

**Our knowledge and experience for your success**



**Law Centre**  
**ATLANT**

**since 1991**

**More than 20 years of professional service**



**Transaction Support**



**Tax Consulting**



**Audit  
and Assessment**



**Registration**



**Anti-monopoly  
legislation**

## Company Information

**ATLANT Law Centre** is a Russian law firm that successfully operates in the legal services market for over 20 years, providing a wide range of legal services to clients across all regions of Russia for both Russian (around 70%) and foreign (around 30%) companies from Great Britain, Germany, France, Italy, Belgium, Austria, Holland, India, Poland and other countries.

**Areas of Expertise:** Dispute Resolution, Debt Recovery, Due Diligence, Transaction Support, Tax Consulting, Audit and Assessment, Registration, Anti-Monopoly Legislation.

**Mission:** To offer proven and viable solutions to our clients regardless of the complexity and scope of the projects. Our outstanding performance is based on deep knowledge of law and law enforcement practice, backed by over 20 years of experience in provision of creative and successful solutions.

**Values:** Clientele, Employees, Leadership, Dynamics, Reputation.

**Motto:** Our knowledge and experience for your success.

**Our Strengths:** The intellectual knowledge and experience of our lawyers allows us to develop unique approaches, treat clients individually, create rule of decision and find legal solutions in the most complicated situations.

**Current Strategy:** Dynamic development with focus on international clients.

**Principles:** Professional Service, Legality, Confidentiality, Quality Guarantee, Partnership Commitments.

**Employees:** Highest rank professional team of more than 20 lawyers with members of the Bar.

**Clients:** Over 1,400 clients trust us.

## Historical Background

### Key stages of company development:

**1991 – 1994** Foundation and formation of the firm. ATLANT Law Centre was founded for the purpose of providing legal assistance to Russian businesses. The Centre's main service was legal consultancy in Entrepreneurial Law and Taxation as well as defence of business people in court.

**1995 – 1999** International activity. ATLANT Law Centre provides full support to a number of foreign companies operating in Russia as well as builds relationship with a number of foreign legal firms.

**2000 – 2008** Legal Practice Development. ATLANT Law Centre provides tax consulting and all-in-one accounting solutions to their clients. Tax, corporate and business practices contributed to our rapid development. Additional services are offered, including M&A and real estate transaction support as well as debt recovery.

### **2009 – to present Service development. Quality Assurance.**

ATLANT Law Centre implemented quality management system. Internal quality standards have been introduced. The level of service is continuously improving with more than 1,400 clients using ATLANTs services - 80% of them work with us on a regular/recurring basis.

**ATLANT Law Centre focuses on sustainable development and leading position in the legal services market.**

## Geography

**Our administrative office** is located in the centre of Moscow at: 34, Shabolovskaya St. ATLANT Law Centre has well established relationship with many businesses within the Moscow area.

**Area of Operation:** All regions of the Russian Federation.

Our lawyers provide services in Moscow, Saint Petersburg, Kirov, Izhevsk, Irkutsk, Salekhard and other cities of the Russian Federation.

**Clients:** British, French, German, Italian, Dutch, Belgian, Austrian, Polish and other country companies.



## Corporate Structure

The structure of ATLANT Law Centre reflects its main business streams and is based on a matrix management model to provide a wide range of high quality services to our clients.

### Legal Practices

- ▶ Corporate
- ▶ Court
- ▶ Tax
- ▶ Commercial
- ▶ Intellectual Property
- ▶ Other Practices
  - ▶ Debt recovery
  - ▶ M&A and real estate transaction support

Tertiary Court  
at Atlant Law Centre

Analytical Service

Training Centre

Quality  
Service

File  
Room

Hot Line

Out-Of-Office Service

**We always make sure our clients feel safe and comfortable.**

## Services

ATLANT Law Centre provides over 140 types of legal services to meet the needs of our clients.

