

WE WILL MAKE
YOUR BUSINESS
MORE EFFECTIVE



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About the firm



INTRODUCTION

The key principles of Pepeliaev Group's work are focusing on client's business goals and aiming for the highest possible level of services.



SERGEY PEPELIAEV

Managing Partner,
PhD in Law

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If I were asked to give a brief description of the principles underlying Pepeliaev Group's work, I would say that we are oriented towards the client's business objectives and strive to provide service of the highest level. Of our new clients, 70% find their way to us based on endorsements from those who have used our services before. This means that we have done our good job, and that we have genuinely helped. Having a team of the utmost strength is undoubtedly our key advantage. We understand that it is impossible for an individual to specialise to a uniformly high level across all branches of the law, and for this reason every one of our lawyers has his or her own specialisation. This allows us to solve the specific business tasks of our clients from a wide range of different industries with varying and complicated legal regulation, when specific knowledge and experience are required from a professional adviser.

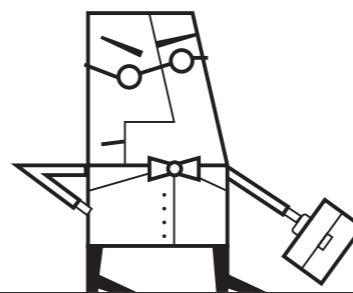
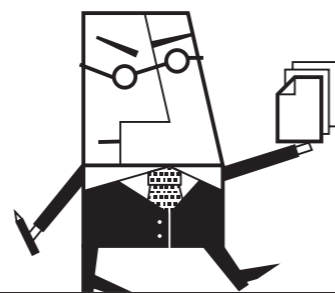
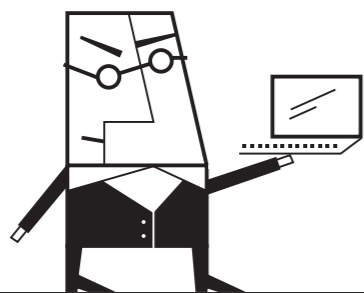
Moreover, our team's size and experience allow us to provide comprehensive legal support at all stages of a business process. We do not give general advice, but help to solve specific business issues: to open new production units, buy assets, resolve disputes or avoid risks.

Our lawyers are constantly involved in drafting legislation and called on to act as experts in state bodies, at the highest level. Thus they are involved in creating a favourable business environment in the country. Our law firm's expertise is accepted at the highest level. Many of Pepeliaev Group lawyers hold PhD in Law or Doctor of Laws degrees and are active teachers and members of scientific boards at leading Russian universities.

We value our clients immensely and maintain a balance between the high quality of the services we provide and a reasonable pricing policy. As a result, we deliver both in terms of the outcome of our work and value for money: our clients are convinced that the benefits our lawyers provide exceed our fees many times over.

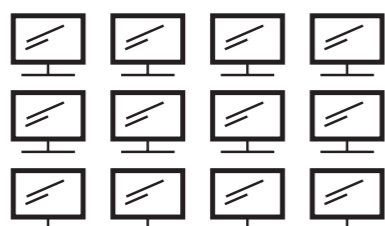
Following these simple rules for many years has helped Pepeliaev Group's team to create an unmatched reputation on the market. We hold this dear and have no intention of letting our standards slip.

ABOUT THE FIRM



2025

Employees
250



Lawyers
160

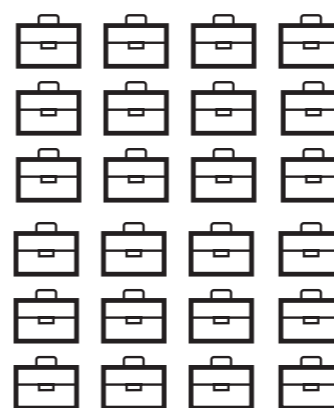


Our lawyers include 2 Doctors of Laws and 18 PhDs in Law.



Pepeliaev Group lawyers are constantly involved in drafting legislation and are called on to act as experts in state bodies, at the highest level. Thus they are involved in creating a favourable business environment in the country

Clients
2000



Practices
20 law practices

- Tax Law
- Currency Control
- Administrative Law
- Defence of Business
- Corporate Law / M&A
- Antimonopoly Regulation
- Commercial Law
- Banking and Finance Law
- Real Estate & Construction
- Dispute Resolution & Mediation
- International Litigation and Arbitration Practice
- Bankruptcy
- Intellectual Property
- Customs Law
- Employment and Migration Law
- Data Protection
- Legal GR and defence against illegal takeovers
- Family and Inheritance Law
- Criminal Law Defence of Business
- Services for Private Clients
- Translation and interpreting

Offices
6

- Moscow
- St Petersburg
- Nizhnekamsk
- Krasnoyarsk
- Vladivostok
- Dubai
- Developing Eastwards**
- Chinese Desk
- Korean Desk
- Middle East Desk

10 branch of economy

- Life sciences
- Ecology
- Telecom, media and IT
- Digital Economy Legal Support Group
- Energy
- Oil and gas sector and mineral resource use
- Legal support of projects in the sphere of culture and art
- Maritime law
- Automotive industry and transportation
- Production and sale

2002

The year we were founded

19



15



50



5

- Tax Law
- Customs Law
- Corporate Law
- Commercial Law
- Real Estate & Construction

1



Moscow



Rankings



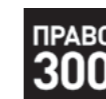
CHAMBERS EUROPE

CHAMBERS GLOBAL

IFLR1000

World Trademark Review

INTERNATIONAL TAX REVIEW

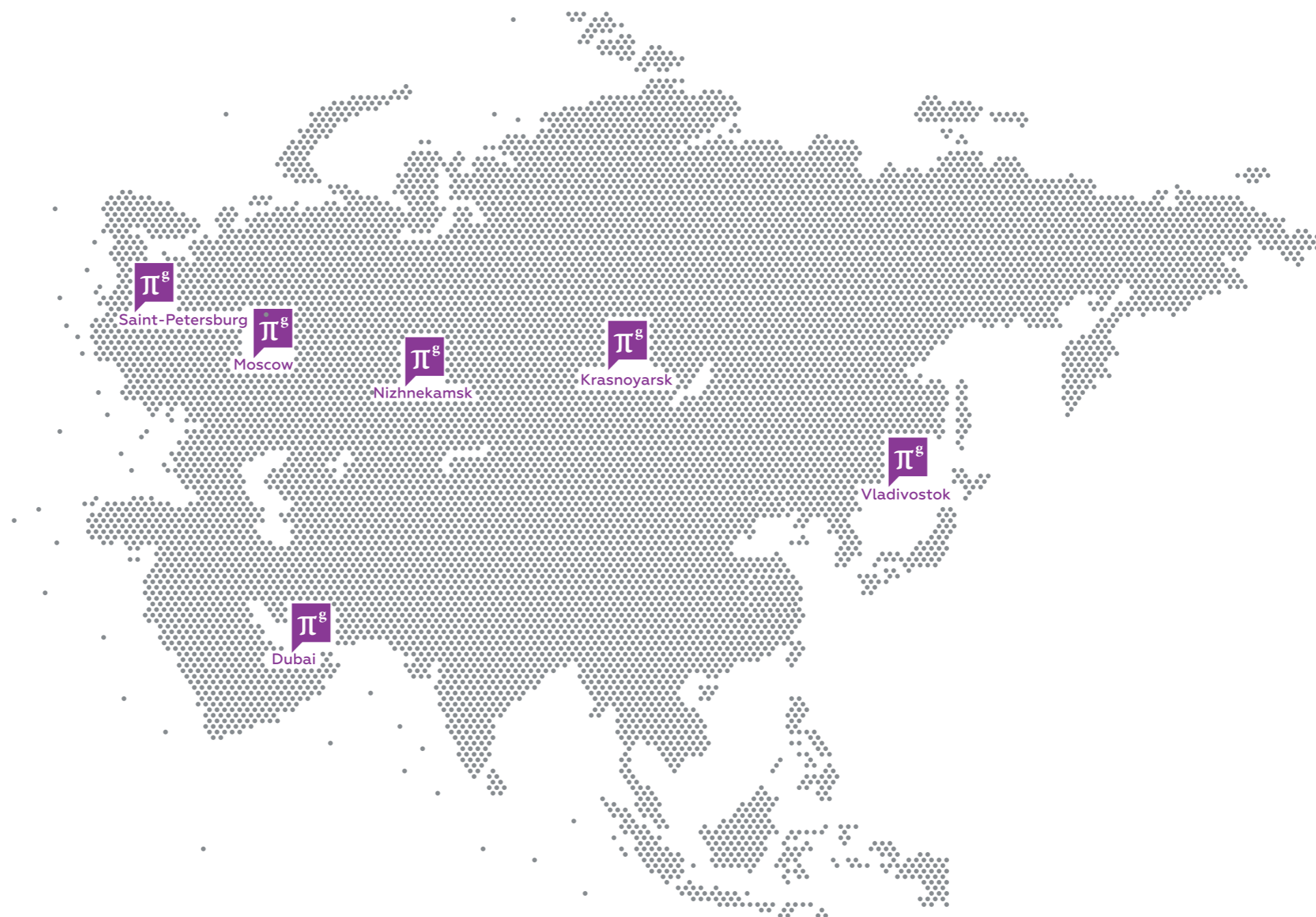


Best Lawyers

Expert

PRO банкротство

GEOGRAPHICAL SCOPE OF OUR SERVICES



REGIONAL OFFICES

Pepeliaev Group has offices in Russia located in Moscow, St Petersburg, Nizhnekamsk, Krasnoyarsk and Vladivostok.

What do our local offices offer to our clients?

- Local knowledge
- Time-efficient communication
- Favourable pricing

CHINESE DESK

- Support for Chinese investors in Russia and for Russian investors in China.
- We have strategic partners on the Chinese market.
- Comprehensive legal support.

KOREAN DESK

- Legal advice to Korean companies in Russia and to Russian investors in Korea.

MIDDLE EAST DESK

Providing services that involve tax structuring and tax advice in the UAE and in Persian Gulf countries.

- Tax structuring in the GCC states.
- Tax support.
- Tax consultancy in the UAE.
- Private Wealth Tax Services in UAE.
- Tax Compliance.
- Legal project management.

INTERNATIONAL PROJECTS

- Pepeliaev Group is a member of the TerraLex international association of law firms.
- Pepeliaev Group is also a part of Taxand, which is a well-known tax advisory group.
- Efficient liaison with partners which are leaders in their respective jurisdictions.
- Comprehensive project management and a single manager to address all project-related issues.

