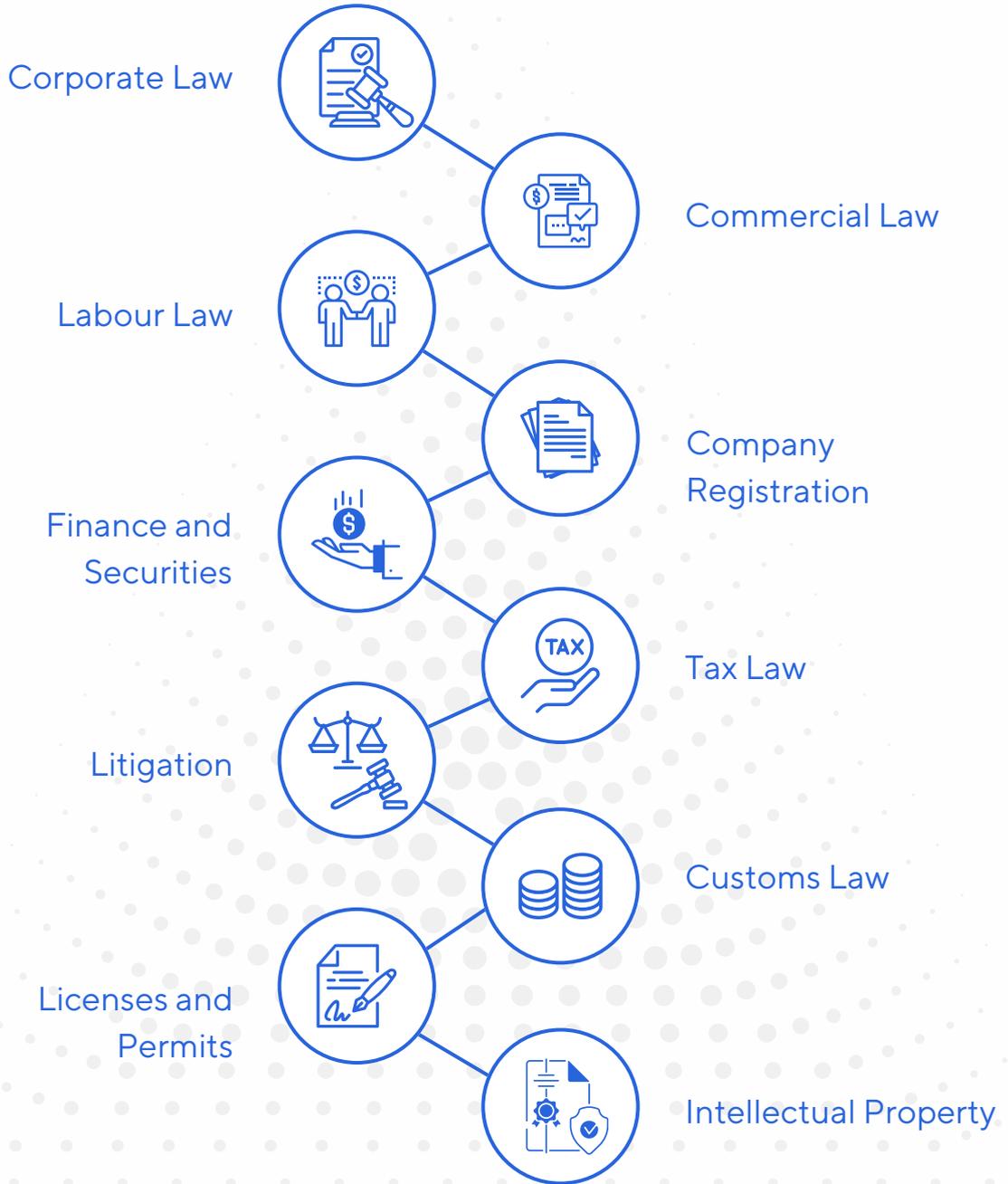
For more than 30 years GRATA International Law Firm has been cooperating with international companies in all spheres of economy, contributing to the organization and successful conduct of their activities in the Eurasian region. We offer our clients a full range of legal services.

The high quality of our services and recognition by our clients is confirmed by the ratings of such international publications as Legal 500, Chambers and Partners, Who's Who Legal, Best Lawyers.

By providing our clients with customized legal solutions for their business, in accordance with the requirements of the legislation, we have developed a unique experience in the field of organization and legal support of business in the industrial and commercial sector. Our ability to offer the best value for money in terms of legal services, knowledge of local legislation and law enforcement practice allows us to assist our clients in controlling their costs and obtaining the most effective advice.

Our firm is a partnership and team spirit, creativity and energy, which distinguish GRATA International's style of work. Continuous self-improvement and unwavering commitment to success are the key to our firm's development strategy. GRATA International team of specialists consists of more than 220 highly qualified lawyers with extensive experience in quick and professional resolution of legal issues of any complexity.