### **We provide services in the following legal disciplines:**

- ▶ Dispute Resolution
- ▶ Tax Law and Tax Disputes
- ▶ Corporate Law
- ▶ Business Practice/Mergers and Acquisitions (M&A)
- ▶ Debt Recovery/Accounts Receivable
- ▶ Foreign Trade Regulation
- ▶ Industrial Law
- ▶ Anti-Monopoly Legislation
- ▶ Administrative Legal Defence
- ▶ Criminal Legal Defence

### **We have experience in provision of services in the following industries:**

- ▶ Oil and Gas
- ▶ Real Estate and Construction
- ▶ Metallurgy and Manufacturing
- ▶ Trade
- ▶ Transportation
- ▶ Consumer Goods
- ▶ Telecommunications and Mass Media
- ▶ Service Industry
- ▶ Power
- ▶ Public Sector

**We are continuously expanding our range of services to provide our clients with opportunities for safe and confident business development.**

## Dispute Resolution

ATLANT Law Centre has an excellent reputation in commercial dispute settlement and experience of dispute resolution up to the value of \$30 mln.

We represent our clients across the whole of Russia in arbitration courts and courts of general jurisdiction of all levels, including Russian Supreme Arbitration Court, Russian Supreme Court and Constitutional Court.

### Types of services:

- ▶ Case Estimates
- ▶ Dispute Settlement at Prejudicial Stage
- ▶ Legal Proceedings
- ▶ Decision Making

### Our specialties:

- ▶ Tax Disputes
- ▶ Disputes related to contractual obligations including debt recovery and loss disputes
- ▶ Corporate Disputes
- ▶ Real Estate Disputes
- ▶ Administrative Disputes
- ▶ Intellectual Property Disputes

### Due to our lawyers' professionalism

40% of all disputes have been successfully settled at prejudicial stage and 85% of them have been resolved in favour of our clients.

### ARBITRATION TRIBUNAL AT ATLANT LAW CENTRE

ATLANT Law Centre has an acting Arbitration Tribunal.

We provide an opportunity to exercise the right to resolve economic disputes at the Arbitration Tribunal of ATLANT Law Centre.

We guarantee an efficient and professional approach to procedural aspects and a timely, unprejudiced and fair hearing of every case.

**We aim to provide reliable legal defence for your business.**

## Corporate Practice

Design and optimisation of holding structures forms a considerable part of the practice. We have a wide ranging experience in registration at the Tax Authorities, from formation of a legal entity to its reorganization and liquidation.

### Types of services:

- ▶ Consultancy and Development of Holding Structures
- ▶ Corporate Governance and Reorganization
- ▶ All Types of Registration Services

**We have successfully completed more than 3,000 corporate projects.**

## Tax Law and Tax

We help our clients to make their business more profitable and steady by means of effective tax planning and protection of interests in courts with State Revenue Service.

### Types of services:

- ▶ Tax Planning and Consultancy
- ▶ Identification and Evaluation of Tax Risks
- ▶ Tax Refunds including Support in Court
- ▶ Legal Examination of Tax Authorities' Actions and Rulings
- ▶ Legal Support with Tax Disputes

### Our Specialties:

- ▶ Disputes related to short-lived companies
- ▶ Export VAT return and compensation
- ▶ Tax authorities' decisions appeal

We defend taxpayers both at prejudicial stage and in courts including the Supreme Court, Supreme Arbitration and Constitutional Court of the Russian Federation.

**We won 45% of tax disputes at prejudicial stage;  
95% of tax disputes in court.**

## Business Practice/Mergers and Acquisitions (M&A)

Our lawyers possess wide experience of complex transaction structuring, contract preparation and participation in negotiations across all areas of business.