» GEOGRAPHICAL SCOPE OF OUR SERVICES



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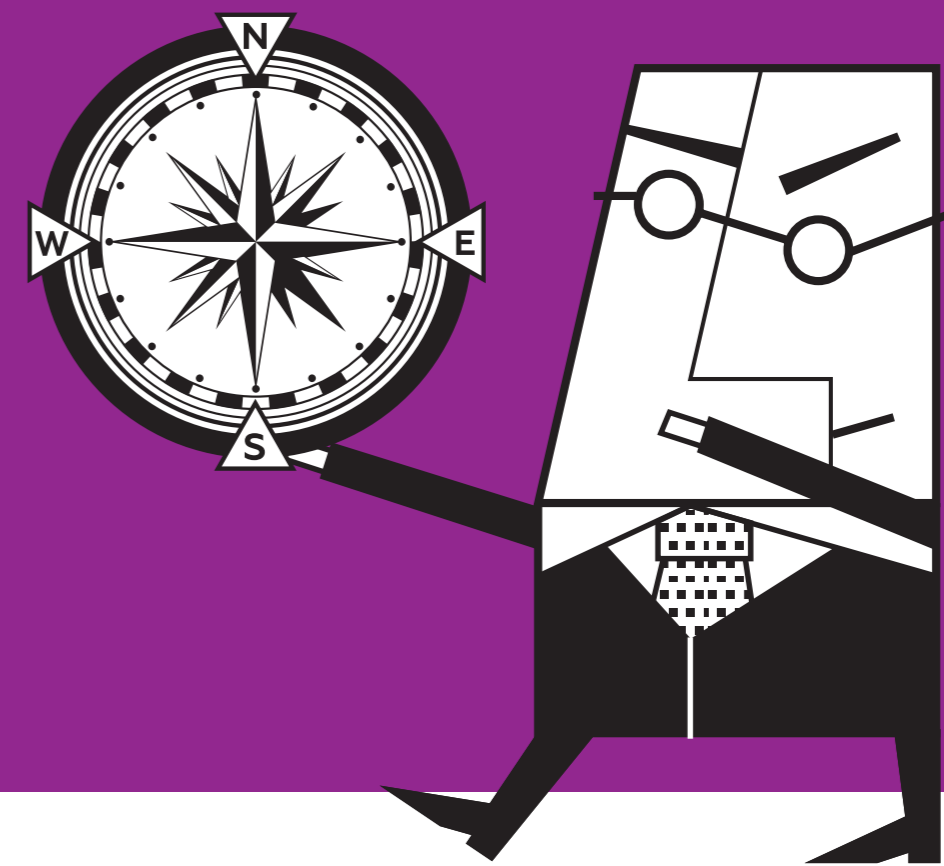
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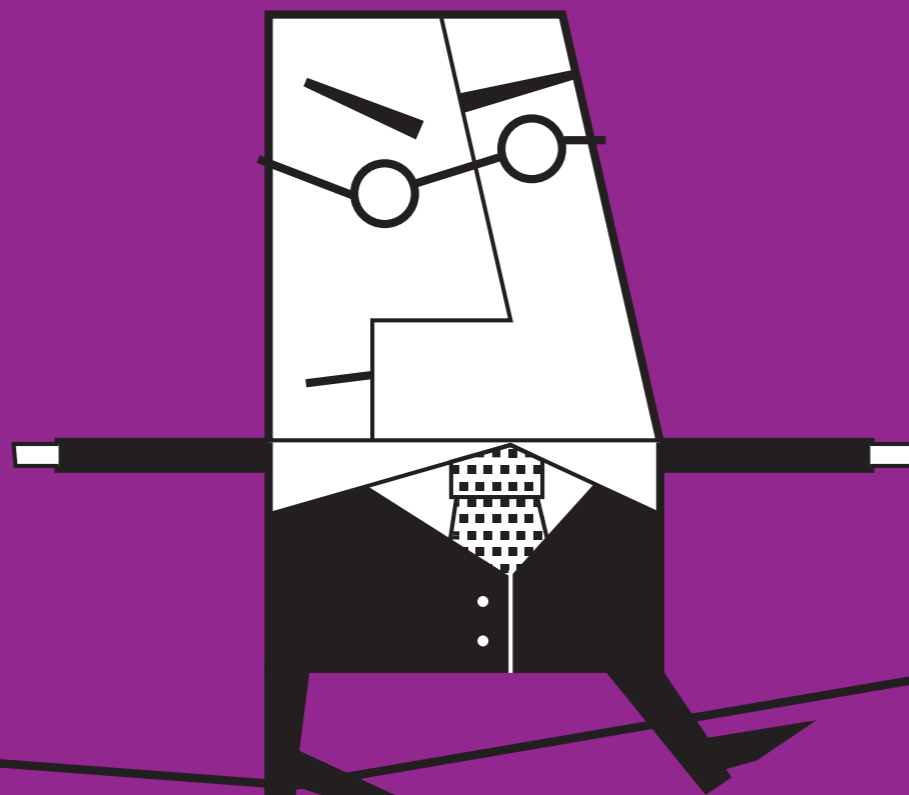
"CLIENTS APPRECIATE THE CLARITY AND SPEED OF ASSISTANCE. 'ALL LEGAL MEMORANDUMS HAVE A CLEAR STRUCTURE AND ARE UNDERSTANDABLE TO NON-LAWYERS', A CLIENT REPORTS".

CHAMBERS EUROPE





Practice areas



TAX ADVICE & TAX DISPUTES



The Tax Practice is a key practice at Pepeliaev Group. More than 50 lawyers at our firm deal with tax law issues.

We offer our clients a wide range of tax services and ensure an integrated approach to handling tax issues that may arise both in a company's day-to-day operations and in its strategic decision-making.

By combining our extensive experience in large projects with the expertise and focused approach of our lawyers, we generate tangible and measurable

value for our clients. The high professional standards of our lawyers mean that we are able to deliver the best tax solutions based on the best practices. This enables our clients to meet any challenges, and to quickly respond to opportunities that arise and to adjust to a continuously changing business environment.

OUR SERVICES:

- resolving tax disputes, representing the company in court hearings;
- advising on tax matters;
- advising on how to apply transfer pricing legislation;
- advising on how to apply legislation regarding controlled foreign companies;
- developing and implementing a system of tax compliance;
- advising on bookkeeping and tax accounting;
- identifying tax risks and overpayments.

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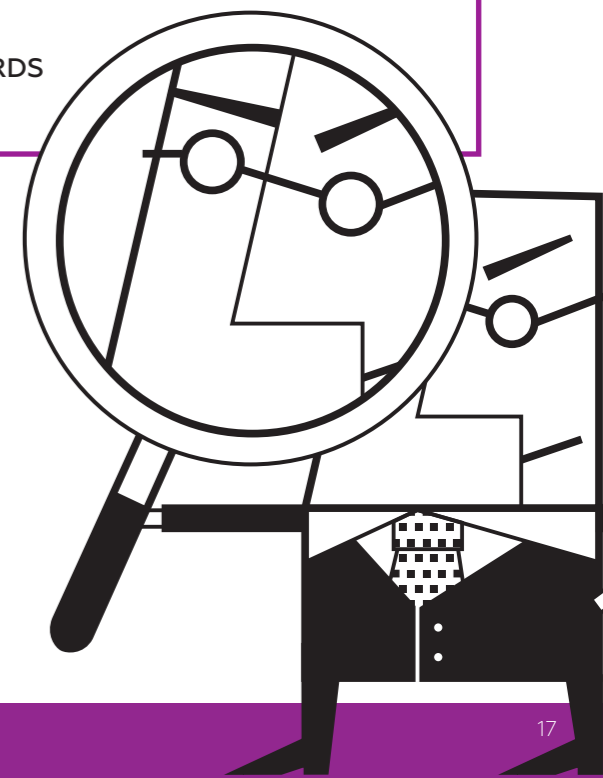
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"PEPELIAEV GROUP HAS BEEN RANKED THE TAX LAW FIRM OF THE YEAR IN RUSSIA".

BEST LAWYERS

"PEPELIAEV GROUP WAS THE WINNER IN THE EUROPEAN TAX POLICY FIRM OF THE YEAR CATEGORY".

EUROPEAN TAX AWARDS



FOREIGN CURRENCY REGULATION AND CONTROL

Ever since the firm was founded, Pepeliaev Group has had a dedicated team of experts in currency legislation.

The professional recommendations that our lawyers issue help our clients to overcome administrative barriers, and reduce the risks of confiscatory fines being accrued, of currency profits being lost and of criminal liability being imposed without any grounds for this.

Our experts in foreign currency regulation are also experts in taxation. This combination enables them

to find integrated solutions to handle issues that may arise out of complex financial transactions or the reorganisation of groups of companies, and to deal with special categories of disputes with tax authorities over interconnected claims in tax and foreign currency legislation.

OUR SERVICES

- advising legal entities and individuals on foreign currency legislation
- analysing transactions to identify the risks of non-compliance with foreign currency legislation
- providing legal support in executing so-called 'transaction passports', as well as accounting records and accounts for currency control purposes
- developing and adjusting internal currency control systems
- compliance
- providing legal support in disputes with regulatory authorities
- defending clients in administrative cases, including criminal cases with a foreign currency element
- appealing against fines

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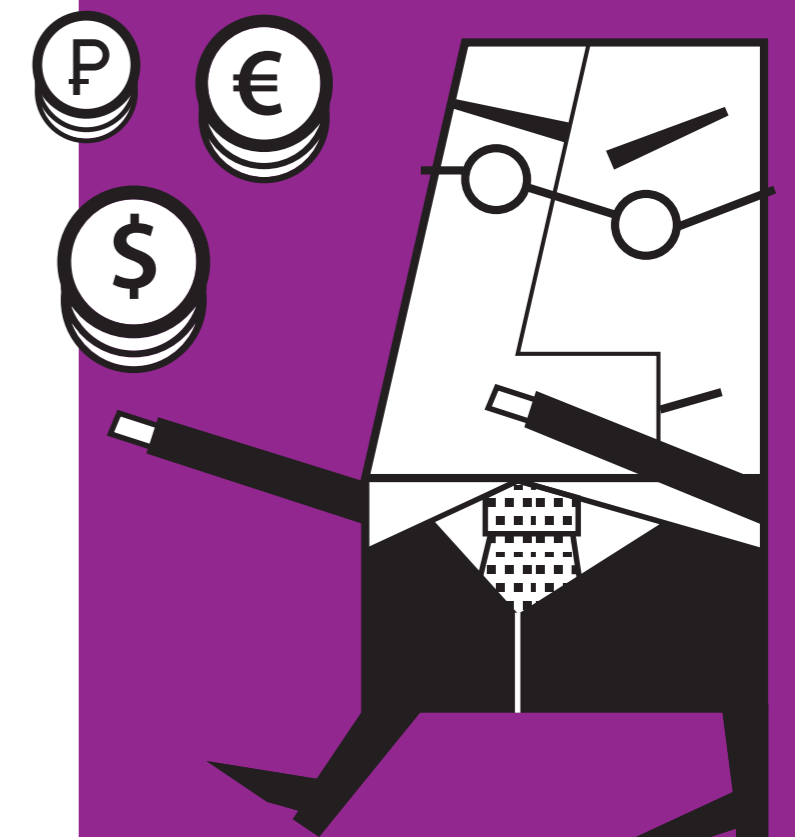
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"HIGH LEVEL OF EXPERTISE, FOCUS ON THE NEEDS OF THE CLIENT, AND AN ABILITY TO SOLVE COMPLEX LEGAL ISSUES".

THE LEGAL 500



CORPORATE LAW / M&A

We provide advisory services to our clients on issues that arise in their day-to-day operations and provide integrated legal support for transactions.

The formation and streamlining of holding structures account for a significant volume of our work. The recommendations of our lawyers enable our clients to enhance the management of the companies they control, mitigate the risks to which their group is exposed, optimise taxation, raise the capitalisation of the group and improve corporate transparency for the purposes of attracting investors.

Our lawyers have a long track record of participating in multi-jurisdictional projects. We have extensive experience of supporting investment projects and creating joint ventures, primarily in the area of mineral resources use, as well as the oil and gas, food production and pharmaceutical sectors.

OUR SERVICES

- preparing and conducting M&A transactions
- due diligence
- providing legal support in reorganising and restructuring of businesses and their assets
- analysing the efficiency and transparency of corporate management structures, developing new management and ownership models
- providing legal support for share issues and transactions with securities
- providing legal support for various aspects of business in relation to corporate legislation
- providing support to clients at all stages of investment projects

"THE TEAM PROVIDES CORPORATE STRUCTURING AND GOVERNANCE ADVICE AND IS ALSO REGULARLY INSTRUCTED ON DUE DILIGENCE PROJECTS".