# SERVICES



# EXPERIENCE

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- Advising a major European confectionery manufacturer on establishing a joint venture with an Azerbaijani company; checking the client's draft agreements for compliance with the legislation of the Republic of Azerbaijan;
- Legal support of a foreign airline in preparing a draft of and concluding an agency agreement to promote services in Azerbaijan;
- Legal support of the fastest growing coffee chain in the world in the preparation and conclusion of a franchise agreement in Azerbaijan;
- 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;
- Successfully represented one of the largest agrochemical companies in the field of crop protection products and seed production in a court case on debt collection and in the course of enforcement of a court judgment, as well as advising on customs audit of the company's activities;
- Successfully advising major tobacco manufacturers on unjustified seizure of bank accounts by the tax authorities in connection with the earlier refund of excise payments, advising on the adjustment of the customs value of goods when importing them into Kazakhstan, tax and other issues of the company's activities;
- Advising one of the largest transnational sportswear companies on organizing a franchise business;
- Advising a major international beverage corporation on land acquisition transaction;
- Advising a Kazakh home appliances retailer on labour regulation 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;
- Advised Procter & Gamble on distribution agreement extension and modification/addendum on distribution agreement;
- Drafted internal labor policy/procedure in accordance with labor laws and legislation of Mongolia for a multinational company which provides testing and laboratory analysis services;

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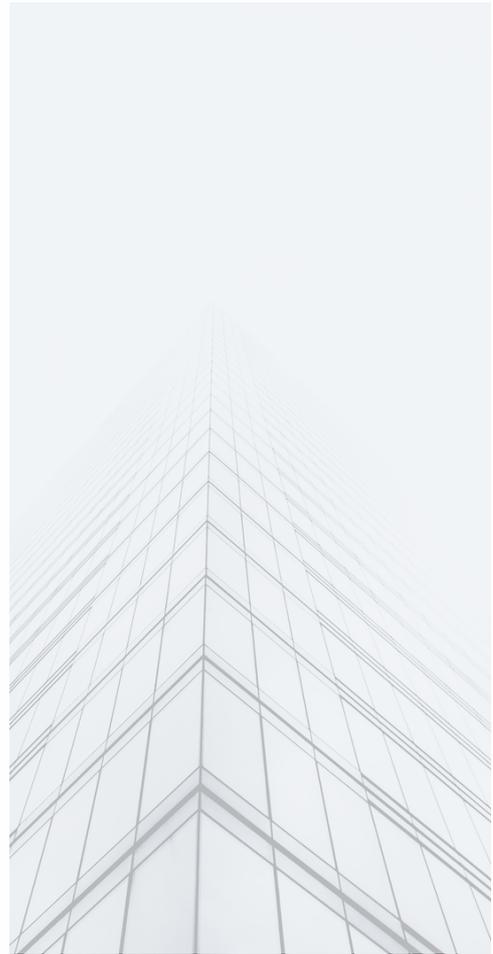
“The team's significant knowledge, high degree of accountability, and willingness to go above and beyond were all on display when providing services...”

- Chambers Global Guide 2023

# EXPERIENCE

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- Advised an international tobacco product producer on obtaining retail sale permit on tobacco products in Mongolia;
- Advising Kamen 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;
- Advising a major copper and tin concentrates manufacturer from the Far East on the export of copper concentrate containing precious metals;
- Advising one of the world's leading manufacturers of certain precious metals and precious metal products on establishment of subsidiaries in Argentina, Hong Kong, Jordan, Kazakhstan and the UAE, as well as on export, import and operations in these countries;
- Advising one of the world leading bio-pharmaceutical companies specializing in molecular biology and biochemistry on medicine labelling requirements under Russian law and the EAEU customs requirements;



# EXPERIENCE

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- 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;
- Restructuring of the distribution model in Ukraine of the International automotive company that allowed to decrease expenses and mitigate historical regulatory and operational risks;
- Representing the interests of European 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;



# EXPERIENCE

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- 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;
- Drafted and negotiated many joint venture agreements involving the establishment of large industrial or real estate projects in UAE;
- Legal support of M&A transaction of acquisition of a facility management company on the side of a European investor;
- Advising a major Russian petrochemical company on establishment of a representative office in the Republic of Türkiye;
- Advising a Russian Petrochemical Company on its greenfield investment in the Republic of Türkiye.

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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 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.

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

In addition to its offices, GRATA International has representatives in the UK (London), Germany (Frankfurt), the USA (New York), China (Beijing), Switzerland (Zurich).

**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



> 22

countries of presence



> 32

years of experience



> 220

professionals



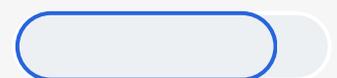
> 15

practice areas



14 400+

clients



36 800+

projects



# Global Presence



## Integrated Offices

### Azerbaijan

Baku

### Kyrgyzstan

Bishkek

### Tajikistan

Dushanbe

### Belarus

Minsk

### Moldova

Chisinau

### Ukraine

Kyiv

### Georgia

Tbilisi

### Mongolia

Ulaanbaatar

### Uzbekistan

Tashkent

### Kazakhstan

Astana  
Almaty  
Atyrau  
Aktau, etc.

### Russia

Moscow  
Rostov-on-Don  
St. Petersburg

### Armenia

Yerevan



## Associate Offices

### Cyprus

Limassol

### Russia

Samara

### Turkmenistan

Ashgabat

### Turkey

Istanbul

### UAE

Dubai



## Representatives

### China

Beijing

### Germany

Frankfurt

### Switzerland

Zurich

### UK

London

### USA

New York