



GRATA
INTERNATIONAL



TECHNOLOGY, MEDIA &
TELECOMMUNICATIONS

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), Malaysia (Kuala Lumpur).

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.

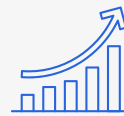
Key Industry Sectors:

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



> 22

countries of presence



> 31

years of experience



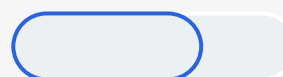
> 250

professionals



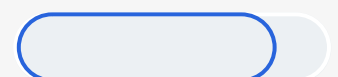
> 15

practice areas



7 700+

clients



15 000+

projects



Business development in the 21st century is no longer possible without the use of technological innovations. The market of technologies, media and telecommunications has become one of the most demanded and influential areas of the global economy.

GRATA International created a special committee "Technology, Media & Telecommunications" (TMT), where a highly specialized team of lawyers developed their own formula for success - flexibility and quick adaptation to changes.

It is the ability to adapt to the requirements of the market and the desires of the client that has allowed us to accumulate unique practical experience in the implementation of projects in the field of new technologies, media and telecommunications.

Our clients trust us because we are able to find practical and effective business solutions, and having offices in 22 countries around the world allows the team to successfully implement even the most complex cross-border projects.

Among our clients are the largest regional and international technology companies, Internet companies, media, search engines, service aggregators and marketplaces, search engines, hardware and software manufacturers, telecommunications companies, mobile and landline operators, cable television operators, and many others.

The TMT GRATA International team advises on regulatory and business structuring, marketing and advertising, taxation, including international taxation, intellectual property protection, and other legal aspects of the TMT industry.

The high quality of GRATA International services is confirmed by the international ratings of The Legal 500, Chambers & Partners and Asialaw Profiles.



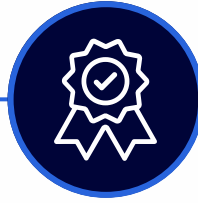
SERVICES



Legal structuring of projects in the area of technologies, media and communications



Advising on protection of intellectual property and personal data, including the cross-border transfer thereof



Obtaining licenses and permits



Development of all types of commercial contracts



Advising on legislative regulation of activities and administrative regulation of business



Advising on tax, corporate, labour and other law aspects related to activities in the area of technology, media and communications



Support of projects on acquisition of companies, mergers and acquisitions



Representation of clients in courts and other services

EXPERIENCE

- Represented the client before the Supreme Court of Azerbaijan in recognition and enforcement of Foreign Arbitral Award in favor of Toshiba Company against local companies in Azerbaijan. The award was recognized and directed to the Bailiff's department for enforcement (USD 4.4 mln);
- Advised an international Chinese company, a manufacturer of telecommunications equipment and systems, (branch office in Baku) on employment contracts;
- Provided legal support to a leading world company that developed the electronic platform for drivers and passengers in corporate, tax, and financial legal matters;
- Advising a resident company of the High-Tech Park, a major developer of applications for mobile platforms (iOS | Android), server-side web applications and systems based on JAVA | NET | PHP on legal DD of NDAs, master service agreements, and license agreements. Advising the company on attracting investments;
- Due diligence of partnership agreements of one of the leading suppliers of European energy engineering equipment in Belarus on the matters of intellectual property protection;
- Advising the Belarusian branch of an American IT company on the issues of registration of the subsidiary, development of commercial secrets protection framework, drafting of software development agreements, advising on matters of assigning rights to software;
- Representing one of the local telecommunications companies in a tax dispute;
- Due diligence of a Georgian mobile phone operator as a part of an M&A transaction;
- Providing regulatory and compliance advice to one of the streaming services;
- Advising Huawei in relation to its operations in Kazakhstan, including drafting commercial agreements, advice on applicability of Kazakhstan's legislation to commercial contracts, taxation and commercial law, and representation of the company in courts of the Republic of Kazakhstan;
- Advising Get Contact on relaunching its service in Kazakhstan, including negotiations with state authorities, structuring service's operation and consultations on various aspects of Kazakhstan's legislation;
- Advising an international company, headquartered in Singapore, on launch of a bitcoin mining centre in Kazakhstan. Scope of work included negotiations with electricity suppliers and state authorities, business structuring and consultations on various aspects of Kazakhstan's legislation;
- EPAM Systems Inc., on establishment of the subsidiary in the Kyrgyz Republic and providing legal support on all legal questions arising from operations of the subsidiary;
- Mastercard regarding various matters pertaining to launch of money transfer service including but not limited to matters on regulatory approvals and data protection;
- Invescore, a prominent Mongolian financial institution on the matters pertinent to seeking a license of an operator of payment system issued by the National Bank of Kyrgyzstan;