### Types of services:

- ▶ Deign and Analysis of all types of Commercial Contracts and Negotiations
- ▶ Preparation of associated contract documentation (Acceptance Certificates, Contract Extensions, Notices of Contract Termination)
- ▶ Drafting of contractual structures (distribution, joint activity, investments)
- ▶ Identification and evaluation of business risks, risk minimisation measures
- ▶ Legal audit of contracts
- ▶ Companies' due diligence (Legal Due Diligence)
- ▶ Legal support to companies participating in government-funded tenders
- ▶ Preparation of legal opinions on a wide range of commercial law matters
- ▶ Consultancy on transactions structuring problems
- ▶ Restructuring of transaction objects
- ▶ Transaction support on mergers and acquisitions (M&A)

### We also offer convenient forms of service:

- ▶ One-off work requests
- ▶ Full service package (more than 7 types of service packages)

**Our lawyers in business practice have provided more than 4,000 one-off services and supported over 50 legal projects.**



# Debt Recovery/Accounts Receivable

The increase in volume of company's receivables poses a threat to its economic safety. We will provide legal protection and advice for your business.

We have developed an effective procedure of debt recovery utilizing the full extent of the law on an extrajudicial basis.

## Types of services:

- ▶ Smooth recovery of receivables with remote recovery possibility.
- ▶ Collection recovery
- ▶ Law firm's claim
- ▶ Support of proceedings
- ▶ Debtor bankruptcy
- ▶ Audit of receivables
- ▶ Development of measures on decreasing receivables
- ▶ Implementation of program of measures focused on receivables
- ▶ Acquisition/sale of receivables /debts

## Our specialisation is:

- ▶ Recovery of corporate debts (B2B related debts)
- ▶ Management of receivables

The unique procedure of smooth recovery of receivables has been developed by the specialists of the ATLANT Law Centre.

## Introduction of new technology for smooth recovery of receivables provides for:

- ▶ Increase in debt recovery by 40%
- ▶ Threefold Reduction of terms of debt return
- ▶ Saving partner relationships in 100% of cases

**We specialise in debt recovery and sustainable business relationships with partners.**

## Team

We are a skilled and effective team of professionals comprised of more than 20 members, including members of the Bar. All are licensed experts and talented specialists who possess thorough knowledge of Russian law with practical experience in their respective fields. Our lawyers speak English, French and German.

### Key employees of Atlant Law centre



#### Alexander Moskalev

##### Managing Partner

**Education:** Moscow State Law Academy - 2000, MBA (The Academy of National Economy, Higher School of International Business) - 2010.

**Certificates:** Tax and Charges Adviser (2001), Specialist on financial markets (2008)

**Specialisation:** business and corporate law. Supervisory responsibility: "Tax practice", "Judicial defence", "Debt recovery". He is an author of more than 30 articles published in the mass media on legal matters and of more than 600 articles on "Guidance on taxation for legal entities and individuals". He is also an author and instructor of master-classes on "Contract Law", "Juridical Risk Management", "Building up and management of holding structure", "Corporate law", "Recovery of debts and losses".



#### Vera Potekhinskaya

##### Head of the "Court practice" sector

**Education:** Kazakh State University - 1977

**Specialisation:** business, corporate, industrial law, tax practice, judicial defence. She is an author of more than 40 articles published in the mass media on matters of law, of more than 3000 articles in the "Guide on taxation for legal entities and individuals". She is also an author and instructor of master-classes on industrial law.



#### Olga Egorova

##### Head of Tax Planning sector

**Education:** Samara State Architectural University - 1997.

**Certificates:** Tax and Charges Adviser (2006)

**Specialisation:** Taxation and tax planning, prejudicial disputes with tax authorities. She is an author of more than 200 articles published in the mass media on taxation matters, and an author and instructor of master-classes on taxation and tax planning.

# Advantages

## Guarantees:

- ▶ High quality services
- ▶ Viable and result-oriented solutions
- ▶ High confidentiality
- ▶ Client-centred approach
- ▶ Unconditional fulfilment of partner obligations

Our professional service has been insured for 40 million roubles (1 million EUR) and we are ready to increase the insurance amount on our clients request.