CHAMBERS EUROPE

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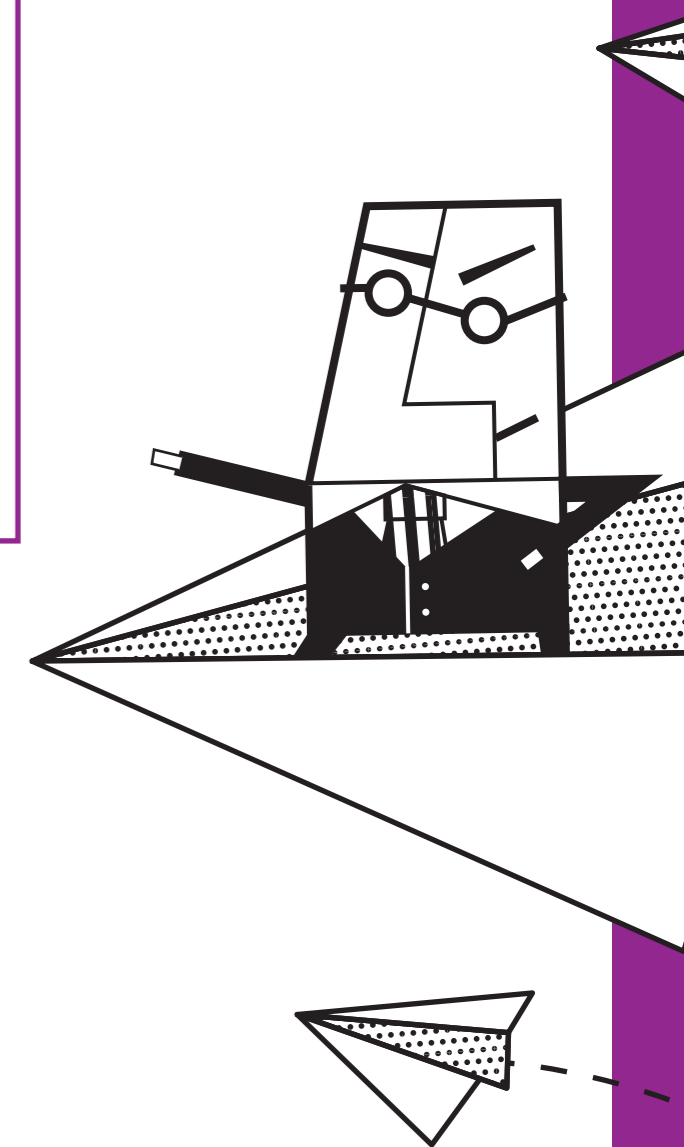
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ANATOLY MASHKOV

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COMMERCIAL PRACTICE

Our lawyers have extensive experience of drafting contracts and other commercial documents, including corporate and marketing policies, distribution and financing agreements, franchising agreements, etc.

The lawyers from our Commercial Practice work in close collaboration with colleagues from other divisions of the firm. Together they implement integrated projects, providing legal support for the business activities of our clients.

We are convinced that competent legal advice should be sought before any important project is implemented, whether it involves a new product being launched on the market, technologies being developed and introduced, or business practices being adjusted to take account of changes in legislation. This ensures that the project will be successfully implemented and mitigates the risks of troubled relationships with partners and the state.

OUR SERVICES

- drafting and analysing commercial contracts and holding negotiations to conclude them
- identifying and analysing commercial risks which arise within newly created or already existing contractual relationships
- drafting ancillary documentation to contracts
- legal audit of companies' contractual frameworks
- structuring contractual relationships
- resolving issues relating to legislation on the protection of consumer rights

"REMARKABLE ADVISORY-FOCUSED FIRM ACTING FOR A BROAD ROSTER OF BLUE-CHIP INTERNATIONAL CLIENTS AS WELL AS NOTABLE RUSSIAN CORPORATES".

CHAMBERS EUROPE

CONTACT DETAILS



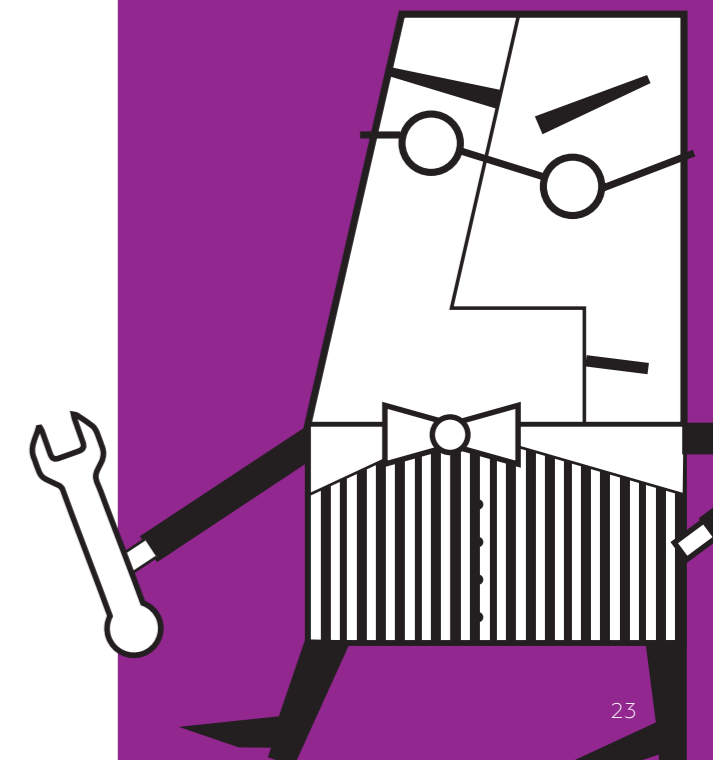
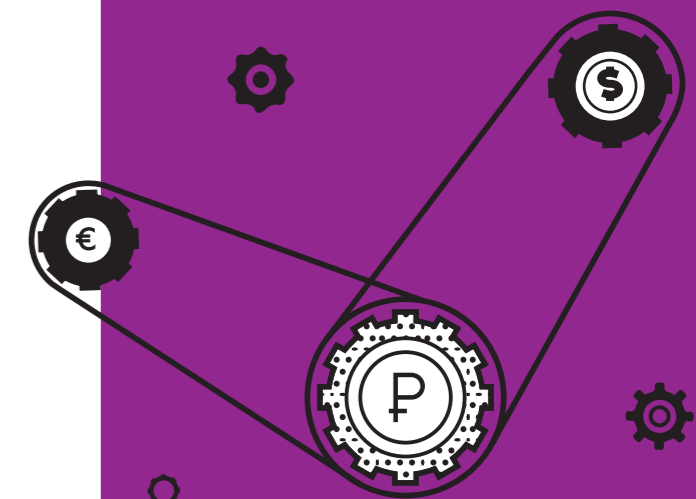
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REAL ESTATE AND CONSTRUCTION PRACTICE

Pepeliaev Group lawyers offer the full package of legal services to both professional players on the real estate market and companies in other industries that are seeking advice in land law, real estate and construction.

Our firm was one of the first in Russia to offer services that involve providing support in transactions with land. We now have proven, practical techniques at our disposal, and at the root of these is our in-depth understanding of the legal realities in Russia.

We have substantially broadened the geographical scope of our services, providing support on projects

in 34 prominent industrial and agricultural centres across Russia. Pepeliaev Group's lawyers have been actively involved in drafting legislative amendments and preparing them to be adopted. The items of legislation in question were the Land Code of the Russian Federation and the Law on Transactions with Agricultural Land.

OUR SERVICES

- providing full-fledged legal support for construction and investment projects
- structuring transactions with land and real estate
- due diligence of target assets
- providing legal support for lease transactions
- representing clients in litigation, including disputes to challenge cadastral value
- advising clients on environmental regulation
- participating in drafting and supplementing Russian legislation

"WELL-REGARDED DOMESTIC TEAM ADVISING ON A RANGE OF REAL ESTATE MATTERS, INCLUDING TRANSACTIONS, CONSTRUCTION PROJECTS AND LEASE AGREEMENTS. PROVIDES DUE DILIGENCE SUPPORT AND DAY-TO-DAY REGULATORY ADVICE".

CHAMBERS EUROPE

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ELENA KRESTYANTSEVA

Head of Practice

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ANTIMONOPOLY REGULATION

Our lawyers assume a prominent role in expert organisations that are working together with the regulator, the Russian Federal Antimonopoly Service (FAS), to improve Russian antimonopoly legislation.

Breaching antimonopoly legislation may have adverse effects and be detrimental to business. Pepeliaev Group has broad experience in advising on antimonopoly regulation.

We are ready to provide comprehensive legal support in all aspects of antimonopoly regulation,

including: abuse of a dominant position, entering into anticompetitive agreements / undertaking concerted actions, unfair competition; advising participants in, and organisers of, tenders on orders placed by government and municipal authorities; legal support regarding regulatory aspects of economic concentration, etc.

OUR SERVICES

- advising on antimonopoly legislation
- antimonopoly compliance audits
- providing support during antimonopoly audits
- representing clients before antimonopoly agencies and in court
- advising on advertising legislation
- providing advisory services and representing clients before the FAS seeking approval for transactions under legislation regarding foreign investments
- participating in developing documents for tenders to raise funds
- compiling antitrust case digests

"THE TEAM PROVIDES SUPPORT IN CONTENTIOUS CASES, INCLUDING INVESTIGATIONS BY THE FAS".

CHAMBERS EUROPE

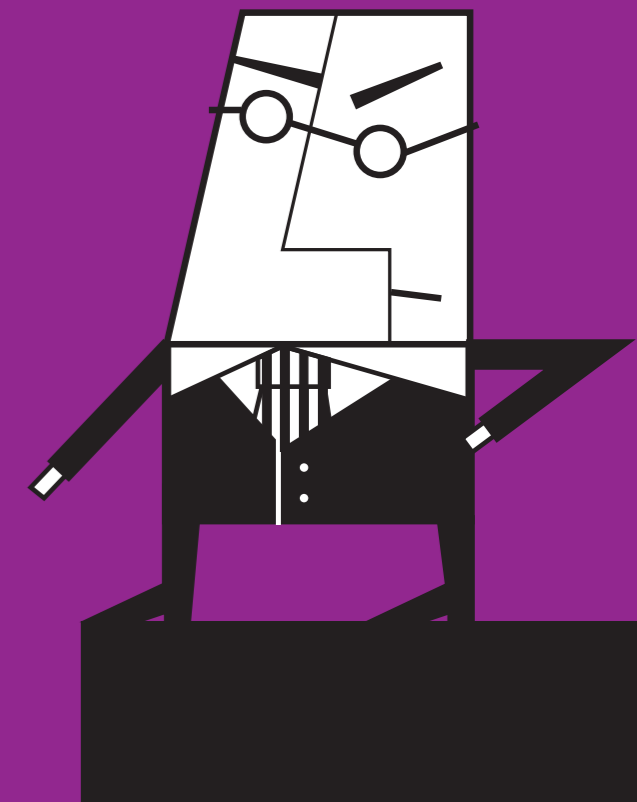
CONTACT DETAILS



ELENA SOKOLOVSKAYA

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DISPUTE RESOLUTION AND MEDIATION PRACTICE

The dispute resolution and mediation practice has earned its reputation as a reliable partner by representing the interests of our clients in all kinds of commercial disputes, including those with especially high stakes.

Over the last three years, the lawyers from the practice have taken part in more than 200 lawsuits; out of which these, 90% were resolved in favour of the our client. Our lawyers and attorneys represent clients in state commercial courts and courts of general jurisdiction at all levels, including the Russian Supreme Court and Russian Constitutional Court. We have extensive experience of handling cases in international arbitration centres: the International Chamber of Commerce, London Court of International Arbitration, Arbitration Institute of the Stockholm Chamber of Commerce and international arbitration centres in Russia

(e. g. the International Commercial Arbitration Court at the Chamber of Commerce and Industry of the Russian Federation).