EXPERIENCE

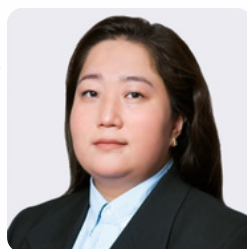
- Representing an electronic telecommunications, retail and insurance company in implementation of GDPR principles in a new personal data protection law;
- Assisting a British telecommunications company with SPA transaction for transfer of the shares from a large and famous TV from Moldova;
- Due diligence of a Moldovan mobile phone operator as a part of an M&A transaction.
- Assisted to register subsidiary of multinational company based in the US which provides marketing and advertising business in Mongolia and providing day-to-day legal consulting services;
- Prepared detailed questionnaire to launch TV application in regards with advertising, content requirements, broadcasting, IP rights, rights of publicity/privacy, competition legislations of Mongolia to the multinational company based in the US;
- Advised on regulatory framework of Russian company to supply wholesale and retail internet service to Mongolian market;
- Assistance to global electronic and sms messages delivery service provider in structuring cross-border delivery of electronic and sms messages to and outside of Uzbekistan;
- Assistance to a European based multimedia, video and TV broadcasting company in providing services via mobile and internet networks to customers in Uzbekistan;
- Advising on and providing legal assistance in the take over of one of the largest European owned mobile networks operator by a state buyer;
- Representing a major Internet provider during the objection stage of an on-site tax audit: proving unlawful accrual of so-called "complicated gaps";
- Advising an Indian digital technology company on tax legal matters;
- Advised a Chinese company specialising in digital payment products on expansion of its production and business structuring in Russia;
- Advising the China Electronics Import and Export Corporation on its operations in Kazakhstan, including licensing, corporate structuring and asset acquisition;
- Advising HIKVision Digital Technology on applicable antitrust legislation, support in the process of passing antitrust checks. Preparation and participation in negotiations on the purchase and sale agreement of HIKVision Kazakhstan;
- Advising Hong Kong Dragon Electronics Ltd. in connection with the award of the Chinese International Commercial and Economic Arbitration Commission. Representation of Hong Kong Dragon Electronics Ltd. in the court of the Republic of Kazakhstan on the application for recognition of the arbitration decision and execution of the arbitration award;
- Legal support to a leading Armenian software development company with drafting, negotiation and execution of frame supply contracts with leading global suppliers of software and hardware;
- Advice to a major IT enterprise with drafting and execution of a contract for developing an online trading platform for the Austria based clients;
- Comprehensive legal support with developing GDPR compliant policies and practices to an Armenia based software developing hub offering products globally.

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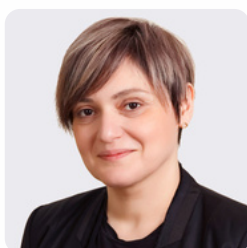
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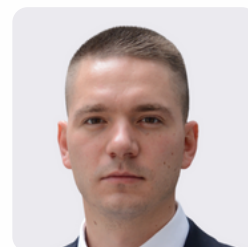
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Global Presence

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 |

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Limassol
- Russia**
Samara
- Turkmenistan**
Ashgabat
- Turkey**
Istanbul
- UAE**
Dubai

Representatives

- China**
Beijing
- Germany**
Frankfurt
- Malaysia**
Kuala Lumpur
- Switzerland**
Zurich
- UK**
London
- USA**
New York