



REAL ESTATE

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Real estate is one of the most popular commercial assets in modern business. Each year real estate transactions become more and more complex and complicated. They often require elaborate structuring and involvement of different legal risk mitigation instruments.

GRATA International is happy to offer its international network of lawyers, who focus on real estate transactions. Our clients trust us because we can combine the knowledge of laws and understanding of the clients' interests with vast practical experience. Many of our experts have sound experience in construction, development and financial entities.

We advise clients in the area of construction, sale, rental and property management, land relations, development of complex commercial contracts related to the process of construction, management and transfer of rights to real estate; financing real estate transactions, and many other areas. We routinely represent our clients in courts in connection with construction and real estate disputes. Our clients include construction and development companies, banks, real estate funds, management companies, retailers, hotels, industrial, commercial and transport companies, etc.

Our real estate practice has been acknowledged by a number of rankings, including The Legal 500 and Who's Who Legal.

SERVICES



Structuring and support of real estate transactions



Checking the legal status of real estate objects and their owners



Checking the existence of prohibitions, arrests and other restrictions and encumbrances in relation to real estate objects



Analysis of tax implications in real estate transactions



Legal advice on issues arising from the ownership and implementation of real estate transactions



Representation and protection of interests and rights in relations related to real estate



Preparation of documents and assistance in organising real estate transactions



Organisation and advising on easement issues



Legal support for the organisation of real estate pledge and the imposition of bans, arrests and encumbrances



Search for real estate objects owned by legal entities and individuals



Any other types of legal assistance in relation to the ownership, use and execution of transactions with real estate.

EXPERIENCE

- Advising the Armenian subsidiary of a major Chinese construction company on acquiring real property in Armenia, legal support with further development of temporary residential structures serving the needs of the ongoing road construction project;
- Legal support to an Armenian subsidiary of a US-based IT enterprise in the process of negotiations and execution of office premises lease agreement;
- Advising a Swiss-Armenian pharmaceutical company in the process of participation in auctions for awarding the lease of state-owned real property in Armenia;
- Acting as a local legal counsel of Statoil company in real estate lease transactions;
- Advising a large Japanese bank on acquisition of an interest in a loan and facility arrangement involving “Baku-Tbilisi-Jeyhan” main export pipeline as a security. Conducting due-diligence and preparing a number of memorandums, advising on effectiveness and due registration of respective land and facility hypothecation agreements etc.;
- Conducting due-diligence and preparing a number of memorandums, advising on the efficiency and proper registration of the relevant land and property mortgage agreements, etc.;
- Representation of investors’ interests in acquisition of a land plot for the construction of a trade center in Vitebsk (Belarus) and support of the construction, negotiations with citizens whose residential buildings were to be demolished for the purposes of the construction;
- Representation of interests of a foreign investor in the acquisition of a major production base by purchasing a Belarusian legal entity with a preliminary due-diligence and support of further reconstruction of that base (getting permits and concluding contracts with contractors and suppliers);
- Legal support of a Latvian client investing in construction projects in Belarus on a turnkey basis: review of design documents and permits for projects in Minsk and Brest (Belarus), drafting documents for entering of the investor, construction monitoring up to commissioning of the building); support for the conclusion of agreements on equity construction participation, ensuring the registration of the operating company and support for its current activities;
- Legal support in the process of conclusion of an agreement on construction of large business center in the territory of Tbilisi (Georgia);
- Providing legal consulting services to one of the largest development companies in Georgia;

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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

- Full legal support including contract drafting and negotiation for the acquisition of land for the development of a business hotel in the historic center of Limassol, namely St. Andreas Hotel. Our legal services included amongst others the support for licensing of construction activities from the Town Planning Authority and the Ministry of Tourism of Cyprus as well for obtaining special permits from the Municipal, Fire and Healthcare departments of a total value of EUR 60 million;
- Legal support on regulatory compliance, regarding the construction of a commercial building in an area with preserved buildings in the center of Limassol, ensuring compliance with the necessary permits and approvals from government authorities and ensuring compliance with zoning and building codes, and local laws for development of commercial properties;
- Advising a number of local property owners in renting out of their properties by preparing lease agreements and supporting bank or personal guarantees, securing the fulfillment of the terms and conditions of the lease agreements;
- Advising the Chinese company on the existence of prohibitions, arrests and other restrictions, and encumbrances in regards to real estate objects in the Republic of Kazakhstan within the due-diligence in relation to the potential Kimpersay Energy 300 MW wind farm project;
- Due-diligence for China Power International Holding Limited which included the check of the matters of encumbrances on real estate objects in the Republic of Kazakhstan in relation to the potential Shokpar 100 MW wind farm project;
- Advising on the matters of arrests, prohibitions and encumbrances, and other restrictions in regards to real estate objects in the Republic of Kazakhstan within the due-diligence for Zhongman Petroleum and Natural Gas (Gulf) FZE with regards to two target companies in the oil and gas sector;
- Representing interests of a client, one of the largest local real estate development and property management companies, in a potential purchase of several real estate properties (including business and shopping centres) in Nur-Sultan and other cities of Kazakhstan. Scope of work included drafting project documentation, registering ownership and other activities;
- Advising a building company, headquartered in Malaysia, on construction of a luxury residential complex in Almaty (Kazakhstan). Legal assistance included drafting of a construction contract, advising on different aspects of Kazakhstan's legislation, and negotiations with subcontractors and other parties involved in the project;
- Representing a major Turkish real estate developer in a transaction for sale of over 1000 real estate properties (flats and parking spaces) in Almaty (Kazakhstan). Advising included review of sales and purchase agreements, review of documents confirming ownership, providing assistance during sales and purchase agreement signing and other legal support;

