

## M&A: Focused on Russia

### What we do for clients

Capital Legal Services is one of the leading Russian firms providing legal support to Russian and transnational companies since 1999. Over the years our firm has earned an impeccable reputation on the market and client trust which is based on a vast number of successfully implemented projects.

In-depth knowledge of the Russian legal system, business culture and mindset of foreign investors allows us to understand the expectations foreign investors have and to help them to efficiently resolve any legal issues related to doing business in Russia – from complex and large-scale projects to routine legal support for daily activity.

Capital Legal Services provides comprehensive legal support for clients in all Russian regions and the CIS based on “a single point of contact” principle. This means that the client’s legal needs can be met in one place by one dedicated team, which makes Capital Legal Services a convenient legal adviser and reliable guide in complex marketplaces. This enables us to propose to our clients the most cost-effective solutions for issues that arise from the perspective of Russian and CIS market specifics and particularities of doing business.

Our Corporate/M&A team has broad experience in legal support for complex projects and is based on a multi-function principle, which in addition to corporate lawyers includes specialists in antitrust issues and taxes. This means that the right team with the appropriate skills is always in place to provide services meeting the highest international quality standards and is able to respond to commercial objectives of the client’s business.

Focus on the individual needs of each our client and a full-scale approach to solving client tasks make us an ideal partner for local companies and international companies exploring investment opportunities in Russia.

*We provide legal support for a number of global international clients in different industries, ensuring that their acquisition of or investment in Russian firms goes smoothly and relatively risk-free.*

### An original approach

**We are a team of professionals who share commitment to the firm’s key values called the 3P approach:**

**PRAGMATIC:** We are pragmatic in our approach and do everything to integrate our legal advice into the client’s business process. We are proud to offer efficient and practical legal solutions.

**PROACTIVE:** We take a proactive position in achieving clients’ goals and are prepared to become an integral part of the project management team whenever necessary. We believe that the success of our clients is the most essential ingredient of our own success.

**POSITIVE:** We believe in a positive approach and we love finding solutions for the most complicated situations.



### Did you know?

- 1** Capital Legal Services is one of the leading Russian law firms employing international standards.
- 2** We have offices in Moscow and St. Petersburg. We render legal services all over Russia and the CIS.
- 3** Our main practice areas are corporate law and M&A, commercial law, real estate, antitrust law, project financing and public-private partnership, taxes, corporate compliance, dispute resolution, labor law and migration legislation, data protection, intellectual property.
- 4** The industry sectors we advise on include industrial engineering, energy and natural resources, retail, hi-tech equipment manufacturing and services, manufacturing of construction materials, pulp and paper, chemicals and pharmaceuticals, health care, food, business aviation, transport and infrastructure.
- 5** We understand how important it is for our clients to control their budgets, therefore, we deliver flexible fee solutions and value-based billing.
- 6** Capital Legal Services has been highly recommended by Chambers & Partners and Legal 500, as a legal adviser for companies doing business in Russia.

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## The core M&A contacts



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## Independent comment

*Capital Legal Services has 'deep practical knowledge' of its clients' businesses and adopts a 'solutions-oriented approach'. Legal 500 EMEA*

*"THE FIRM combines expert legal advice with extremely competitive rates, making it one of the most popular firms in the market. Clients are quick to highlight the group's practical and commercial advice, as well as its depth of experience". Chambers Europe*

*"Its projects are large, geographically diverse and the lawyers work as a closely knit team with their Moscow office." Chambers Europe*

*"One of the best law firms when comparing both quality and fees." Chambers Europe*

## Recent M&A deals experience

Legal support to a global insurer in its acquisition of a Russian insurance company

Legal support to a major global convenience store operator in acquisition of petroleum stations network in Russia

Legal support to international investment group in its acquisition of oil production facilities

Successful representation of the seller in a largest M&A transaction in Russian poultry market. It was also ranked among top 10 M&A deals in Russia in 2015

Legal support to a Scandinavian group in corporate restructuring of the Russian manufacturer of mineral wool insulation

Legal support to a European food producer in the merger of its three affiliated Russian joint stock companies

Legal support to an international group engaged in wood processing and manufacturing pulp and paper products on large scale group restructuring

Legal support in major group restructuring of a well-known producer of household cleaning products

Legal support in acquisition of a mining complex by a group of companies from a state-owned joint stock company

Comprehensive legal support to an insurance company on forced squeeze-out of 3,000 shares from minority shareholders

Legal support to an international group in its acquisition of a pharmaceutical company in Russia

Legal support for an investment project of a leading Scandinavian manufacturer of dairy products

Legal support for Messe München GmbH in buying the CTT exhibition business in Russia. CTT is the largest construction machinery trade fair in Russia and CIS, and the fifth largest in the world

Legal support to a forest industry group represented in over 30 countries in major corporate restructuring, including a number of acquisitions along with a full-scale merger and liquidation of some companies

## Rankings



LEADING FIRM



LEADING INDIVIDUAL



LEADING FIRM  
2017



LEADING INDIVIDUAL  
2017