Clients come to us for legally proven and economically viable solutions for the most complicated issues. Having our lawyers present at negotiations helps clients to conduct them taking account of the law and to avoid any potential escalation of conflicts, guaranteeing that the arrangements reached are workable in legal terms. Owing to the professionalism of our lawyers, 15% of disputes are successfully resolved at the pre-trial stage.

OUR SERVICES

- providing support in litigation or when a dispute is settled out of court
- settling pre-trial claims
- defending clients in state commercial courts and courts of general jurisdiction
- representing clients in arbitral tribunals, international arbitration forums, and litigating abroad

CONTACT DETAILS



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Senior Partner,
Head of St Petersburg office

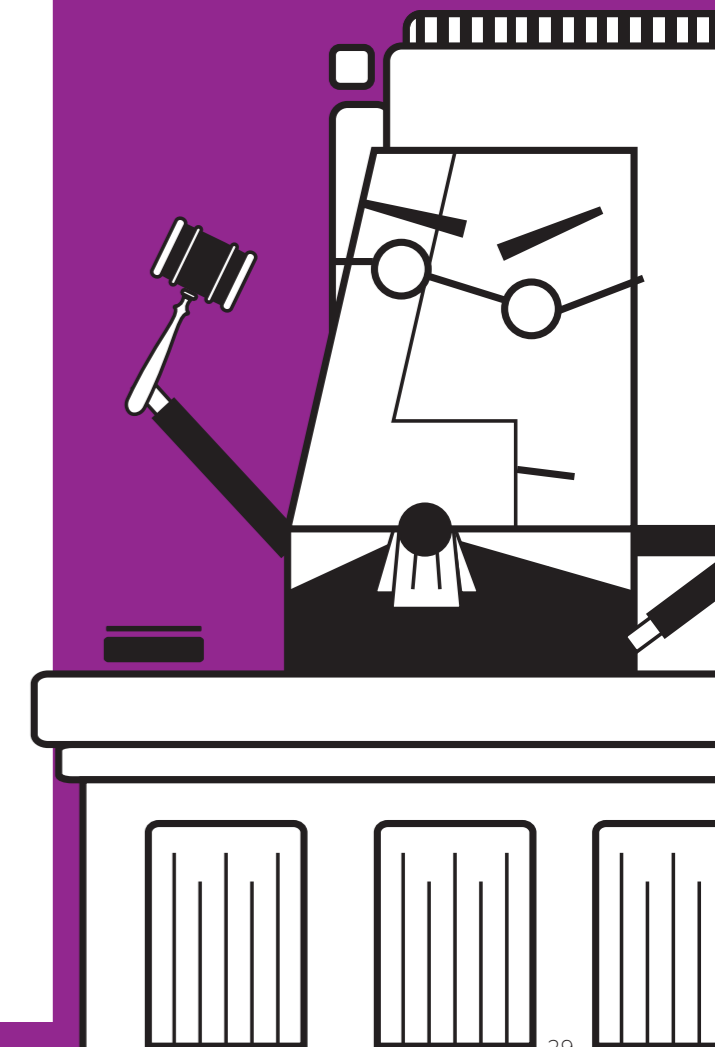
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INTERNATIONAL LITIGATION AND ARBITRATION PRACTICE

As cross-border trade grows, more and more cases are being considered through arbitral proceedings and international arbitration. Parties entering into major contracts often prefer to resolve disputes outside the state court system.

If a dispute should be resolved in accordance with national substantive law, a company needs assistance from lawyers who are highly qualified in Russian law as well as in domestic and international arbitration.

Pepeliaev Group's lawyers have the in-depth knowledge and experience to provide comprehensive

professional legal support. We work closely with foreign partners in those cases when contractual relationships of the parties are governed by foreign substantive law but the proceedings take place in Russia, or, on the other hand, when a dispute is to be resolved abroad based on the provisions of Russian law.

OUR SERVICES

- protecting clients when disputes are considered in Russian arbitral tribunals and in international commercial arbitration in Russia as well as abroad (institutional arbitration and ad hoc arbitration)
- providing legal support in court proceedings in Russian and foreign state courts, and in international commercial arbitration proceedings in Russian and foreign jurisdictions, where the provisions of Russian and foreign substantive law are being applied
- having awards of Russian state courts and arbitral awards made in Russia recognised and enforced in foreign jurisdictions, as well as having foreign court decisions and arbitral awards recognised and enforced in Russia
- advising clients on agreeing, in contractual relationships, on dispute resolution procedures and the choice of applicable substantive law

"CLIENTS NOTE THE TEAM'S CLEAR AND STRUCTURED PRESENTATION OF THE IDEAS IN THE PROCEDURAL DOCUMENTS AND THE ABILITY TO PERSISTENTLY, BUT PROPERLY, CONVEY THE RIGHT INFORMATION TO THE JUDGES".

CHAMBERS EUROPE

CONTACT DETAILS



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BANKRUPTCY AND ANTI-CRISIS PROTECTION OF BUSINESS PRACTICE

Pepeliaev Group's lawyers safeguard the interests of everyone involved in insolvency proceedings. The support they provide for ongoing business activity includes mitigating risks arising in the restructuring of a business, the adoption of corporate resolutions, consummating transactions and in the event of counterparty's bankruptcy.

Bankruptcy does not mean saying goodbye to the affected business, but is rather a tool that allows it a fresh start. We see our mission as being not only to provide effective legal support during rehabilitation and liquidation procedures, but also in the course of a company's daily operations in order to exclude regulatory risks.

In addition to projects in Russia, we also provide legal support in cross-border proceedings, when a debtor and its assets (or creditors) are located in different jurisdictions. Having professional lawyers involved in the process is crucial, for there is almost no regulation of bankruptcy proceedings involving a foreign element at the national level.

If there was no way to avoid bankruptcy, we efficiently protect the interest of our clients involved in such proceedings in any capacity, including when transactions are contested and liability is imposed.

OUR SERVICES:

- managing risks resulting from the insolvency of a company, its related parties and counterparties
- anti-bankruptcy compliance, which includes developing recommendations on how to organise and improve corporate procedures (including how to select and check counterparties, conclude transactions and make decisions) and developing and supporting the performance of contractual terms and conditions
- providing legal support in the sale of assets in bankruptcy proceedings
- business restructuring
- providing complex legal support in bankruptcy proceedings both on the side of the debtor and on the side of a creditor
- representing clients on any issues arising in bankruptcy cases, including when transactions are contested and liability is imposed
- providing complex legal support in the area of cross-border bankruptcy
- offering administrative and criminal law defence of business as regards the requirements of insolvency legislation

"THE PRACTICE IS HEADED BY YULIA LITOVTSOVA, WHO IS WELL VERSED IN HANDLING BANKRUPTCY PROCEEDINGS THANKS TO HER PRIOR EXPERIENCE AS A BANKRUPTCY JUDGE".

THE LEGAL 500

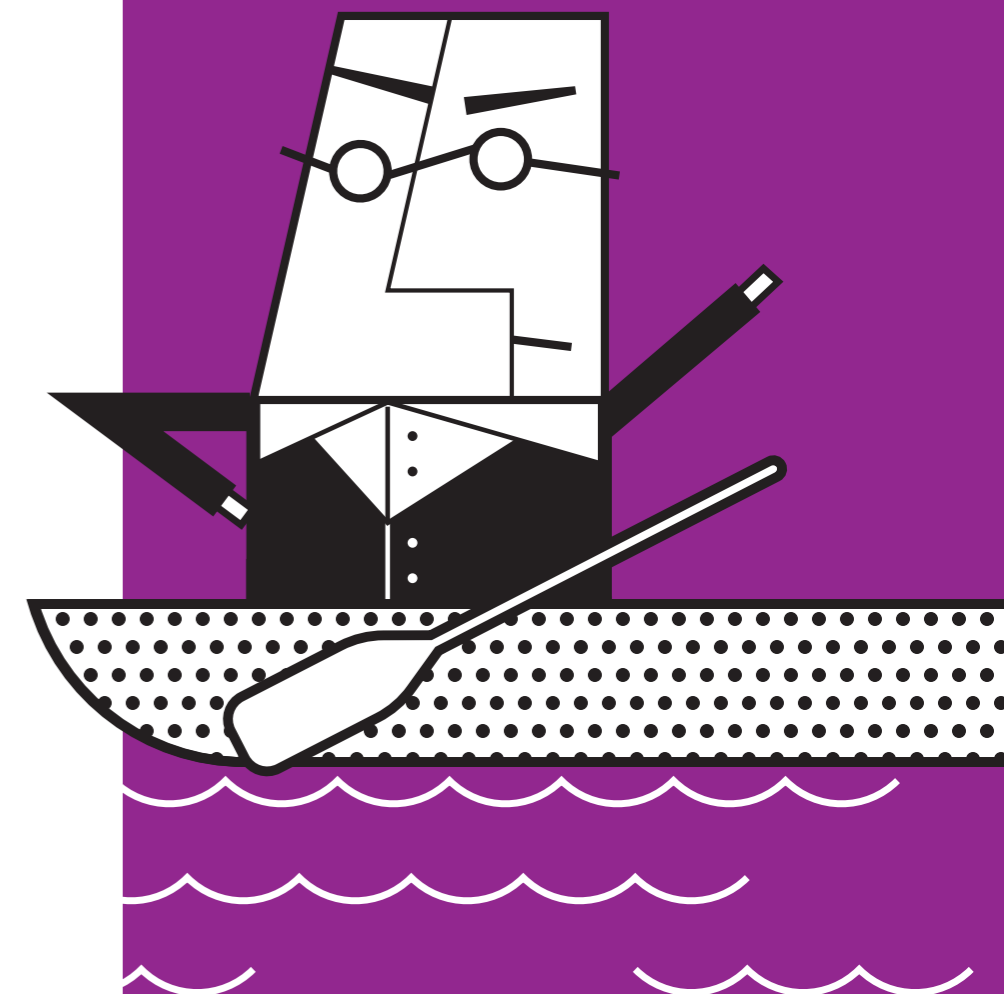
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INTELLECTUAL PROPERTY AND TRADEMARKS PRACTICE

The intellectual property and trademarks practice at Pepeliaev Group has successfully implemented an array of projects that have involved obtaining patents and protecting trademarks.

Our firm's lawyers are on hand to provide comprehensive legal support for clients' IP rights management, starting with the registration of IP rights with the relevant authorities and then at every stage at which IP rights are used and protected.

The IP practice also offers highly effective measures to fight piracy. It successfully represents its clients in protecting their IP rights in courts, as well as before the regulator Rospatent, alternative dispute resolution bodies, antimonopoly or other competent state authorities.

OUR SERVICES

- protecting rights to the results of intellectual activity and means of individualisation
- fighting counterfeit products, including through administrative and criminal law proceedings
- litigating before Rospatent, including in its Chamber for Patent Disputes, and before the International Bureau of the WIPO
- providing support during litigation in the IP Court seeking to challenge Rospatent's decisions, including patent disputes
- providing support during litigation in the IP Court to have the legal protection of trademarks terminated early
- protecting rights within the framework of anti-piracy legislation, domain disputes, disputes for motion picture companies, publishing houses and other disputes concerning copyright and related rights
- representing clients in concluding, performing and terminating contracts to use an exclusive right to intellectual property
- providing legal support in disputes over unfair competition and abuse of a right

"PEPELIAEV GROUP PROVIDES 'A HIGH LEVEL OF PROFESSIONAL SUPPORT' AND IS 'A VALUABLE PARTNER IN IP ISSUES'".

