



REAL ESTATE

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.



Our lawyers provide full legal support at all stages of the project lifecycle, including:



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

- 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 Russian 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;
- Representation of investors’ interests in the acquisition of a land plot in the central part of Minsk by purchasing a Belarusian legal entity (the land user) with preliminary due-diligence, transaction structuring (M&A), for further implementation of a business center construction project, including consultation on the optimal procedure for occupying additional land plots for implementation of the construction, adjustment of design documentation;
- 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 its support for its current activities;
- Legal support of the acquisition of a group of companies specialised in supplying infrastructure, industry and logistics solutions for the agro-industrial complex (oilseed processing);
- 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;
- 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;



Experience

- 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;
- Advising an international clothing manufacturer on purchase of several buildings and spaces in Kazakhstan. Scope of work included advising on reconstruction, service and maintenance of buildings, and leasing. Total value of purchased buildings – around USD 30 million;
- Representing JSC Bank CenterCredit in a dispute over a real estate in Kyrgyzstan worth over USD 50 million;
- Advising FINCA Bankin Kyrgyzstan, subsidiary of Finca International, on acquisition of a building in the capital of Kyrgyzstan to locate the bank's head office;
- 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;
- An EU based real estate investor in relation to the acquisition of an office centre in Chisinau, for a total transaction value of EUR 20.5 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;
- Advising a client on a permit for the construction of a production workshop; Drafting workshop, office, and commercial premise leasing agreement;
- Advising and assisting the client on the acquisition of land ownership;
- Due-diligence inspection and full legal support for the Embassy of Algeria in Uzbekistan in respect of purchasing a privately held real estate in the centre of Tashkent, (Uzbekistan);
- Due-diligence inspection of a building offered for sale to UzKDB Uzbekistan to locate the bank's headquarter office in Tashkent (Uzbekistan), full legal support of the transaction;
- Advising Daewoo International Corporation in a dispute against the largest telecommunication operator in respect of an illegal attempt to premature termination of lease of office premises agreement;
- Assisting Alstom Holdings – in a dispute with landlord on late payment of lease fees and termination of lease agreement; Assisting Cisco – in amending lease terms before its expiry;
- 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;



Experience

- 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;
- Advising Gazinvest Investment Company in a transaction to invest in the construction of a large facility on a public-private partnership basis;
- Advising a world leader in the food trade on an investment project for the construction of an export grain terminal;
- Advising the largest Russian agro-industrial holding on due-diligence and acquisition of agricultural enterprises;
- Representing a major global grain trader in a dispute with the administration of the city of Rostov-on-Don (Russia) on the issues of collecting rent for land plots;
- Representation of an international company in a dispute with Russian Railways over the right to own a part of a land plot occupied by railway tracks;
- Legal support of an investment project for the construction of a plant for the production of rubber seals for car industry;
- Legal support in the acquisition of a building in Kyiv (Ukraine) (including due-diligence) for further reconstruction and opening the food court;
- Drafting of the report covering analysis of the structure for contemplated financing of acquisition of asset and further construction of premises for lease;
- Representing the client's interests in litigation with a public authority on termination of servitude agreements.

Key Contacts



Ummi Jalilova
Partner
Baku, Azerbaijan
T +994 51 855 5145
E ujalilova@gratanet.com



Maxim Lashkevich
Partner
Minsk, Belarus
T +375 29 662 94 66
E mlashkevich@gratanet.com



Irakli Kordzakhia
Managing Partner
Tbilisi, Georgia
T +995 32 292 1878
E irakli.kordzakhia@gratanet.com



Yerzhan Yessimkhanov
Partner
Almaty, Kazakhstan
T +7 775 030 0009
E yyessimkhanov@gratanet.com



Nurbol Kissembayev
Partner
Aktau, Kazakhstan
T +7 701 718 3964
E aktau@gratanet.com



Liya Akzhanova
Partner
Nur-Sultan, Kazakhstan
T +7 701 523 8468
E lakzhanova@gratanet.com



Elvira Maratova
Partner
Bishkek, Kyrgyzstan
Dushanbe, Tajikistan
T +996 770 01 7171
E emaratova@gratanet.com



Bolormaa Volodya
Partner
Ulaanbaatar, Mongolia
T +976 990 850 31
E bvolodya@gratanet.com



Igor Popa
Senior Partner
Chisinau, Moldova
T +49 69509565401
E ipopa@gratanet.com



Igor Stepanov
Managing Partner
Rostov-on-Don, Russia
T +7 928 229 9596
E istepanov@gratanet.com



Denis Shestakov
Partner
Saint Petersburg, Russia
T +7 812 384 4838
E dshestakov@gratanet.com



Vyacheslav Khorovskiy
Managing Partner
Moscow, Russia
T +7 495 660 1184
E vkhorovskiy@gratanet.com