**We value our reputation.**

## Quality:

- ▶ Quality management system
- ▶ 3-stage service quality control system
- ▶ Application of high performance technologies and development of new ones
- ▶ Unique IT-resources
- ▶ Clients' requirements monitoring
- ▶ Incentive system based on client satisfaction

**Service quality is of utmost importance to us.**

## Standards:

- ▶ Professional service
- ▶ Specific approach and attention to details in any complex problem solving
- ▶ Prompt response to requests
- ▶ Conflict of interests avoidance

**We are confident that you will appreciate the level of our services.**

## Service:

- ▶ Legal Services
- ▶ Responsible lawyer-manager
- ▶ Online reporting for client
- ▶ Convenient forms of cooperation
- ▶ Electronic distribution of news and articles

**Our main achievement is seeing clients satisfied with our performance. We believe that mutual understanding and success is the basis for long-term cooperation.**

## Clients and Projects

We are proud to represent the interests of Russian and foreign companies across all business sectors:

Corporate practice – over 3,000 projects have been completed



Tax practice – over 800 services have been provided



Corporate practice – over 3,000 projects have been completed



## Clients and Projects

**Business practice — over 4,000 services have been provided**



**Debt recovery — over 200 corporate debts have been recovered**



**All-in-one legal support — over 50 projects**



**More than 1,400 clients trust us, 80% of them are our regular customers. Our clients are confident that the legal support of ATLANT Law centre is reliable and professional**

## Figures

- ▶ More than 20 years of successful legal protection assurance
- ▶ More than 20 highly skilled professionals with experience in both straight-forward problem solving and complex project management of large
- ▶ More than 400 professional consultations
- ▶ More than 80 legal articles written by our lawyers have been published in main stream media
- ▶ More than 8,000 services have been provided and more than 50 large-scale projects have been completed
- ▶ More than 400 debtors repaid their debts on our request
- ▶ More than 3000 projects in corporate practice have been completed
- ▶ More than 85% of cases have been won for clients
- ▶ More than 40% of disputes have been successfully resolved at the prejudicial stage
- ▶ About 80% of our clients become regular partners

**We value confidence of our 1,400 clients.**

## Business Philosophy

**Success of our business comprise of three components:**

- ▶ Success of our clients' business
- ▶ Public benefit
- ▶ Social responsibility

**We understand what a successful business is and use it as a guidance in our daily activities.**

# Social Responsibility

ATLANT Law Centre follows a social responsibility policy with regard to its employees, Moscow residents and the wider society. Every year we support social and charity projects to provide financial and legal support for disadvantaged social groups and non-commercial organisations.

## PARTICIPATION IN CHARITY EVENTS

### Children's home and shelter facilities:

- ▶ "Way Home" shelter (Moscow)
- ▶ Children's home No.28 (Khimki)
- ▶ Krasnoarmeisky children's home (Krasnoarmeisk)

### Monasteries and churches:

- ▶ The Cathedral of Christ the Saviour (Moscow)
- ▶ The Cathedral of Protection of the Most Holy Theotokos in Yasenevo (Moscow)
- ▶ The Cathedral of Saint Bishop Nikolai (Moscow)
- ▶ The Holy Trinity-St. Sergius Lavra (Sergiev Posad)
- ▶ Far Eastern Cathedral of Saints Peter and Paul
- ▶ Theotokion-Rozhdestvenskaya desert in Baryatino village

### Social groups and funds:

- ▶ Regional cultural educational social group "Diveevsky Bell" of Nizhny Novgorod
- ▶ Charity fund of Blagochestie development
- ▶ UNESCO fund
- ▶ State health care institution "Saratovsky regional children's hospital"
- ▶ Social movement on Khimki forest protection against clearance

### LEGAL SUPPORT HOTLINE for:

- ▶ disadvantaged social groups (disabled persons, retired persons)
- ▶ disadvantaged persons incurring losses as a result of law violation
- ▶ first-time entrepreneurs

**We choose to live in the world of welfare, order and justice.**

## **Contacts**

**34, Shabolovka Str, Moscow**

**Tel: +7 (499) 409-74-45 (multi-channel)**

**+7 (499) 342-89-42**

**[www.law-practice.ru](http://www.law-practice.ru)**

**[info@law-practice.ru](mailto:info@law-practice.ru) - for general queries**

**[yur-quality@law-practice.ru](mailto:yur-quality@law-practice.ru) - Quality Department**

**Hours of operation: Monday - Friday, from 10:00 till 18:30**