THE LEGAL 500

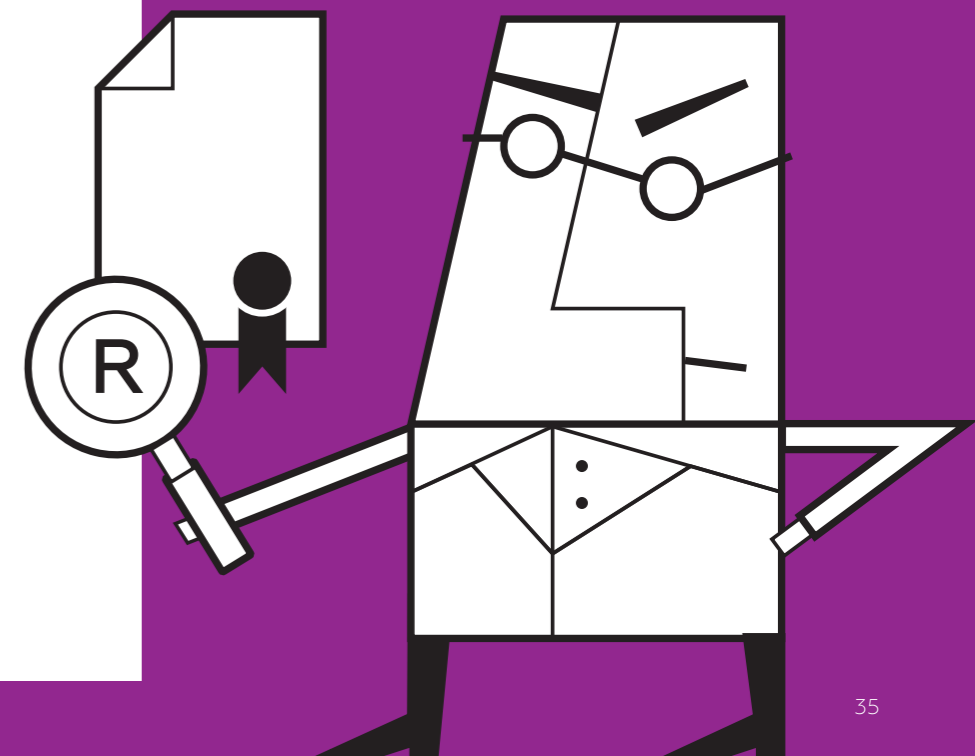
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EMPLOYMENT AND MIGRATION LAW PRACTICE

The sustainable and successful development of a business is directly dependent on an effective personnel structure and is impossible without employment and organisational relations being legally formalised in a competent manner.

This is the reason why HR-related issues require special consideration and are relevant at any stage of a company's development. Efficient legal mechanisms regulating relations between a company and its employees enable the company to mitigate existing legal risks and are key to the reliability and success of the business.

The employment and migration law practice of Pepeliaev Group is one of the strongest in Russia and the ratings of the leading international legal directories consistently rank it among the three leading practices. We advise our clients on any issues of applying employment and migration law and offer the most effective and safest tailor-made solutions.

OUR SERVICES

- advising on a wide range of general issues of employment and migration law
- advising on the optimisation and restructuring of personnel; developing and assisting in downsizing procedures and mass redundancy programmes
- providing legal support for employers in settling individual and collective employment disputes
- representing clients before governmental authorities
- advising on all issues entailed in regularising the position of foreign employees in Russia; determining the best way to execute documents for or concerning foreign employees
- advising on and drafting incentive programmes and private pension plans
- advising on issues relating to data protection
- developing and implementing regulations and procedures in respect of the establishment of a trade secret regime
- advising on how to apply the legislation relating to insider information

"LEADING TEAM WITH A SIGNIFICANT CONTENTIOUS PRACTICE ALONGSIDE WELL-ESTABLISHED ADVISORY CAPABILITIES. STRONG TRACK RECORD IN HANDLING DISMISSAL, MIGRATION AND REMUNERATION-RELATED DISPUTES".

CHAMBERS EUROPE

CONTACT DETAILS



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DATA PROTECTION

The accumulated experience and unified approaches of experts from different practices multiplied by deep insight into the Russian market and law enforcement practices enable us to provide our clients with integrated legal services in this area in conjunction with technical support from Pepeliaev Group's IT experts.

There is more of a demand than ever for highly qualified legal support offering protection to business in relation to processing different types of sensitive information. This is only natural given that the legislature and regulators are taking such an active interest in the area of confidential information, while information technology is developing so rapidly, the information space is expanding, and there is increasing competition on markets where information is the main asset.

The lawyers in our Data Protection Group have extensive experience of advising on issues concerning, among other things: the processing of personal data; the protection of trade secrets, state secrets and banking secrets; complying with trade secret, state secret and banking secret regimes; complying with legislation on insider information; and using e-signatures for commercial purposes.

OUR SERVICES

- advising on compliance with the requirements of data protection legislation
- representing clients in disputes with data subjects concerning personal data processing issues
- assisting clients in obtaining licences and complying with the licence requirements
- compiling the documents necessary for a commercial confidentiality regime to be introduced
- drafting confidentiality agreements and undertakings
- advising on the application of and on compliance with legislation relating to insider information
- providing legal support during inspections by the Federal Financial Markets Service
- advising on document flow issues and on storing information
- assisting in information disclosure under legislation on the securities markets
- providing a legal expert review of IT solutions; IT specialists advising in the area of information technology

CONTACT DETAILS



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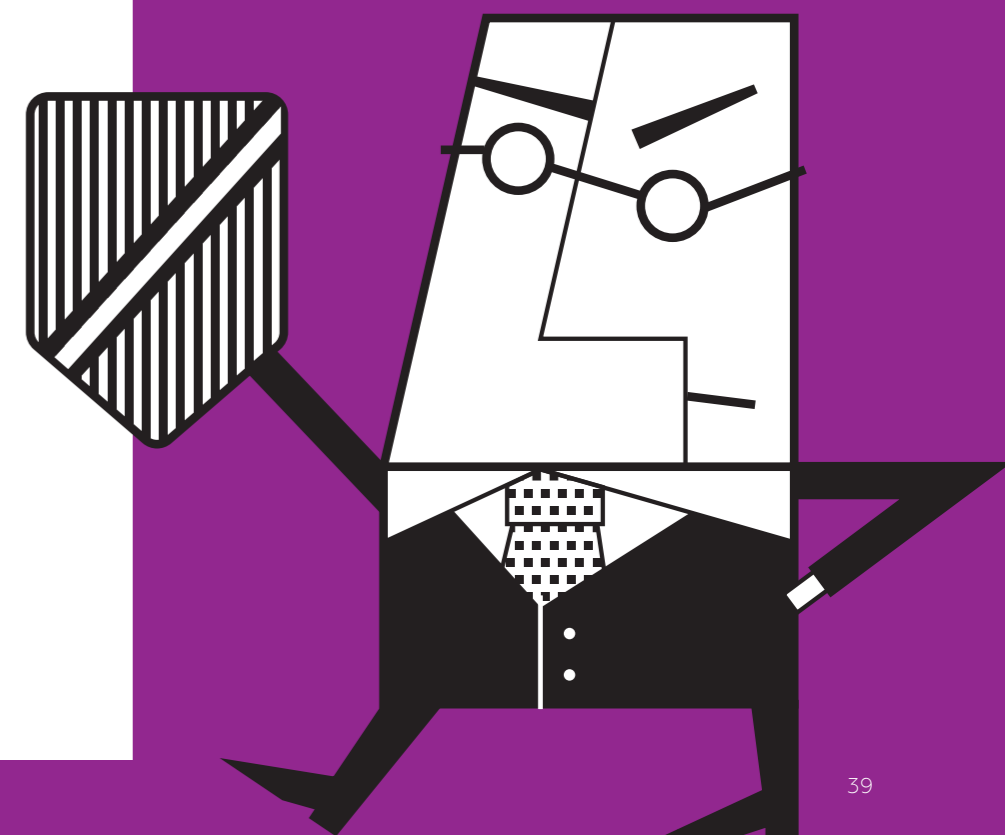
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"ONE OF THE BEST RUSSIAN LAW FIRMS. THE LEGAL ASSISTANCE IS OF A HIGH QUALITY, WITH PRACTICAL ADVICE, EFFECTIVE DECISIONS AND A HIGHLY CLIENT-ORIENTED APPROACH".

CHAMBERS EUROPE



BANKING AND FINANCE PRACTICE

The lawyers of our Banking and Finance Practice provide comprehensive legal support to banks, professional players in the securities markets, financial institutions and investors at all stages of doing business.

In the modern world, every day brings surprises and the global economy is unstable. In the banking sector, important decisions to develop sustainable business have to be made at speed. Never has professional legal support been so relevant.

Deep theoretical and practical knowledge in all branches of law, many years of experience in

consulting and litigation, the range of possibilities offered by a team that brings together specialists in different fields - all this enables Pepeliaev Group's lawyers to develop legal solutions that take account of both trends affecting the way the banking sector is developing and the intricacies of Russian legislation.

OUR SERVICES

- providing legal support for the financing of transactions on the part of credit institutions and their clients;
- providing legal support during the restructuring of obligations arising out of loan agreements;
- providing legal support when credit and other financial institutions are founded, acquired and reorganised, and their activities are regulated;
- advising on anti-sanctions legislation and providing legal support when the necessary permissions are received;
- providing legal support with respect to operations conducted on a securities market;
- advising on insurance-related matters.

"EXPERTS OF PEPELIAEV GROUP'S BANKING PRACTICE ARE ABLE TO DELIVER AN EXTREMELY PROFESSIONAL APPROACH. AND THE BEST PART OF IT IS THAT IT IS BOTH TIME AND COST EFFICIENT".

IFLR1000

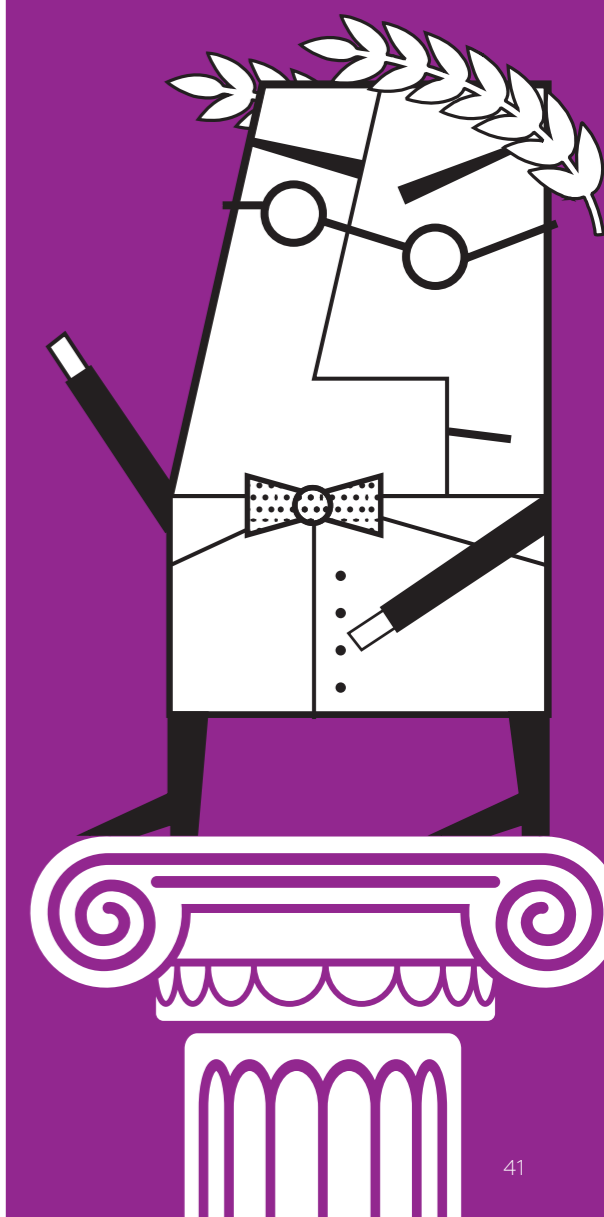
CONTACT DETAILS



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CUSTOMS LAW AND FOREIGN TRADE REGULATION

Pepeliaev Group's lawyers possess hands-on experience and knowledge in customs law and foreign trade regulation.