Key Contacts



Denis Gerasimov

Partner

Samara, Russia

T +7 846 200 1525

E dgerasimov@gratanet.com



Kamoliddin Mukhamedov

Counsel

Dushanbe, Tajikistan

T +992 93 555 8450

E kmukhamedov@gratanet.com



Rustam Akramov

Senior Associate

Tashkent, Uzbekistan

T +9 9890 940 94 05

E rakramov@gratanet.com



Gökmen Başpinar

Senior Partner

Istanbul, Turkey

T +90 532 511 70 00

E gokmen.baspinar@gratanet.com



Mykola Aleksiuk

Partner

Kyiv, Ukraine

T +38 050 932 6219

E maleksiuk@gratanet.com



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), Turkmenistan (Ashgabat), Turkey (Istanbul), 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, Hong Kong), UAE (Dubai), Russia (Kazan), Malaysia (Kuala Lumpur) and 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



250+
professionals



19
countries of presence

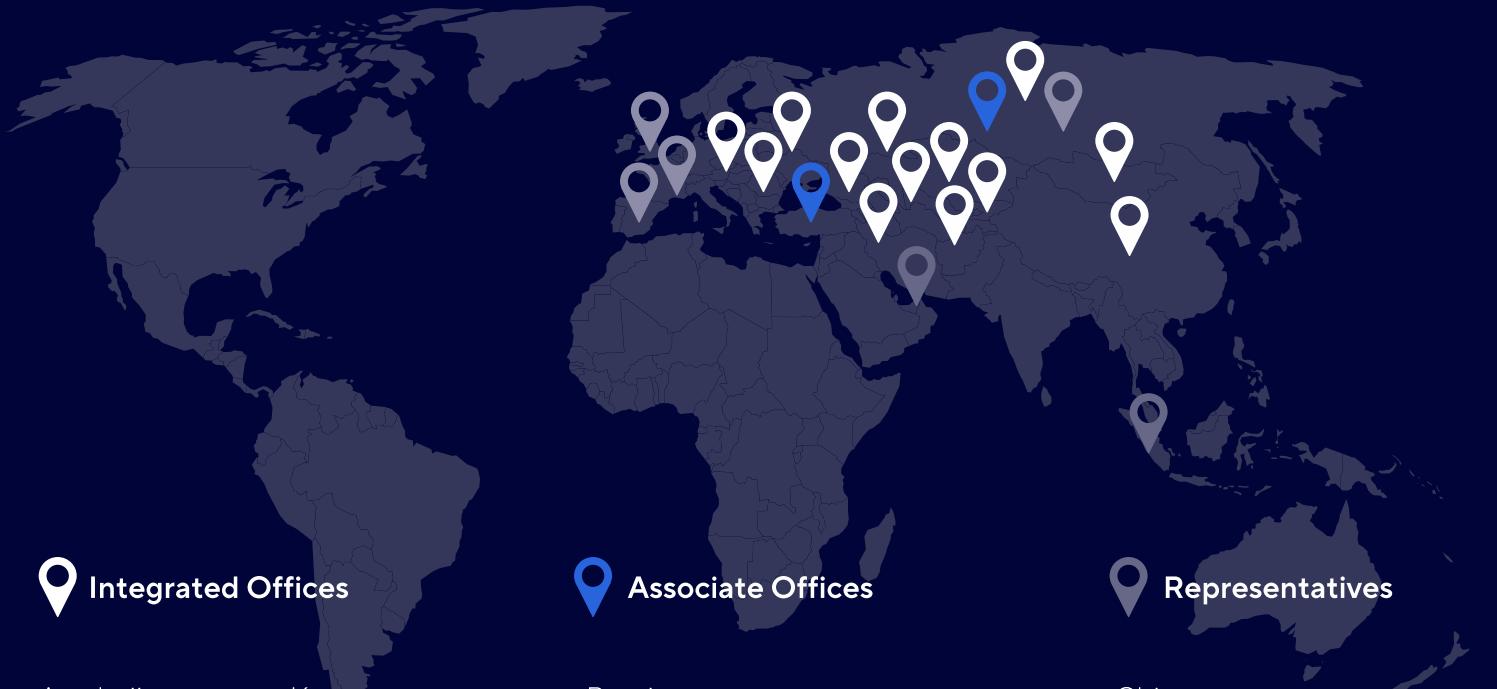


6000+
clients



11000+
projects

Global Presence



Integrated Offices

Azerbaijan
Baku

Kyrgyzstan
Bishkek

Belarus
Minsk

Georgia
Tbilisi

Kazakhstan
Aktau
Almaty
Atyrau
Nur-Sultan, etc.

Moldova
Chisinau

Mongolia
Ulaanbaatar

Russia
Moscow
Rostov-on-Don
St. Petersburg

Tajikistan
Dushanbe

Turkmenistan
Ashgabat

Ukraine
Kyiv

Uzbekistan
Tashkent

Associate Offices

Russia
Samara

Turkey
Istanbul

Representatives

China
Hong Kong
Beijing

Germany
Frankfurt

Malaysia
Kuala Lumpur

Switzerland
Zurich

UAE
Dubai

UK
London

USA
New York