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High levels of responsibility, professionalism, preparedness and availability were displayed by the GRATA International team.
- Chambers Global Guide 2023

EXPERIENCE

- Advising Fresenius Medical Care Deutschland GmbH and its subsidiary in the Kyrgyz Republic in the framework of PPP project “Organization and provision of hemodialysis services in Bishkek, Osh, Jalal-Abad” on construction and renovation of four clinics. We have assisted our client during whole process from identifying places for clinics to obtainment of the commencement act;
- Advising FINCA Bank in Kyrgyzstan, subsidiary of Finca International, on acquisition of a building in the capital of Kyrgyzstan to locate the bank’s head office;
- Advising Hyatt on lease of the premise by the International Bank for Reconstruction and Development;
- Representing interests of Coca-Cola Bishkek Bottlers in acquisition of the land plot for installation of additional production line.
- Advising a leading developer in Moldova on various real estate projects in Chisinau, with an investment value of over EUR 50 million, including review of documentation before and after closing, as well as permissive aspects;
- Advising a Moldovan subsidiary of a leading global healthcare company on the construction of its Excellence center and operational offices in Moldova, including the preparation of the necessary documents and lease agreements concluded by the company within the framework of a public-private partnership project with an investment value of over EUR 20 million;
- Advising a group of EU real estate investors in connection with the purchase of a 279,000 sqm land plot in Anenii Noi, for the development of a EUR 20 million real estate residential and commercial project;
- Advising a client on the acquisition and registration of real estate, financial measures for real estate development, and its management;
- Legal due-diligence on transfer and registration of property and property lease;
- Assistance to the client in obtaining permission to start construction;
- Long-term successful cooperation with M.Video Management in court disputes over registration of property rights to real estate;
- Conducting a successful legal due-diligence for a leading Russian supplier of acrylic and quartz stone on the issue of real estate, engineering infrastructure, equipment, development of a general structure of the transaction and asset ownership scheme, investment methods;
- Comprehensive advice to Doppelmayr Russia on construction procedures, import of equipment, the need for licensing of construction activities and obtaining special permits for such works, coordination of subcontracting contracts with local construction companies;
- All-in-one legal support of Louis Dreyfus Company (international group Louis Dreyfus) for the purchase of the partially completed grain transshipment terminal in Azov district, Rostov region; further legal support of the company during the building and setting into operation of the export terminal;
- Legal support of the international agricultural holding RZ AGRO in its investment activity on the territory of Russia (due-diligence of agricultural enterprises before their purchase, support of the acquisition of the land shares, lease and allotment of land shares, etc.);

EXPERIENCE

- Advocacy of one of the biggest in Europe cement producers – Turkish Company “Nuh Cimento Sanayi A. S.”- in a dispute with a member of the joint Russian enterprises in the implementation of the investment project on construction of the trade port and of the concrete plant;
- Registration of the mortgage in relation to the object of real estate in St. Petersburg for the national bank of Turkey;
- Representing a company in court to establish the amount of compensation for the seizure of land for state needs;
- Structuring and supporting the sale of the assets of a large meat-processing plant comprising the following items: working capital (raw materials, supplies etc.), equipment, real estate (a 3,500 square meter building) and land lease rights. Search and redistribution of proceeds into investment construction projects, as a result of which the shareholders received the rights to more than 3000 square meters of housing under construction;
- Due-diligence and legal support of the European Bank for Reconstruction and Development on renting an office for their Representative Office in Dushanbe and Khujand
- Advising and preparation of a memorandum for the Asian Development Bank related to the leased premises for its representative office in Dushanbe;
- Preparation of rent agreement for premises for American company Chemonics International and advising on tax issues of Tajikistan;
- Advising one of the world's leading Facility Management companies headquartered in Germany, on its transactions in Turkey;
- Advising various local and foreign real person investors on their real estate investments in abroad such as UK, Germany and France;
- Advised a Turkish Investment Group of Turkey on the acquisition of a Estate Investment Trust through a tender called by Savings Deposits Insurance Fund (TMSF) of Turkey;
- Rendering of qualified support on cases of inheritance, including, disputes on authenticity of the will, restoration of missed timing of inheritance, establishment and/or appealing kinship relations with testators who were beneficiaries/founders of local and international companies, etc.;
- Drafting sale and purchase agreements in respect of acquisition and re-sell of two towers in Dubai;
- Legal support in the acquisition of a building in Kyiv (Ukraine) (including due-diligence) for further reconstruction and opening the hotel;
- Legal support in the acquisition of a building in Kyiv (Ukraine) (including due-diligence) for further reconstruction and opening the food court;
- Legal support in the transaction for the purchase and sale of a shopping center;
- Due-diligence and legal support to Coca Cola Bottlers Uzbekistan to acquire of recreational zone in Bektemir district, Tashkent city;
- Due-diligence and legal support to Bosche Turkey to put encumbrance and execute pledge agreement over five real estate objects located in Tashkent as a collateral against distributor’s obligations;
- Assistance to Bureau veritas inspection company to organise and conduct technical supervision over the construction of four sky-scraper buildings - head offices of Uzbek banks, which are being constructed in Tashkent city business centre.

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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

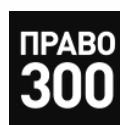

15 000+
projects

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



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Atyrau
Aktau etc.

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Bishkek

Moldova
Chisinau

Mongolia
Ulaanbaatar

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