Confronted by the economic crisis, companies are having to reconsider many aspects of their business in a bid to raise production efficiency. Day-to-day cost-effective solutions that have been traditionally applied are becoming more and more expensive. This is especially true when it comes to customs, an area where the specifics of legal relationships necessitate prompt decision-making that may prove strategically important for all subsequent supplies.

We offer a wide range of services that include: developing global supply chains in order to optimise

customs payments and reduce customs risks; providing legal support in determining the customs value and origin of goods; and classifying products in a manner bound in with the application of the customs regimes most favourable for business for the purposes of importing/exporting goods. In the majority of cases, the recommendations of our experts enable our clients to rule out all customs risks. Nevertheless, if required, we are ready to represent our clients in courts or before administrative bodies, including in disputes with customs authorities.

CONTACT DETAILS



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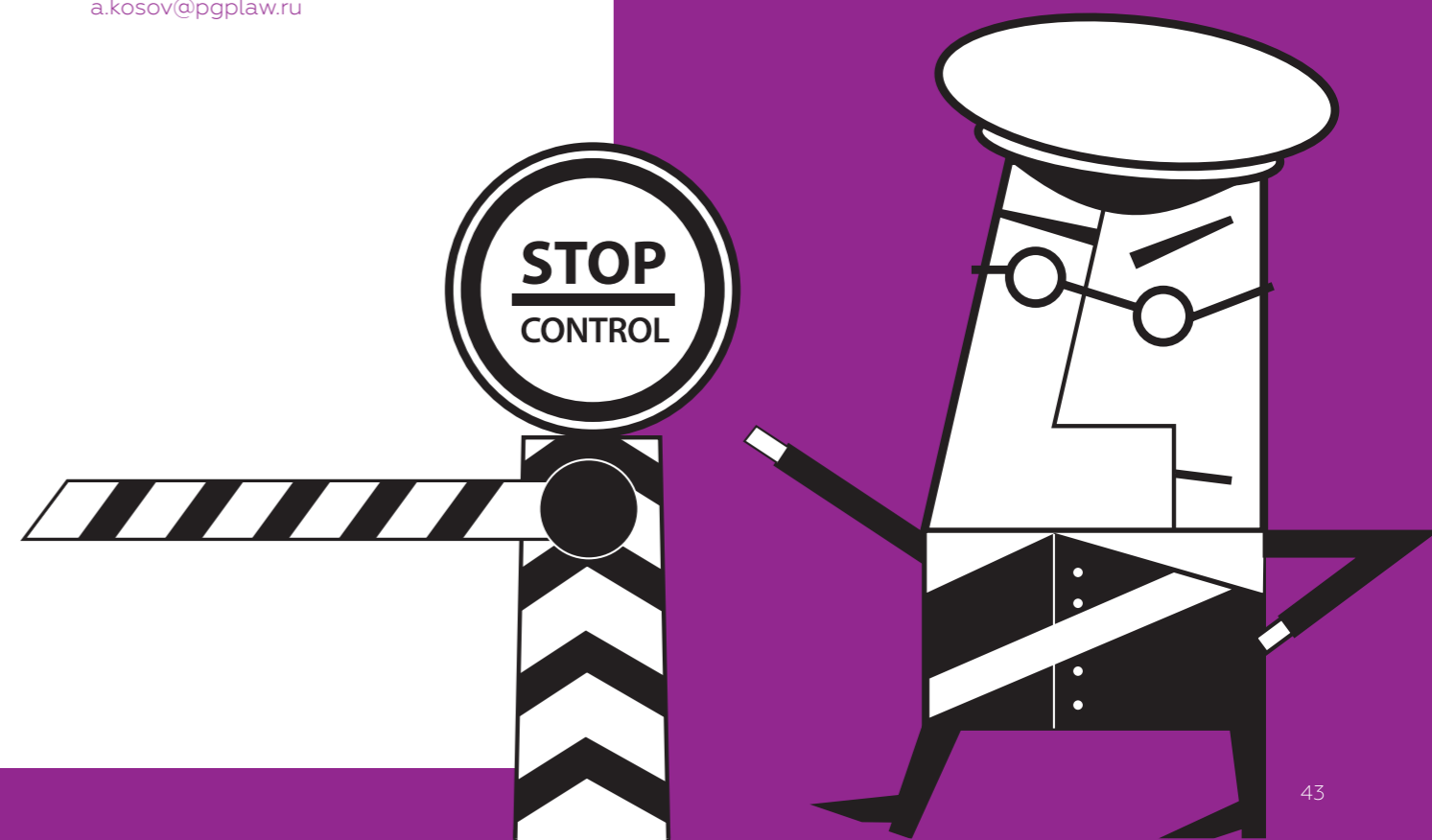
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"THE CLIENTS INVARIABLY DESCRIBE THE PERFORMANCE OF THE LAWYERS THEY INTERACTED WITH AS 'EXCELLENT' AND 'IMPECCABLE'".

IFLR1000

OUR SERVICES

- advising on a variety of issues under customs and foreign trade regulation
- providing legal support in business projects to develop global supply chains striving to optimise customs payments and mitigate customs risks
- advising on possible options for optimising customs payments by applying customs benefits and tariff preferences; correctly determining the customs value and classification codes of products
- assisting in obtaining refunds for customs duties paid or charged in excess
- conducting a customs audit to identify customs risks and assisting in legally mitigating such risks
- providing legal support in interactions with Russian customs authorities
- representing clients in disputes with customs authorities
- providing legal assistance for international leases



ADMINISTRATIVE LAW DEFENCE OF BUSINESS

Pepeliaev Group lawyers are constantly involved as independent experts in assessing federal and regional initiatives designed to regulate various branches of the economy.

The Government today is taking an active part in regulating the domestic economy and is using all its administrative leverage to interfere with business processes. Taking this into account, liaising with government and local authorities is an important part of successfully doing business. For any business task to be implemented, there is a need for compliance with administrative procedures that involve obtaining permissions and making filings with executive and local authorities.

We have hands-on experience, and knowledge of specific regional aspects along with the distinctive features of social, economic and political processes. We understand what business expects, on the one hand, and what regulatory bodies do, on the other, enabling us to provide full-fledged administrative and legal support to our clients at all stages of business projects.

OUR SERVICES

- defending clients in cases concerning administrative offences
- providing legal support during inspections by state and municipal authorities
- legal expert review of actions and decisions of administrative authorities
- appealing against unlawful regulations, acts, and decisions of government authorities
- advising on administrative relations with public authorities
- providing legal support in obtaining licences and other permits and approvals
- providing legal support for administrative cases before executive authorities and local administrations
- assessing administrative law risks for business projects and transactions
- participation in legislative drafting and issuing expert opinions
- preparing analytical overviews of the decisions of administrative and judicial bodies in relation to cases arising from the administrative relationship of business with executive state authorities

CONTACT DETAILS



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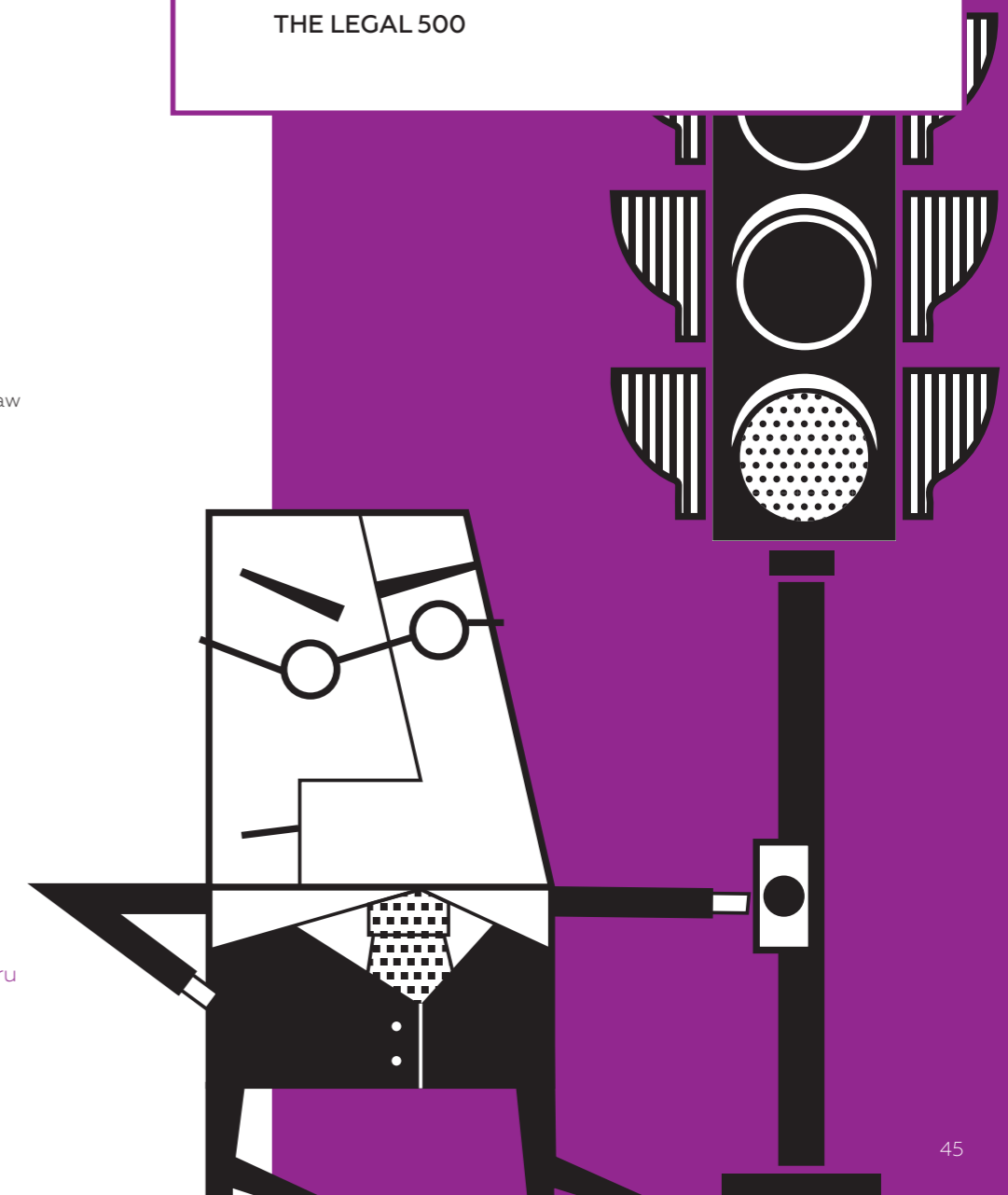
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"PEPELIAEV GROUP IS 'QUICKLY ABLE TO UNDERSTAND THE SPECIFICS OF EACH BUSINESS SECTOR', AND OFFERS 'SOLUTION-ORIENTED, BUSINESS-FOCUSED ADVICE'".

THE LEGAL 500



CRIMINAL LAW DEFENCE OF BUSINESS

Our lawyers provide clients with highly qualified legal assistance in dealings with law enforcement agencies when legislation on criminal liability is applied in the economic sector.

In particular, this covers liability for: failing to pay taxes or levies; failing to perform a tax agent's obligations to assess, withhold or pay taxes and levies to the corresponding state budget (extra-budgetary fund); concealing monetary resources or assets necessary for taxes and levies to be charged; conducting business unlawfully; laundering money or legalising other property; smuggling; unlawfully using a trademark; and other acts.

The broad horizons of our attorneys in Russian criminal law, allied with their extensive practical experience, allows them to successfully solve complex and non-standard problems when we represent and defend the shareholders, executives and employees of clients in the context of criminal proceedings (avoiding or minimising any risk of criminal liability).

OUR SERVICES

- advising on issues of criminal law and criminal procedure law
- assessing and mitigating risks
- examining and challenging the acts or omissions of law enforcement bodies
- defending clients before law enforcement authorities and courts of general jurisdiction
- appealing court decisions, including to higher courts
- reviewing and summarising the practice of applying criminal and criminal procedure legislation

CONTACT DETAILS



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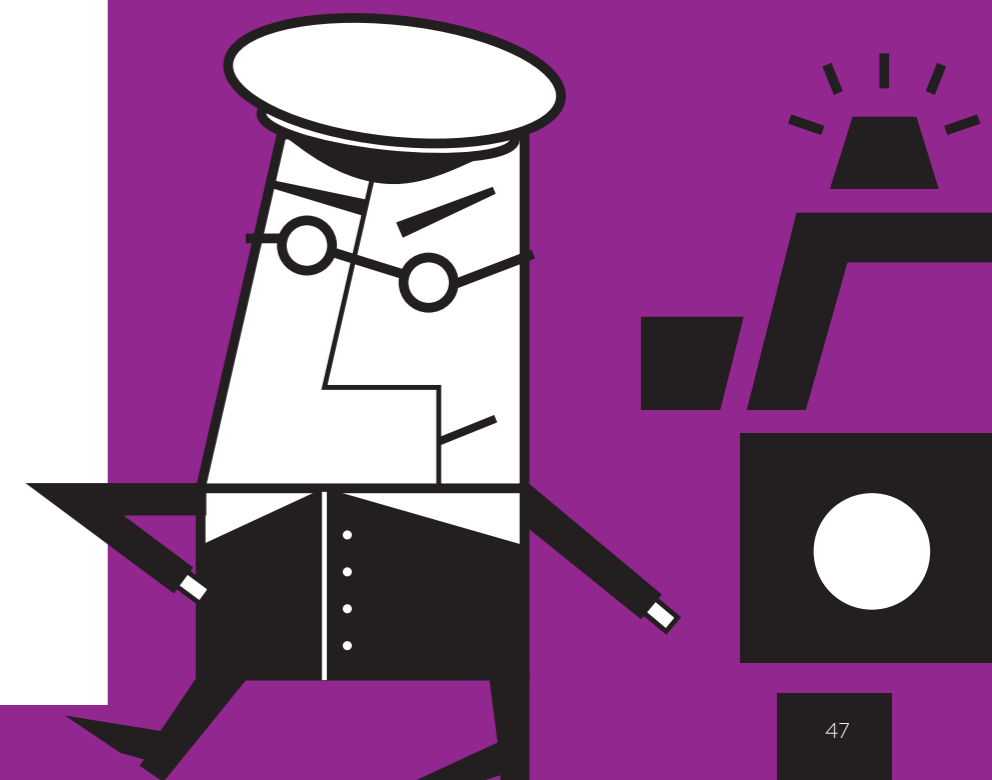
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LEGAL GR AND ANTI-CORRUPTION COMPLIANCE

Pepeliaev Group provides services to its clients in the area of Legal GR and anti-corruption compliance.

At present one of the most effective ways of solving problems arising in the course of performing business activity in Russia is liaising with state institutions for business support. Such problems may, among others, include the unfavourable legal regulation of an industry, which reveals the need for laws to be amended.

Pepeliaev Group's lawyers provide expert legislative drafting support in order to change the regulatory environment in clients' interests. They have extensive

experience of dealing with state authorities at all levels on issues that concern resolving criminal law conflicts, and of overcoming excessive administrative pressure within control and supervisory activities.

To mitigate the relevant risks it is crucial for companies to timely adapt to changes in international and national regulations, and to comply with the highest global corporate and anti-corruption standards.

OUR LEGAL GR SERVICES:

- developing a road map of activities to resolve conflict situations and selecting the most efficient tools to protect rights;
- drafting appeals, motions, and personalised letters in the interests of the client; providing legal and expert support when such documents are being considered;
- arranging expert surveys and public discussions, and dealing with business protection institutions to achieve the best results;
- liaising with the competent state authorities to develop measures to respond to an appeal and for a favourable resolution of a conflict.

ANTI-CORRUPTION COMPLIANCE SERVICES:

- developing a full set of necessary documents and activities to introduce anti-corruption policy in a client's company;
- conducting an audit and drawing up recommendations on how to improve a current anti-corruption policy, how to bring it into line with the best global standards, and how to comply with the requirements of FCPA and UK BA; assessing and mitigating corruption risks in the relevant company's current business model;
- structuring work with contracting parties from standpoints of the requirements of anti-corruption legislation;
- automating compliance procedures by applying our own legal tech developments which are based on unique algorithms and IT solutions;
- stress-testing and checking the efficiency of anti-corruption measures that are being taken. providing the certification of a company as meeting anti-corruption provisions and standards;
- organising training sessions and seminars for employees.

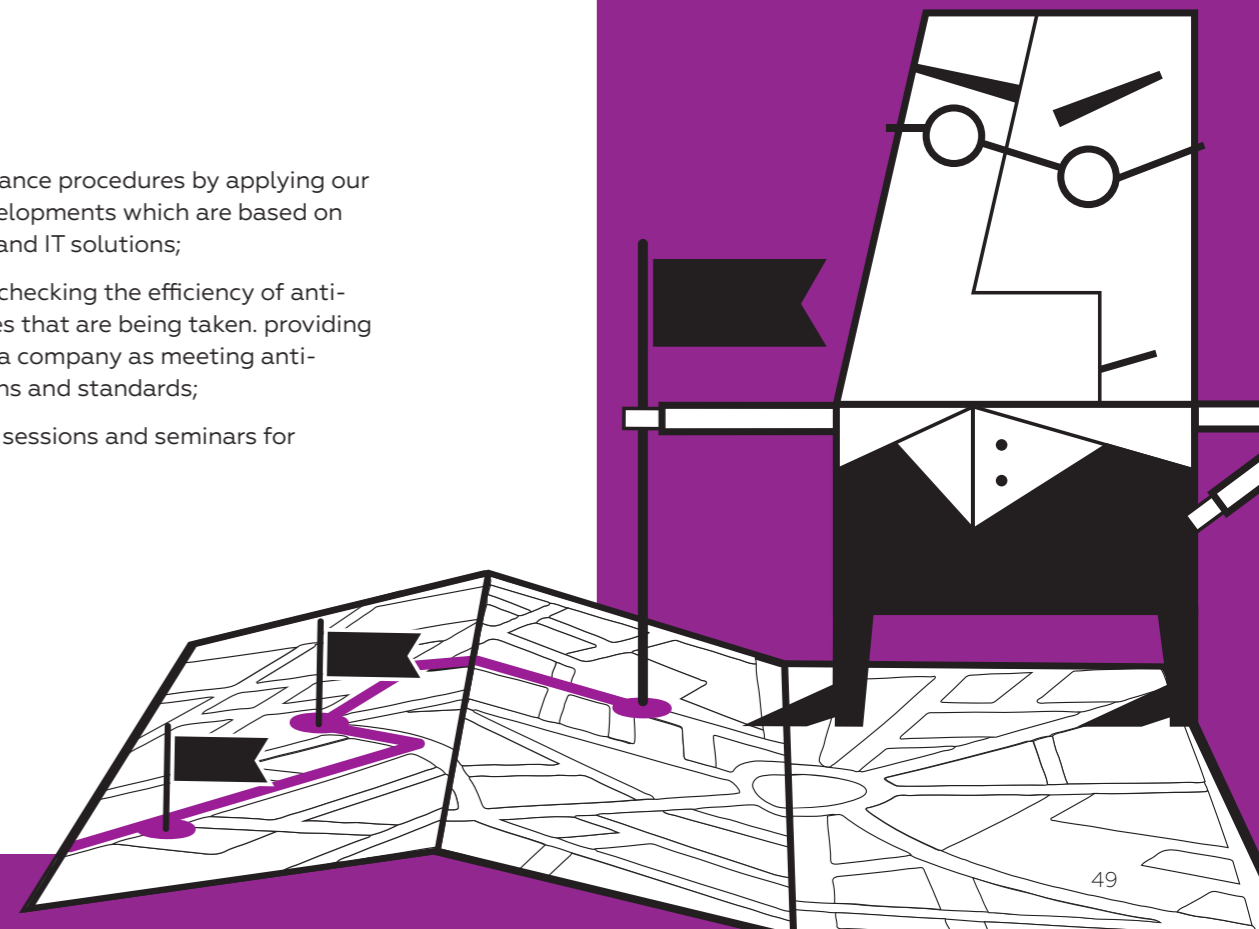
CONTACT DETAILS



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ESCROW AGENT SERVICES

Escrow is a globally recognised legal mechanism. It involves an escrow agent, a third party, holding money or property for contracting parties when, for instance, there is a deferral of payment under a contract or of a transfer of ownership title to the item that is being acquired. The escrow agent keeps the property under a contract and then transfers it to either party as long as certain conditions are met.

The approach is relevant when contracting parties want an independent third party to keep a deferred payment or other property until the conditions occur that the parties have agreed upon. At that point, the independent arbiter transfers the assets or part of the payment to the relevant party.

Escrow agents are traditionally used in global practice in the context of:

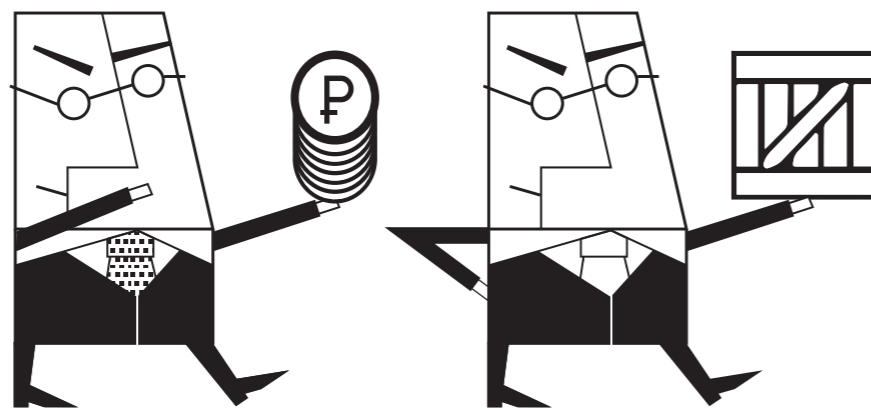
- real estate transactions;
- transactions in securities (shares, bonds, etc.);

- transactions involving goods (supply, exchange, etc.);
- when services are provided and work is performed (services, contractor’s services, etc.).

Not until a reform of civil legislation in 2014 did this legal mechanism first appear in Russia. Since 1 June 2018, considerable changes in escrow regulation have come into effect, meaning that law firms may now act as escrow agents.

OUR SERVICES

- drafting escrow agreements and providing legal support when they are concluded
- providing legal support during negotiations and devising the approach when contracting parties use an escrow mechanism
- escrow agent services



CONTACT DETAILS



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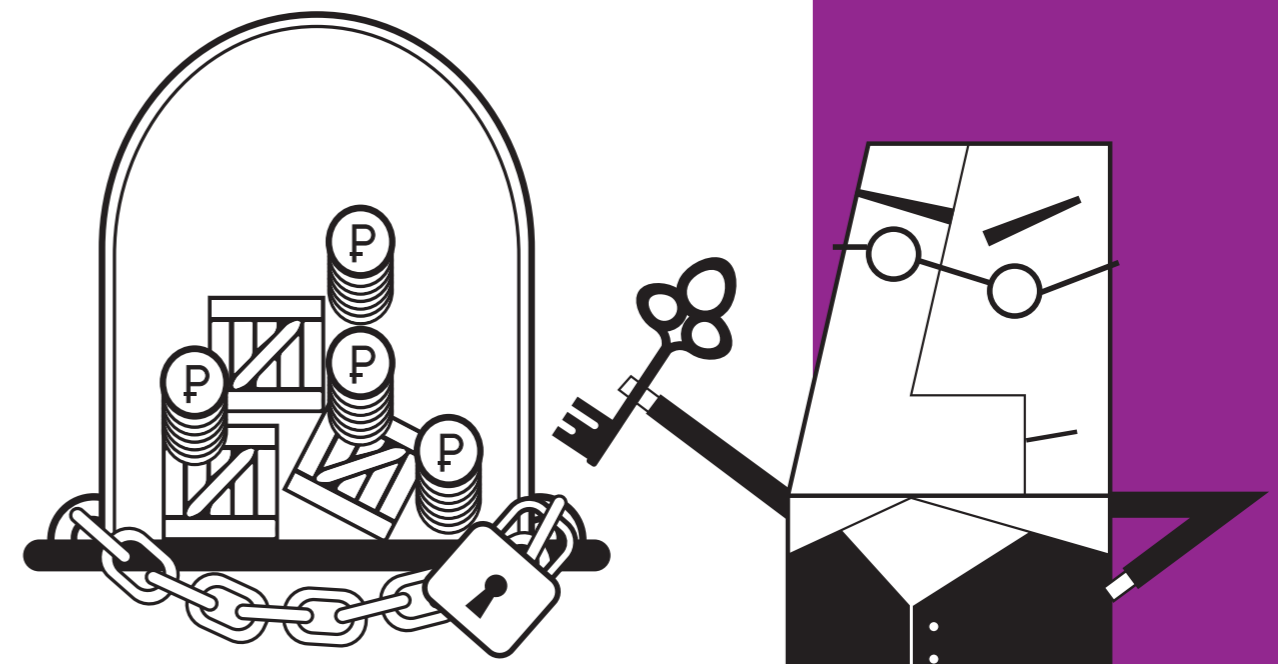
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PROFESSIONAL LEGAL TRANSLATION

Effective communication is central to successful business relationships. High-quality and professional translations are essential to help business partners understand one another when they do not speak the same language.

We have appropriately qualified legal translators with long experience of translating legal documents from English into Russian and Russian into English. They are equally at home with all types of documents the firm produces and encounters in its work, from legal opinions to contracts, from court documents to legislation, and from general correspondence to communications with governmental authorities.

Our team works across all Pepeliaev Group's practice areas, delivering a highly professional product despite often facing the tightest of deadlines. They are skilled in generating a text that reads well in the target language while still fully

reflecting the intentions of the author. They are resourceful in finding solutions where difficulties arise in reflecting terminology in the target language because that language lacks a direct equivalent owing to differences in legal systems.

When we translate into English, to guarantee maximum quality, a native speaker usually reviews the work. We are marked out, however, by our use of editors who are qualified lawyers and have worked in Russia over extended periods. They are well versed in presenting uniquely Russian concepts in English in a way that allows an international reader to fully understand the text.

OUR SERVICES

- written translation
- editing by a native speaker
- consecutive interpreting
- arranging for notarial certification of translations

CONTACT DETAILS



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Sector-based groups



The potential of any company cannot be fulfilled without account being taken of the features of its industry, given that these largely determine the legal specifics of how the sector is regulated.

In a highly competitive environment, the expertise and skilful application of information regarding the intricacies of statutory regulation helps companies to strike a proper balance between risk management and benefiting from new opportunities.

Sector-based groups within our firm bring together experts in various fields of law, who possess a profound knowledge of the area they oversee and have strong experience in advisory work, taxation and transactional support. Such groups operate at the level of different practices within the firm.

TELECOMMUNICATIONS AND IT

Given the vigorous development of the Russian telecom market, the companies operating in the sector face a variety of taxation issues. Pepeliaev Group's lawyers help to find the best tax solution designed

to both make business more economically efficient and ensure that companies enjoy financial sustainability. The many years of cooperation between our team and key companies in the sector have

helped us to grasp the full picture of how the industry has developed in general and to gain a thorough understanding of its specifics.



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DIGITAL ECONOMY LEGAL SUPPORT

Pepeliaev Group has set up a team of experts who are well versed in technological changes in the digital economy and who possess many years of experience in launching business innovations in an integrated and changing regulatory environment. Our team has supported digital transformation projects at the practical level, specifically, as to how statutory requirements are implemented in practice, and at the law making-level.



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SECTOR-BASED GROUPS

THE ENVIRONMENT

For over six years, lawyers of Pepeliaev Group have been supporting domestic and international companies in matters relating to environmental compliance (the

protection of air, water, land, forestry, mineral and other resources) when construction projects are implemented, when industrial facilities are subsequently oper-

ated, during the exploration of the continental shelf and in the handling of industrial and consumer waste.



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LIFE SCIENCES

Our lawyers work with producers, distributors, professional associations and sector regulatory authorities, and are ready to provide comprehensive legal support with regard to regulation in the industry. The practice offers legal services relating to matters such as: the development of medicines, medical products, and supplements; clinical trials and tests; local content; registration issues; wholesale and retail; state regulation and supervision; consumer relations; advertising and cooperation with the professional community; state procurement; M&A; and healthcare.



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ART AND CULTURE LAW

Pepeliaev Group advises players in the art market on all legal issues surrounding culture and art. The demand for such services has come to the fore against a backdrop of the arts market becoming more open and digitalisation penetrating the sphere of culture. Our clients include large museums, art galleries, and foundations, organisers of exhibitions, collectors and authors of art works. We offer legal support in tackling general legal issues in relation to art as well as issues arising exclusively in this field, including all aspects of acquiring and selling art, and defence in court disputes.

FUEL AND ENERGY SECTOR

Pepeliaev Group has long-standing relations with companies from the fuel and energy sector and acts for such companies in all branches of law. We help our clients implement the most diverse projects to develop their business strategically or maintain efficient performance. We offer services to over 40% of the Fortune 500 annual list compiled and published by Fortune magazine, which ranks 500 of the largest U.S. corporations).

ENERGY

Pepeliaev Group provides the full range of legal services for energy companies. Our team includes experts with experience of working for power companies. We have saved billions of roubles for power companies and accept projects of all levels of difficulty.



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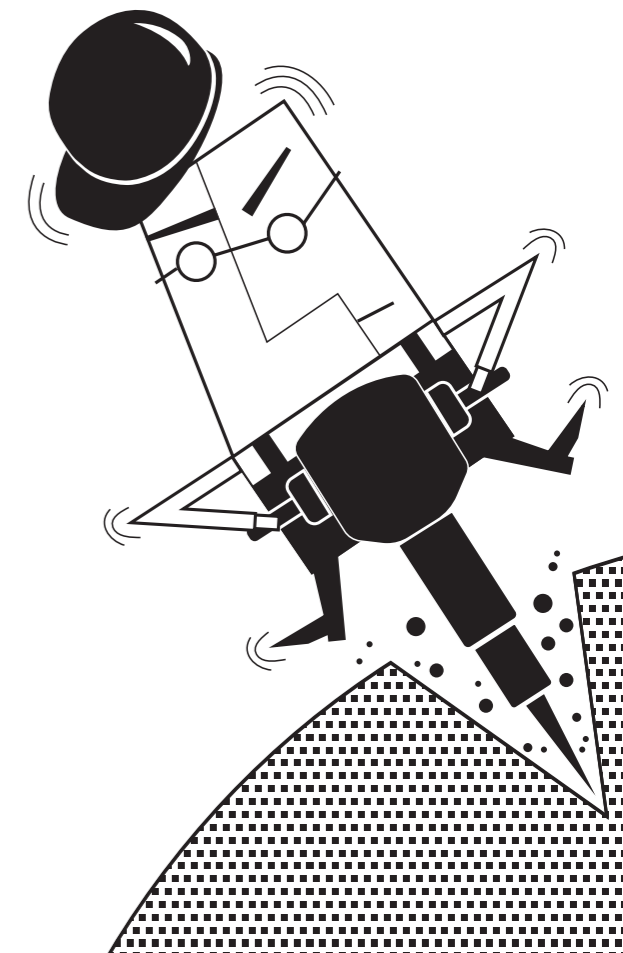
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OFFSHORE PROJECTS AND PSAs

The group's lawyers advise major oil and gas companies and their contractors on legal issues connected with operations at marine deposits, including those located on the continental shelf that are being developed on the terms and conditions of Production Sharing Agreements (PSAs). Pepeliaev Group has frequently been a part of teams which have drafted amendments to the Russian Tax Code, the law on the Russian continental shelf, and other legal acts which regulate the development of offshore deposits.





Expert work and legislative drafting

PARTICIPATING IN DRAWING UP DRAFT LEGISLATION

Pepeliaev Group's lawyers are independent experts who identify a problem and its underlying causes, then come up with a solution that takes account of interests of all stakeholders.

Our law firm's expertise is accepted at the highest level. Our professionals are involved on a regular basis in drafting legislation that regulates various

branches of economy. In so doing, they participate in establishing a favourable legal and investment climate in Russia.

SAMPLE PROJECTS:

- drafted the Federal Law «On preparing for and staging the 2018 FIFA World Cup and 2017 FIFA Confederations Cup in the Russian Federation, and on amending certain items of the legislation of the Russian Federation»
- further to a request from the Russian Chamber of Commerce and Industry, we performed systemic research into numerous taxes and levies that have not been codified
- drafted and put forward amendments to the Russian Tax Code regarding VAT on bonuses paid by suppliers to retail chains and to distributors for increasing the volume of purchases
- participated in drafting the Russian Code of Administrative Offences
- drafted an order of the Russian Finance Ministry regarding transfer pricing agreements being concluded that involve a foreign executive body responsible for foreign trade
- working with the Russian Constitutional Court, participated in verifying whether certain provisions of the Russian Forestry Code corresponded to the Russian Constitution
- developed proposals to improve the Russian Civil Code
- drafted a PSA to develop the Khvalynskoye field
- developed some of the provisions of what was widely known as the «Olympic Law», i.e. the Federal Law «On preparing for and staging the XXII Olympic Winter Games and XI Paralympic Winter Games in Sochi, on developing Sochi as an alpine resort, and on amending certain items of the legislation of the Russian Federation»
- together with the Committee for Civil Initiatives and the Institute for the Rule of Law (IRL), conducted research into the transformation of the Russian court system

PREPARING OVERVIEWS OF LEGISLATION AND JUDICIAL PRACTICE

The team at Pepeliaev Group has extensive experience of preparing regular overviews for Russian and foreign companies. What makes them especially valuable is that they are business orientated, focusing on the client's needs and the specifics of the industry.

When legal regulation is continually changing, while regulators are focusing their attention more intensely and competition is becoming increasingly tougher, it is important for the business:

- to learn in good time of the changes in legislation and case law;
- to take these changes into account in their work and take well-balanced management decisions;
- not to miss new opportunities and measures of support, while also ensuring that the company remains stable;
- to mitigate potential criminal, administrative, commercial and other risks.

We will help you to keep track of the changes in legislation and practice, specifically by:

- setting up monitoring that takes account of your company's interests and
- analysing legal information on a mass scale;
- choosing the relevant news and documents;
- supplying a selection of changes in a convenient format / regime.

OUR SERVICES:

- monitoring planned / adopted amendments to legislation and practice;
- providing recommendations of Pepeliaev Group's lawyers on the tax implications of legislation that is to be adopted, trends in case law and risks for the business;
- preparing regular individual overviews based on the results of monitoring;
- conducting theme-based seminars and webinars on how the new developments are to apply.

CONTACTS



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